

## Bid Opening Results For:

IFB NUMBER	22513
BID OPENING	10/24/2012
GROUP NUMBER	32100
PURCHASING OFFICER	Joseph Hodder
TELEPHONE	(518) 474-3668

### DESCRIPTION

Treated Salt  
(DOT and Others)

State of New York Executive Department  
Office of General Services - Procurement Services Group  
Corning Tower - 38th Floor  
Empire State Plaza  
Albany, NY 12242

## INVITATION FOR BIDS

**IMPORTANT: SEE "NOTICE TO BIDDERS" CLAUSES HEREIN  
BIDS MAY BE SENT TO THE ABOVE ADDRESS ONLY**

**(E-Mail or Facsimile Bid Submissions Are NOT Acceptable)**

<b>BID OPENING</b> <b>DATE:</b> October 24, 2012 <b>TIME:</b> 11:00 AM	<b>TITLE: Group 32100 – TREATED SALT</b> (DOT & Others)  Classification Code(s):
<b>INVITATION FOR BIDS NUMBER:</b> 22513	<b>SPECIFICATION REFERENCE:</b> As Incorporated in the Invitation For Bids
<b>CONTRACT PERIOD:</b> November 1, 2012 through October 31, 2013	
<b>DESIGNATED CONTACTS:</b> Team #6	
Joseph Hodder                      Team Leader Telephone No. (518) 474-3668 E-mail address: joseph.hodder@ogs.ny.gov	Bruce Hallenbeck                      Assistant Director Telephone No. (518) 408-1705 E-mail address: bruce.hallenbeck@ogs.ny.gov

The bid must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this INVITATION FOR BIDS, Appendix A (Standard Clauses For New York State Contracts), Appendix B (OGS General Specifications), and State Finance Law §139-j and §139-k (Procurement Lobbying), and that all information provided is complete, true and accurate. By signing, bidder affirms that it understands and agrees to comply with the OGS procedures relative to permissible contacts as required by State Finance Law §139-j (3) and §139-j (6) (b). Information may be accessed at:

Procurement Lobbying: <http://www.ogs.ny.gov/aboutOgs/regulations/defaultAdvisoryCouncil.html>

<b>Bidder's Federal Tax Identification Number:</b> <i>(Do Not Use Social Security Number)</i> 16-1516458	<b>NYS Vendor Identification Number:</b> <i>(See "New York State Vendor File Registration" clause)</i> 1000008297			
If applicable, place an "x" in the appropriate box <input type="checkbox"/> NYS Small Business <input type="checkbox"/> Minority Owned <input type="checkbox"/> Women Owned <i>(check all that apply):</i> #Employees                      Business                      Business				
<b>Legal Business Name of Company Bidding:</b> American Rock Salt Co., LLC				
D/B/A - Doing Business As (if applicable):				
<b>Street</b> PO Box 190,	<b>City</b> Mt. Morris,	<b>State</b> NY	<b>Zip</b> 14510	<b>County</b> Livingston
If applicable, place an "x" in the appropriate box <input checked="" type="checkbox"/> Manufactured Within <input type="checkbox"/> Manufactured Outside <i>(check all that apply):</i> New York State                      New York State				
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE UNABLE TO BID AT THIS TIME BECAUSE				
<b>Bidder's Signature:</b>	<b>Printed or Typed Name:</b> Justin Curley			
<b>Title:</b> Bid Analyst	<b>Date:</b> October 22, 2012			
<b>Phone :</b> ( 585 ) 243 - 9510 ext ( 1403 )	<b>Toll Free Phone :</b> ( 888 ) 762 - 7258 ext ( )			
<b>Fax :</b> ( 585 ) 243 - 7676 ext ( )	<b>Toll Free Fax :</b> ( ) - ext ( )			
<b>E-mail Address:</b> marcia.gavin@americanrocksalt.com	<b>Company Web Site:</b>			
<b>FOR PROCUREMENT SERVICES GROUP USE ONLY</b>				
P.R. # 22513    LIT <input type="checkbox"/> MEMO <input type="checkbox"/> LET <input type="checkbox"/> OTHER <input type="checkbox"/> MISSING PAGES				

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
American Rock Salt Co., LLC

**LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	1	8,000	1	<u>61.80</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Broome	2	200	2	<u>\$ 50.81</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Columbia	3	200	3	<u>\$ 66.17</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Cortland	4	1,500	4	<u>\$ 45.98</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Essex	5	6,200	5	<u>\$ 78.50</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Franklin	6	1,000	6	<u>\$ 76.33</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Herkimer	7	1,600	7	<u>\$ 59.56</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Jefferson	8	1,800	8	<u>\$ 65.56</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Lewis	9	550	9	<u>\$ 67.03</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Madison	10	1,000	10	<u>\$ 55.28</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Oneida	11	750	11	<u>\$ 54.98</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Onondaga	12	5,100	12	<u>\$ 48.23</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Schuyler & Yates	13	1,300	13	<u>\$ 48.98</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Seneca	14	450	14	<u>\$ 45.97</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Steuben	15	90	15	<u>\$ 48.99</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Sullivan	16	150	16	<u>\$ 64.02</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Tompkins	17	500	17	<u>\$ 45.98</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Warren	18	2,000	18	<u>\$ 71.87</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>
Washington	19	350	19	<u>\$ 71.23</u> /Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>

(continued)

LOT 1 - TYPE 1 - GRANULAR  
 SODIUM CHLORIDE TREATED  
 WITH LIQUID MAGNESIUM  
 CHLORIDE CORROSION  
 INHIBITED

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Chenango	30	200	30	\$ <u>56.55</u> Ton	<u>Hampton Corners, NY</u>	<u>Blue Magic</u>	<u>Blue</u>

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

American Rock Salt Co., LLC

LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED (Cont'd)

State mix method as required by

Specification Item:

Conveyor Spraying

Name of Refiner:

American Rock Salt Co., LLC

Location of Refinery:

Hampton Corners, NY

Location of Mine:

Hampton Corners, NY

Location of Stockpile:

Hampton Corners, NY

If you are not the owner/operator of the mine, have you submitted the Certificate of Manufacturer Form on Page 42?

X YES \_\_\_\_\_ NO

Number of tons of salt that constitute a truckload delivery: 30 Tons

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

American Rock Salt Co., LLC

**LOT 2 - TYPE 2 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED & ORGANIC BASED PERFORMANCE ENHANCER**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	20	400	20	\$ <u>76.36</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Clinton	21	2,500	21	\$ <u>95.55</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Dutchess	22	3,222	22	\$ <u>86.98</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Monroe	23	800	23	\$ <u>55.05</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Ontario	24	1,000	24	\$ <u>55.15</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Otsego	25	300	25	\$ <u>72.35</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Putnam	26	100	26	\$ <u>90.70</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
St. Lawrence	27	500	27	\$ <u>84.53</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Warren	28	302	28	\$ <u>85.97</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>
Wayne	29	500	29	\$ <u>59.95</u> /Ton	<u>Hampton Corners, NY</u>	<u>Fire Rock</u>	<u>Orange</u>

State mix method as required by

Specification Item:

Conveyor Spraying

Name of Refiner:

American Rock Salt Co., LLC

Location of Refinery:

Hampton Corners, NY

Location of Mine:

Hampton Corners, NY

Location of Stockpile:

Hampton Corners, NY

(continued)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder American Rock Salt co., LLC
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INFORMATION TO BE FURNISHED BY BIDDERS:

1. Price per ton (not to exceed \$3.60 per ton) to stockpile on behalf of the end user and hold same in storage until December 31, 2013.

\$ 3.60 per ton

2a. If end user takes delivery of its total annual filed requirement by Januar 1, 2013 indicate discount from bid price if any:

\$ None per ton

2b. If a minimum tonnage is required to qualify for the above discount, indicate said quantity:

N/A tons

2c. Notwithstanding provisions under 2a if end user guarantees that they will take delivery of 90% of its annual filed requirement by the end of the contract, and advises contractor of this intention by January 1, 2013 state discount from bid price, if any:

\$ None per ton

2d. If a minimum tonnage is required to qualify for the discount in 2c above, indicate said quantity:

N/A tons

3. Have you submitted Information on your Inhibitor Treatment?

X YES \_\_\_\_\_ NO

4. Are you in agreement to offering a delayed billing program?

\_\_\_\_\_ YES X NO

If yes, is your program the same as stated in the Optional Delayed Billing Program clause herein?

\_\_\_\_\_ YES \_\_\_\_\_ NO

If your program differs from the specification as described, please attach your program to your bid and check here:

\_\_\_\_\_

State of New York Executive Department  
Office of General Services - Procurement Services Group  
Corning Tower - 38th Floor  
Empire State Plaza  
Albany, NY 12242

## INVITATION FOR BIDS

**IMPORTANT: SEE "NOTICE TO BIDDERS" CLAUSES HEREIN  
BIDS MAY BE SENT TO THE ABOVE ADDRESS ONLY**

(E-Mail or Facsimile Bid Submissions Are NOT Acceptable)

<b>BID OPENING</b> DATE: <b>October 24, 2012</b> TIME: <b>11:00 AM</b>	<b>TITLE: Group 32100 – TREATED SALT (DOT &amp; Others)</b>  Classification Code(s):
<b>INVITATION FOR BIDS NUMBER:</b> <b>22513</b>	<b>SPECIFICATION REFERENCE:</b> As Incorporated in the Invitation For Bids
<b>CONTRACT PERIOD: November 1, 2012 through October 31, 2013</b>	
<b>DESIGNATED CONTACTS: Team #6</b>	
Joseph Hodder Telephone No. (518) 474-3668 E-mail address: joseph.hodder@ogs.ny.gov	Team Leader  Bruce Hallenbeck Telephone No. (518) 408-1705 E-mail address: bruce.hallenbeck@ogs.ny.gov

The bid must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this INVITATION FOR BIDS, Appendix A (Standard Clauses For New York State Contracts), Appendix B (OGS General Specifications), and State Finance Law §139-j and §139-k (Procurement Lobbying), and that all information provided is complete, true and accurate. By signing, bidder affirms that it understands and agrees to comply with the OGS procedures relative to permissible contacts as required by State Finance Law §139-j (3) and §139-j (6) (b). Information may be accessed at:

Procurement Lobbying: <http://www.ogs.ny.gov/aboutOgs/regulations/defaultAdvisoryCouncil.html>

<b>Bidder's Federal Tax Identification Number:</b> <i>(Do Not Use Social Security Number)</i> 41-0177680	<b>NYS Vendor Identification Number:</b> <i>(See "New York State Vendor File Registration" clause)</i> 1000048669
If applicable, place an "x" in the appropriate box <input type="checkbox"/> NYS Small Business <input type="checkbox"/> Minority Owned Business <input type="checkbox"/> Women Owned Business <i>(check all that apply):</i> _____ #Employees	
Legal Business Name of Company Bidding: <b>Cargill, Incorporated</b>	
D/B/A - Doing Business As (if applicable): <b>Cargill, Inc. - Deicing Technology Business Unit</b>	
Street City State Zip County <b>24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070 Cuyahoga</b>	
If applicable, place an "x" in the appropriate box <input checked="" type="checkbox"/> Manufactured Within New York State <input checked="" type="checkbox"/> Manufactured Outside New York State <i>(check all that apply):</i>	
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE UNABLE TO BID AT THIS TIME BECAUSE	
Bidder's Signature: <i>Pamela S. Burcewicz</i>	Printed or Typed Name: Pamela S. Burcewicz
Title: Customer Solutions Specialist	Date: October 19, 2012
Phone : (800) 600 - 7258 ext ( )	Toll Free Phone : (800) 600 - 7258 ext ( )
Fax : (440) 716 - 0763 ext ( )	Toll Free Fax : ( ) - ext ( )
E-mail Address: <a href="mailto:pamela_burcewicz@cargill.com">pamela_burcewicz@cargill.com</a> Company Web Site: <a href="http://www.cargilldeicing.com">www.cargilldeicing.com</a>	

**FOR PROCUREMENT SERVICES GROUP USE ONLY**

P.R. # 22513    LIT     MEMO     LET     OTHER     MISSING PAGES

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Bidder  
Cargill, Inc. - Deicing  
Technology Business Unit

**LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	1	8,000	1	\$61.23 /Ton	Lansing, NY	ClearLane®	Green
Broome	2	200	2	\$54.94 /Ton	Lansing, NY	ClearLane®	Green
Columbia	3	200	3	\$70.25 /Ton	Lansing, NY	ClearLane®	Green
Cortland	4	1,500	4	\$48.73 /Ton	Lansing, NY	ClearLane®	Green
Essex	5	6,200	5	\$72.08 /Ton	Lansing, NY	ClearLane®	Green
Franklin	6	1,000	6	\$73.77 /Ton	Lansing, NY	ClearLane®	Green
Herkimer	7	1,600	7	\$60.87 /Ton	Lansing, NY	ClearLane®	Green
Jefferson	8	1,800	8	\$66.02 /Ton	Lansing, NY	ClearLane®	Green
Lewis	9	550	9	\$68.72 /Ton	Lansing, NY	ClearLane®	Green
Madison	10	1,000	10	\$57.49 /Ton	Lansing, NY	ClearLane®	Green
Oneida	11	750	11	\$57.84 /Ton	Lansing, NY	ClearLane®	Green
Onondaga	12	5,100	12	\$49.79 /Ton	Lansing, NY	ClearLane®	Green
Schuyler & Yates	13	1,300	13	\$50.23 /Ton	Lansing, NY	ClearLane®	Green
Seneca	14	450	14	\$50.63 /Ton	Lansing, NY	ClearLane®	Green
Steuben	15	90	15	\$50.80 /Ton	Lansing, NY	ClearLane®	Green
Sullivan	16	150	16	\$68.01 /Ton	Lansing, NY	ClearLane®	Green
Tompkins	17	500	17	\$49.48 /Ton	Lansing, NY	ClearLane®	Green
Warren	18	2,000	18	\$69.65 /Ton	Lansing, NY	ClearLane®	Green
Washington	19	350	19	\$72.55 /Ton	Lansing, NY	ClearLane®	Green

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LOT 1 - TYPE 1 - GRANULAR  
 SODIUM CHLORIDE TREATED  
 WITH LIQUID MAGNESIUM  
 CHLORIDE CORROSION  
 INHIBITED

<u>County</u>	<u>OGS Item #</u>	<u>Filed Require- ment</u>	<u>OGS Item #</u>	<u>Price/ Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Chenango	30	200	30	\$ 57.45/Ton	Lansing, NY	Clearlane®	Green

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
Cargill, Inc. - Deicing  
Technology Business Unit

LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED (Cont'd)

State mix method as required by

Specification Item: Screw Mix Conveyor

Name of Refiner: Cargill Salt

Location of Refinery: Lansing, NY

Location of Mine: Lansing, NY

Location of Stockpile: Lansing, NY

If you are not the owner/operator of the mine, have you submitted the Certificate of Manufacturer Form on Page 42?

N/A        YES        NO

Number of tons of salt that constitute a truckload delivery: 22-37 Tons

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**Bidder**  
Cargill, Inc. - Deicing  
Technology Business Unit

**LOT 2 - TYPE 2 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED & ORGANIC BASED PERFORMANCE ENHANCER**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	20	400	20	\$ 86.36/Ton	Lansing, NY	Clearlane®	Green
Clinton	21	2,500	21	\$ 96.49/Ton	Lansing, NY	Clearlane®	Green
Dutchess	22	3,222	22	\$ 99.98/Ton	Lansing, NY	Clearlane®	Green
Monroe	23	800	23	\$ 72.54/Ton	Lansing, NY	Clearlane®	Green
Ontario	24	1,000	24	\$71.48 /Ton	Lansing, NY	Clearlane®	Green
Otsego	25	300	25	\$86.90 /Ton	Lansing, NY	Clearlane®	Green
Putnam	26	100	26	\$92.05 /Ton	Lansing, NY	Clearlane®	Green
St. Lawrence	27	500	27	\$95.90 /Ton	Lansing, NY	Clearlane®	Green
Warren	28	302	28	\$93.75 /Ton	Lansing, NY	Clearlane®	Green
Wayne	29	500	29	\$76.97/Ton	Lansing, NY	Clearlane®	Green

State mix method as required by:

Specification Item: Screw Mix Conveyor

Name of Refiner: Cargill Salt

Location of Refinery: Lansing, NY

Location of Mine: Lansing, NY

Location of Stockpile: Lansing, NY

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
Cargill, Inc. - Deicing  
Technology Business Unit

INFORMATION TO BE FURNISHED BY BIDDERS:

- 1. Price per ton (not to exceed \$3.60 per ton) to stockpile on behalf of the end user and hold same in storage until December 31, 2013. \$ 3.60 per ton
  - 2a. If end user takes delivery of its total annual filed requirement by Januar 1, 2013 indicate discount from bid price if any: \$ 0.00 per ton
  - 2b. If a minimum tonnage is required to qualify for the above discount, indicate said quantity: N/A tons
  - 2c. Notwithstanding provisions under 2a if end user guarantees that they will take delivery of 90% of its annual filed requirement by the end of the contract, and advises contractor of this intention by January 1, 2013 state discount from bid price, if any: \$ 0.00 per ton
  - 2d. If a minimum tonnage is required to qualify for the discount in 2c above, indicate said quantity: N/A tons
  - 3. Have you submitted Information on your Inhibitor Treatment? XX YES        NO
  - 4. Are you in agreement to offering a delayed billing program?        YES XX NO
- If yes, is your program the same as stated in the Optional Delayed Billing Program clause herein?        YES        NO
- If your program differs from the specification as described, please attach your program to your bid and check here:



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Bidder

INTERNATIONAL SALT COMPANY, LLC

**LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	1	8,000	1	<u>No Bid/Ton</u>	_____	_____	_____
Broome	2	200	2	<u>No Bid/Ton</u>	_____	_____	_____
Columbia	3	200	3	<u>No Bid/Ton</u>	_____	_____	_____
Cortland	4	1,500	4	<u>No Bid/Ton</u>	_____	_____	_____
Essex	5	6,200	5	<u>No Bid/Ton</u>	_____	_____	_____
Franklin	6	1,000	6	<u>No Bid/Ton</u>	_____	_____	_____
Herkimer	7	1,600	7	<u>No Bid/Ton</u>	_____	_____	_____
Jefferson	8	1,800	8	<u>No Bid/Ton</u>	_____	_____	_____
Lewis	9	550	9	<u>No Bid/Ton</u>	_____	_____	_____
Madison	10	1,000	10	<u>No Bid/Ton</u>	_____	_____	_____
Oneida	11	750	11	<u>No Bid/Ton</u>	_____	_____	_____
Onondaga	12	5,100	12	<u>No Bid/Ton</u>	_____	_____	_____
Schuyler & Yates	13	1,300	13	<u>No Bid/Ton</u>	_____	_____	_____
Seneca	14	450	14	<u>No Bid/Ton</u>	_____	_____	_____
Steuben	15	90	15	<u>No Bid/Ton</u>	_____	_____	_____
Sullivan	16	150	16	<u>No Bid/Ton</u>	_____	_____	_____
Tompkins	17	500	17	<u>No Bid/Ton</u>	_____	_____	_____
Warren	18	2,000	18	<u>No Bid/Ton</u>	_____	_____	_____
Washington	19	350	19	<u>No Bid/Ton</u>	_____	_____	_____

(continued)

**LOT 1 - TYPE 1 - GRANULAR  
SODIUM CHLORIDE TREATED  
WITH LIQUID MAGNESIUM  
CHLORIDE CORROSION  
INHIBITED**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Require- ment</u>	<u>OGS Item #</u>	<u>Price/ Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Chenango	30	200	30	\$ <b>No Bid</b> Ton			

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder INTERNATIONAL SALT COMPANY, LLC
---

LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED (Cont'd)

State mix method as required by

Specification Item:

\_\_\_\_\_

Name of Refiner:

\_\_\_\_\_

Location of Refinery:

\_\_\_\_\_

Location of Mine:

\_\_\_\_\_

Location of Stockpile:

\_\_\_\_\_

If you are not the owner/operator of the mine, have you submitted the Certificate of Manufacturer Form on Page 42?

\_\_\_\_\_ YES      \_\_\_\_\_ NO

Number of tons of salt that constitute a truckload delivery: \_\_\_\_\_ Tons

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
  
INTERNATIONAL SALT COMPANY, LLC

**LOT 2 - TYPE 2 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED & ORGANIC BASED PERFORMANCE ENHANCER**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	20	400	20	\$ <u>67.61</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
Clinton	21	2,500	21	\$ <u>93.67</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
Dutchess	22	3,222	22	\$ <u>77.59</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
Monroe	23	800	23	\$ <u>No Bid</u> /Ton	_____	_____	_____
Ontario	24	1,000	24	\$ <u>No Bid</u> /Ton	_____	_____	_____
Otsego	25	300	25	\$ <u>73.83</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
Putnam	26	100	26	\$ <u>81.38</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
St. Lawrence	27	500	27	\$ <u>No Bid</u> /Ton	_____	_____	_____
Warren	28	302	28	\$ <u>77.57</u> /Ton	<u>Albany, NY</u>	<u>Ice B' Gone</u>	<u>Brown</u>
Wayne	29	500	29	\$ <u>No Bid</u> /Ton	_____	_____	_____

State mix method as required by

Specification Item: Pug Mill and/or Stacking Conveyor  
 Name of Refiner: Sociedad Punta de Lobos  
 Location of Refinery: Port of Patillos, Chile  
 Location of Mine: Port of Patillos, Chile  
 Location of Stockpile: Albany, NY

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
INTERNATIONAL SALT COMPANY, LLC

INFORMATION TO BE FURNISHED BY BIDDERS:

1. Price per ton (not to exceed \$3.60 per ton) to stockpile on behalf of the end user and hold same in storage until December 31, 2013.

\$ 3.60 per ton

2a. If end user takes delivery of its total annual filed requirement by Januar 1, 2013 indicate discount from bid price if any:

\$ None per ton

2b. If a minimum tonnage is required to qualify for the above discount, indicate said quantity:

N/A tons

2c. Notwithstanding provisions under 2a if end user guarantees that they will take delivery of 90% of its annual filed requirement by the end of the contract, and advises contractor of this intention by January 1, 2013 state discount from bid price, if any:

\$ None per ton

2d. If a minimum tonnage is required to qualify for the discount in 2c above, indicate said quantity:

N/A tons

3. Have you submitted Information on your Inhibitor Treatment?

X YES \_\_\_\_\_ NO

4. Are you in agreement to offering a delayed billing program?

\_\_\_\_\_ YES X NO

If yes, is your program the same as stated in the Optional Delayed Billing Program clause herein?

\_\_\_\_\_ YES \_\_\_\_\_ NO

If your program differs from the specification as described, please attach your program to your bid and check here:

\_\_\_\_\_

State of New York Executive Department  
Office of General Services - Procurement Services Group  
Corning Tower - 38th Floor  
Empire State Plaza  
Albany, NY 12242

## INVITATION FOR BIDS

**IMPORTANT: SEE "NOTICE TO BIDDERS" CLAUSES HEREIN  
BIDS MAY BE SENT TO THE ABOVE ADDRESS ONLY**

**(E-Mail or Facsimile Bid Submissions Are NOT Acceptable)**

<b>BID OPENING</b> <b>DATE:</b> October 24, 2012 <b>TIME:</b> 11:00 AM	<b>TITLE:</b> Group 32100 – TREATED SALT (DOT & Others)  Classification Code(s):
<b>INVITATION FOR BIDS NUMBER:</b> 22513	<b>SPECIFICATION REFERENCE:</b> As Incorporated in the Invitation For Bids
<b>CONTRACT PERIOD:</b> November 1, 2012 through October 31, 2013	
<b>DESIGNATED CONTACTS:</b> Team #6	
Joseph Hodder                      Team Leader Telephone No. (518) 474-3668 E-mail address: joseph.hodder@ogs.ny.gov	Bruce Hallenbeck                      Assistant Director Telephone No. (518) 408-1705 E-mail address: bruce.hallenbeck@ogs.ny.gov

The bid must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this INVITATION FOR BIDS, Appendix A (Standard Clauses For New York State Contracts), Appendix B (OGS General Specifications), and State Finance Law §139-j and §139-k (Procurement Lobbying), and that all information provided is complete, true and accurate. By signing, bidder affirms that it understands and agrees to comply with the OGS procedures relative to permissible contacts as required by State Finance Law §139-j (3) and §139-j (6) (b). Information may be accessed at:

Procurement Lobbying: <http://www.ogs.ny.gov/aboutOgs/regulations/defaultAdvisoryCouncil.html>

<b>Bidder's Federal Tax Identification Number:</b> <i>(Do Not Use Social Security Number)</i> 48-1047632	<b>NYS Vendor Identification Number:</b> <i>(See "New York State Vendor File Registration" clause)</i> 1000031899			
If applicable, place an "x" in the appropriate box <input type="checkbox"/> NYS Small Business <input type="checkbox"/> Minority Owned Business <input type="checkbox"/> Women Owned Business <i>(check all that apply):</i> #Employees				
<b>Legal Business Name of Company Bidding:</b> North American Salt Company, A Compass Minerals Company				
D/B/A - Doing Business As (if applicable):				
<b>Street</b> 9900 West 109th St., Ste 100	<b>City</b> Overland Park	<b>State</b> KS	<b>Zip</b> 66210	<b>County</b> Johnson
If applicable, place an "x" in the appropriate box <input type="checkbox"/> Manufactured Within New York State <input checked="" type="checkbox"/> Manufactured Outside New York State <i>(check all that apply):</i>				
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE UNABLE TO BID AT THIS TIME BECAUSE				
<b>Bidder's Signature:</b> <i>Jason Bagley</i>	<b>Printed or Typed Name:</b> Jason Bagley			
<b>Title:</b> Director	<b>Date:</b> 10/22/2012			
<b>Phone :</b> (913) 344 - 9101 ext ( )	<b>Toll Free Phone :</b> (800) 323 - 1641 ext ( )			
<b>Fax :</b> (913) 338 - 7945 ext ( )	<b>Toll Free Fax :</b> ( ) ext ( )			
<b>E-mail Address:</b> beyersm@compassminerals.com		<b>Company Web Site:</b> www.compassminerals.com		

**FOR PROCUREMENT SERVICES GROUP USE ONLY**

P.R. # 22513	LIT <input type="checkbox"/>	MEMO <input type="checkbox"/>	LET <input type="checkbox"/>	OTHER <input type="checkbox"/>	MISSING PAGES
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PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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**Bidder**  
 North American Salt Company,  
 A Compass Minerals Company

**LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	1	8,000	1	No Bid/Ton	_____	_____	_____
Broome	2	200	2	\$No Bid/Ton	_____	_____	_____
Columbia	3	200	3	\$No Bid/Ton	_____	_____	_____
Cortland	4	1,500	4	\$No Bid/Ton	_____	_____	_____
Essex	5	6,200	5	\$No Bid/Ton	_____	_____	_____
Franklin	6	1,000	6	\$No Bid/Ton	_____	_____	_____
Herkimer	7	1,600	7	\$No Bid/Ton	_____	_____	_____
Jefferson	8	1,800	8	\$No Bid/Ton	_____	_____	_____
Lewis	9	550	9	\$No Bid/Ton	_____	_____	_____
Madison	10	1,000	10	\$No Bid/Ton	_____	_____	_____
Oneida	11	750	11	\$No Bid/Ton	_____	_____	_____
Onondaga	12	5,100	12	\$No Bid/Ton	_____	_____	_____
Schuyler & Yates	13	1,300	13	\$No Bid/Ton	_____	_____	_____
Seneca	14	450	14	\$No Bid/Ton	_____	_____	_____
Steuben	15	90	15	\$No Bid/Ton	_____	_____	_____
Sullivan	16	150	16	\$No Bid/Ton	_____	_____	_____
Tompkins	17	500	17	\$No Bid/Ton	_____	_____	_____
Warren	18	2,000	18	\$No Bid/Ton	_____	_____	_____
Washington	19	350	19	\$No Bid/Ton	_____	_____	_____

(continued)

LOT 1 - TYPE 1 - GRANULAR  
 SODIUM CHLORIDE TREATED  
 WITH LIQUID MAGNESIUM  
 CHLORIDE CORROSION  
 INHIBITED

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Chenango	30	200	30	\$ <u>ND/BID</u> /Ton			

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

North American Salt Company,  
A Compass Minerals Company

LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED (Cont'd)

State mix method as required by

Specification Item:

Pugmill

Name of Refiner:

Rideau Bulk & Buffalo Crushed Stone

Location of Refinery:

Johnstown, ON & Buffalo, NY

Location of Mine:

Goderich, ON

Location of Stockpile:

Johnstown, ON

If you are not the owner/operator of the mine, have you submitted the Certificate of Manufacturer Form on Page 42?

YES  NO

Number of tons of salt that constitute a truckload delivery: 22 Tons

(continued)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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**Bidder**  
 North American Salt Company,  
 A Compass Minerals Company

**LOT 2 - TYPE 2 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED & ORGANIC BASED PERFORMANCE ENHANCER**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	20	400	20	\$ <u>No Bid</u> /Ton			
Clinton	21	2,500	21	\$ <u>78.69</u> /Ton	<u>Johnstown</u>	<u>Thawrox</u>	<u>Orange</u>
Dutchess	22	3,222	22	\$ <u>No Bid</u> /Ton			
Monroe	23	800	23	\$ <u>66.31</u> /Ton	<u>Buffalo</u>	<u>Thawrox</u>	<u>Orange / Blue</u>
Ontario	24	1,000	24	\$ <u>67.56</u> /Ton	<u>Buffalo</u>	<u>Thawrox</u>	<u>Orange / Blue</u>
Otsego	25	300	25	\$ <u>No Bid</u> /Ton			
Putnam	26	100	26	\$ <u>No Bid</u> /Ton			
St. Lawrence	27	500	27	\$ <u>79.38</u> /Ton	<u>Johnstown</u>	<u>Thawrox</u>	<u>Orange</u>
Warren	28	302	28	\$ <u>82.48</u> /Ton	<u>Johnstown</u>	<u>Thawrox</u>	<u>Orange</u>
Wayne	29	500	29	\$ <u>67.28</u> /Ton	<u>Buffalo</u>	<u>Thawrox</u>	<u>Orange / Blue</u>

State mix method as required by

Specification Item: Pugmill

Name of Refiner: Rideau Bulk & Buffalo Crushed Stone

Location of Refinery: Johnstown, ON & Buffalo, NY

Location of Mine: Goderich, ON

Location of Stockpile: Johnstown, ON

(continued)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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**Bidder**  
 North American Salt Company,  
 A Compass Minerals Company

INFORMATION TO BE FURNISHED BY BIDDERS:

- |  |   |
|--|---|
| <p>1. Price per ton (not to exceed \$3.60 per ton) to stockpile on behalf of the end user and hold same in storage until December 31, 2013.</p>  | <p style="text-align: right;">\$ <u>3.60</u> per ton</p>        |
| <p>2a. If end user takes delivery of its total annual filed requirement by Januar 1, 2013 indicate discount from bid price if any:</p>   | <p style="text-align: right;">\$ <u>0.00</u> per ton</p>        |
| <p>2b. If a minimum tonnage is required to qualify for the above discount, indicate said quantity:</p>   | <p style="text-align: right;"><u>N/A</u> tons</p>               |
| <p>2c. Notwithstanding provisions under 2a if end user guarantees that they will take delivery of 90% of its annual filed requirement by the end of the contract, and advises contractor of this intention by January 1, 2013 state discount from bid price, if any:</p> | <p style="text-align: right;">\$ <u>0.00</u> per ton</p>        |
| <p>2d. If a minimum tonnage is required to qualify for the discount in 2c above, indicate said quantity:</p>   | <p style="text-align: right;"><u>N/A</u> tons</p>               |
| <p>3. Have you submitted Information on your Inhibitor Treatment?</p>  | <p style="text-align: right;"><u>x</u> YES <u>      </u> NO</p> |
| <p>4. Are you in agreement to offering a delayed billing program?</p>  | <p style="text-align: right;"><u>x</u> YES <u>      </u> NO</p> |
| <p>If yes, is your program the same as stated in the Optional Delayed Billing Program clause herein?</p>   | <p style="text-align: right;"><u>x</u> YES <u>      </u> NO</p> |
| <p>If your program differs from the specification as described, please attach your program to your bid and check here:</p>   | <p style="text-align: right;"><u>      </u></p>                 |

(continued)

State of New York Executive Department  
Office of General Services - Procurement Services Group  
Corning Tower - 38th Floor  
Empire State Plaza  
Albany, NY 12242

## INVITATION FOR BIDS

**IMPORTANT: SEE "NOTICE TO BIDDERS" CLAUSES HEREIN  
BIDS MAY BE SENT TO THE ABOVE ADDRESS ONLY**

**(E-Mail or Facsimile Bid Submissions Are NOT Acceptable)**

<b>BID OPENING</b>	<b>TITLE: Group 32100 - TREATED SALT (DOT &amp; Others)</b>
<b>DATE:</b> October 24, 2012 <b>TIME:</b> 11:00 AM	Classification Code(s):
<b>INVITATION FOR BIDS NUMBER:</b> 22513	<b>SPECIFICATION REFERENCE:</b> As Incorporated in the Invitation For Bids
<b>CONTRACT PERIOD:</b> November 1, 2012 through October 31, 2013	
<b>DESIGNATED CONTACTS: Team #6</b>	
Joseph Hodder Telephone No. (518) 474-3668 E-mail address: joseph.hodder@ogs.ny.gov	Bruce Hallenbeck Telephone No. (518) 408-1705 E-mail address: bruce.hallenbeck@ogs.ny.gov

The bid must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this INVITATION FOR BIDS, Appendix A (Standard Clauses For New York State Contracts), Appendix B (OGS General Specifications), and State Finance Law §139-j and §139-k (Procurement Lobbying), and that all information provided is complete, true and accurate. By signing, bidder affirms that it understands and agrees to comply with the OGS procedures relative to permissible contacts as required by State Finance Law §139-j (3) and §139-j (6) (b). Information may be accessed at:

Procurement Lobbying: <http://www.ogs.ny.gov/aboutOgs/regulations/defaultAdvisoryCouncil.html>

<b>Bidder's Federal Tax Identification Number:</b> <i>(Do Not Use Social Security Number)</i> 16-1605664	<b>NYS Vendor Identification Number:</b> <i>(See "New York State Vendor File Registration" clause)</i> 100008463
If applicable, place an "x" in the appropriate box <input checked="" type="checkbox"/> NYS Small Business <input type="checkbox"/> Minority Owned <input type="checkbox"/> Women Owned <i>(check all that apply):</i> 6 #Employees      Business      Business	
Legal Business Name of Company Bidding: SWP Enterprises LLC	
D/B/A - Doing Business As (if applicable): N/A	
Street      City      State      Zip      County 11399 State Route 221, Wayland, NY 14572      Steuben	
If applicable, place an "x" in the appropriate box <input checked="" type="checkbox"/> Manufactured Within <input checked="" type="checkbox"/> Manufactured Outside <i>(check all that apply):</i> New York State      New York State	
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE UNABLE TO BID AT THIS TIME BECAUSE	
Bidder's Signature:  Title: Vice President	Printed or Typed Name: John L. Hooker Date:
Phone : (585) 728-3770 ext ( )      Toll Free Phone : ( ) N/A - ext ( ) Fax : (585) 728-9901 ext ( )      Toll Free Fax : ( ) N/A - ext ( )	E-mail Address: jhooker@swpenterprises.com      Company Web Site: www.swpenterprises.com
<b>FOR PROCUREMENT SERVICES GROUP USE ONLY</b>	
P.R. # 22513      LIT <input type="checkbox"/> MEMO <input type="checkbox"/> LET <input type="checkbox"/> OTHER <input type="checkbox"/> MISSING PAGES	

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

SWP Enterprises LLC

**LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED**

County	OGS Item #	Filed Requirement	OGS Item #	Price/Unit	Stockpile Location	Finished Product Name	Salt Color
Albany	1	8,000	1	<u>NB</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Broome	2	200	2	\$ <u>71.37</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Columbia	3	200	3	\$ <u>88.81</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Cortland	4	1,500	4	\$ <u>74.19</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Essex	5	6,200	5	\$ <u>91.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Franklin	6	1,000	6	\$ <u>97.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Herkimer	7	1,600	7	\$ <u>82.73</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Jefferson	8	1,800	8	\$ <u>81.99</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Lewis	9	550	9	\$ <u>81.83</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Madison	10	1,000	10	\$ <u>76.99</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Oneida	11	750	11	\$ <u>79.95</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Onondaga	12	5,100	12	\$ <u>74.39</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Schuyler	13	1,300	13	\$ <u>66.19</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Seneca	14	450	14	\$ <u>56.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Steuben	15	90	15	\$ <u>54.68</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Sullivan	16	150	16	\$ <u>84.89</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Tompkins	17	500	17	\$ <u>73.99</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Warren	18	2,000	18	\$ <u>95.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Washington	19	350	19	\$ <u>91.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green
Yates	20	500	20	\$ <u>56.91</u> /Ton	Wayland, NY	<sup>SWP</sup> Treated	Blue/Green

(continued)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

SWP Enterprises LLC

LOT 1 - TYPE 1 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED (Cont'd)

State mix method as required by

Specification Item:

Screw/Pug

Name of Refiner:

SWP Enterprises LLC

Location of Refinery:

Wayland, NY

Location of Mine:

Mt. Morris, NY

Location of Stockpile:

Wayland, NY

If you are not the owner/operator of the mine, have you submitted the Certificate of Manufacturer Form on Page 42?

X YES NO

Number of tons of salt that constitute a truckload delivery: 30-36 Tons

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
SWP Enterprises, LLC

**LOT 2 - TYPE 2 - GRANULAR SODIUM CHLORIDE TREATED WITH LIQUID MAGNESIUM CHLORIDE CORROSION INHIBITED & ORGANIC BASED PERFORMANCE ENHANCER**

<u>County</u>	<u>OGS Item #</u>	<u>Filed Requirement</u>	<u>OGS Item #</u>	<u>Price/Unit</u>	<u>Stockpile Location</u>	<u>Finished Product Name</u>	<u>Salt Color</u>
Albany	20	400	20	\$ <u>NB</u> /Ton	_____	_____	_____
Clinton	21	2,500	21	\$ <u>NB</u> /Ton	_____	_____	_____
Dutchess	22	3,222	22	\$ <u>NB</u> /Ton	_____	_____	_____
Monroe	23	800	23	\$ <u>NB</u> /Ton	_____	_____	_____
Ontario	24	1,000	24	\$ <u>NB</u> /Ton	_____	_____	_____
Otsego	25	300	25	\$ <u>NB</u> /Ton	_____	_____	_____
Putnam	26	100	26	\$ <u>NB</u> /Ton	_____	_____	_____
St. Lawrence	27	500	27	\$ <u>NB</u> /Ton	_____	_____	_____
Warren	28	302	28	\$ <u>NB</u> /Ton	_____	_____	_____
Wayne	29	500	29	\$ <u>NB</u> /Ton	_____	_____	_____

State mix method as required by

- Specification Item: \_\_\_\_\_
- Name of Refiner: \_\_\_\_\_
- Location of Refinery: \_\_\_\_\_
- Location of Mine: \_\_\_\_\_
- Location of Stockpile: \_\_\_\_\_

(continued)

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder  
SWP Enterprises LLC

INFORMATION TO BE FURNISHED BY BIDDERS:

1. Price per ton (not to exceed \$3.60 per ton) to stockpile on behalf of the end user and hold same in storage until December 31, 2013.

\$ 3.00 per ton

2a. If end user takes delivery of its total annual filed requirement by Januar 1, 2013 indicate discount from bid price if any:

\$ N/A per ton

2b. If a minimum tonnage is required to qualify for the above discount, indicate said quantity:

N/A tons

2c. Notwithstanding provisions under 2a if end user guarantees that they will take delivery of 90% of its annual filed requirement by the end of the contract, and advises contractor of this intention by January 1, 2013 state discount from bid price, if any:

\$ N/A per ton

2d. If a minimum tonnage is required to qualify for the discount in 2c above, indicate said quantity:

N/A tons

3. Have you submitted Information on your Inhibitor Treatment?

X YES \_\_\_\_\_ NO

4. Are you in agreement to offering a delayed billing program?

\_\_\_\_\_ YES X NO

If yes, is your program the same as stated in the Optional Delayed Billing Program clause herein?

\_\_\_\_\_ YES \_\_\_\_\_ NO

If your program differs from the specification as described, please attach your program to your bid and check here:

N/A