

**PROPOSAL**

TO: THE BOARD OF MAHONING COUNTY COMMISSIONERS  
MAHONING COUNTY ADMINISTRATION BUILDING  
21 WEST BOARDMAN STREET  
YOUNGSTOWN, OHIO 44503

The undersigned hereby proposes to furnish to Mahoning County, the City of Youngstown and Boardman Township the items listed below. All bids quoted herein are complete and in accordance with the specifications. Any deviations from the specifications are specifically noted herein.

<u>QUANTITY</u>	<u>ITEM DESCRIPTION</u>	<u>UNIT PRICE PER TON (PICKUP)</u>	<u>UNIT PRICE PER TON (DUMPED)</u>	<u>UNIT PRICE PER TON (CONVEYED)</u>
6,100 Tons (Minimum)	Sodium Chloride (Rock Salt)	<u>\$85.00/ TON</u>	<u>\$85.91/ TON</u>	<u>\$101.85/ TON</u>

Delivery of material is to be delivered to the following locations:  
Mahoning County - District 1: 940 Bears Den Road, Youngstown, OH 44511  
Mahoning County - District 2: 11795 Market Street, North Lima, OH 44452  
Mahoning County - District 4: 18065 Middletown Road, Sebring OH 44503  
City of Youngstown - 1475 Teamster Drive, Youngstown, OH 44510  
Boardman Township - 8299 Market Street, Boardman, OH 44512

This is a unit price bid. Contract will be awarded based on the price per unit not on total amount of units.

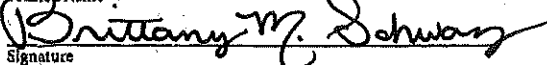
Price Protection: Prices will remain firm until March 31, 2021.

**CERTIFICATION OF BID:**

To the Mahoning County Commissioners: The undersigned, having full knowledge of the specifications for the purchase and delivery of Sodium Chloride (Rock Salt), hereby agrees to provide material according to the specifications for the above listed bid price(s).

Cargill, Inc. - Salt, Road Safety  
Company Name

Brittany M. Schwarz  
Printed Name

  
Signature

April 6th, 2020  
Date

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6,100 Tons (Minimum)	Sodium Chloride (Rock Salt)	<u>\$88.24</u>	<u>\$90.24</u>	*See attached for pricing and terms for Conveyed Salt


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Detroit Salt Company, LLC  
\_\_\_\_\_  
Company Name  
Richelle Labut, Business Operations Manager  
\_\_\_\_\_  
Printed Name  
  
\_\_\_\_\_  
Signature  
04/06/2020  
\_\_\_\_\_  
Date



DETROIT  
SALT COMPANY


### TERMS FOR CONVEYED ROCK SALT ONLY

Mahoning County Commissioners,

Due to the need for additional equipment and additional delivery time, the Detroit Salt Company, L.C., is presenting alternate terms for conveyed orders of rock salt to locations in Mahoning County as listed in the bid documents dated April 2020.

Conveyed Salt orders will be provided for the locations listed on the bid proposal for Mahoning County Commissioners with the following criteria:

- Conveyed Unit price per ton: \$ 98.35
- Conveyed orders will be placed at a minimum of 1000 tons per order and location. Purchaser must verify their shed limitations and capacity before ordering.
- Conveyed orders will only be placed and delivered between May 1, 2020 and October 31, 2020.
- Delivery for conveyed rock salt orders will be within 5-10 working days. Detroit Salt will take all reasonable actions to ensure that the conveyed rock salt orders are delivered within the delivery window, however due to the availability of the additional equipment needed, an extension may be required. Therefore, liquidated damages shall not apply to conveyed rock salt orders.



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Richelle Labut  
Business Operations Manager