

**PUR-1443  
Bulk Road Salt**

	<b>Morton Salt, Inc. Chicago, IL</b>	<b>Cargill, Inc. Salt, Road Safety North Olmsted, OH</b>	<b>Eastern Salt Co., Inc. Lowell, MA</b>	<b>Mid-Atlantic Salt, LLC Gladwyne, PA</b>	<b>Compass Minerals Overland Park, KS</b>
Bulk Road Salt (per ton - delivered)	\$61.80	\$63.81	\$67.50	\$70.00	No Bid

Remarks/Exceptions:

**Cargill, Inc.**

Packing slips or delivery tickets: Cargill is unable to list the quantity ordered and the quantity back ordered on delivery ticket. Quantity shipped will be provided.

**Mid-Atlantic Salt, LLC**

SEE ATTACHMENT



**Mid-Atlantic Salt, LLC**  
PO Box 135  
Gladwyne, PA 19035

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Phone: 724-287-0770 • Fax: 724-287-0540 • [www.mid-atlanticsalt.com](http://www.mid-atlanticsalt.com)

August 23, 2019

To: The Washington County Purchasing Department

Re: PUR-1443

To whom it may concern,

Thank you for the opportunity to provide a proposal. Please review proposed replacement of the delivery section:

**DELIVERY:**

a. The successful Bidder shall deliver the Bulk Road Salt F.O.B. Destination to the locations listed herein. Deliveries shall begin within seventy-two to one hundred twenty (72-120) hours (3-5 business days) of request by the Highway Department's personnel. The trucking firm shall notify delivery contact (via-telephone) of each upcoming delivery within twenty-four (24) hours of delivery. All questions and concerns should be directed to the Mid-Atlantic Salt sales office. All deliveries shall be inspected and accepted by authorized County personnel. A telephone number and contact for emergency and after-hour deliveries must be available twenty-four (24) hours a day Monday through Sunday. Normal hours of operation for the delivery locations are 7:00 a.m. to 3:00 p.m., (EDT/EST), Monday through Friday. All efforts will be made to arrange delivery during normal work hours; however, there will be no additional charge for emergency deliveries made after-hours. Deliveries will be made to seven (7) locations within the County. The price per ton will include delivery regardless of the location listed herein.

b. An order placed prior to 10:00 AM on any business day (Monday through Friday, except Holidays) would be considered as the first calendar day of the three to five (3-5) day delivery period. For orders placed after 10:00 AM on a given day, the following day would be considered the first calendar day of the three to five (3-5) day delivery period. The jurisdiction shall reserve the right to take action to remedy the failure of Contractor performance only after verbal AND written notification of request to remedy the delay, an opportunity to remedy the delay, AND verbal AND written notification of the failure of any efforts to remedy the delay. This may include termination of the order and purchase of salt from other sources, or to take action consistent with public safety as needed to continue business. No additional costs or liquidated damage may be collected from the Contractor if delay or failure is outside of its control, such as delays incurred by severe weather.

c. It is understood and agreed that in the event of failure on the part of the bidder to indicate date of delivery and/or completion, delivery will be made within three to five (3-5) days from date of notification. Orders over 500 tons will begin within three to five (3-5) days from date of notification and continue at a rate mutually agreed upon between buyer and Mid-Atlantic Salt. Should the successful bidder fail to make delivery or complete contract, resulting in written notification of failure, the City/County reserves the right to make the purchase on such orders at the open market and charge any excess over contract price to the account of the successful bidder, who shall pay the same.

Sincerely,

A handwritten signature in cursive script that reads "Suzanne J. Stein".

Suzanne J. Stein  
Vice President  
Mid-Atlantic Salt, LLC