

**Subject:** RE: ODOT Summer Salt Contract (418-16) Participation Form  
**From:** DOT Contracts Purchasing <contracts.purchasing@dot.state.oh.us>  
**Date:** 3/10/2015 3:00 PM  
**To:** DOT Contracts Purchasing <contracts.purchasing@dot.state.oh.us>  
**CC:** "Schurch, Jim" <Jim.Schurch@dot.state.oh.us>

All,

By popular request I have attached a sample resolution/ordinance that you can use and feel free to customize to have your boards, trustees, councils, mayor, etc. sign and approve.

Also, I have also attached two real examples that were completed and submitted for last year's salt contracts. These are both good examples of what we are looking for you to submit. They clearly show that the Political Subdivision is authorized to participate and they have been signed by people of authority able to contract on behalf of their Political Subdivision. You'll notice they are not all the same wording and they do not have to be.

Since we are requiring everyone to fill out their requests online this year, by attaching your signed resolution/ordinance to the form it shall serve as your binding, electronic signature for the participation form. Therefore, we will **NOT** accept electronic forms that do not have a signed and completed resolution/ordinance attached to them. **NO EXCEPTIONS.**

Just to reiterate a point in my email below, you will not be required to complete a separate resolution/ordinances for each individual salt contract. If you are participating in the summer contract, when we ask for your winter quantities in late April/early May you can simply attach the same approved resolution/ordinance again when completing the Winter participation form.

Hope this clears some things up. If not, please shoot me an email and I'll answer any questions you may have.

Thank you,  
Austin Price

**From:** DOT Contracts Purchasing  
**Sent:** Tuesday, March 10, 2015 9:11 AM  
**To:** DOT Contracts Purchasing  
**Cc:** Schurch, Jim  
**Subject:** ODOT Summer Salt Contract (418-16) Participation Form

Dear Political Subdivisions,

You are receiving this email as notification that the Participation Form for the **ODOT SUMMER SALT CONTRACT (418-16)** has now been published. Again, this notification is for participation in the Summer salt contract only. The Winter Use Contract (018-16) Participation Form will not be sent out until the end of April/beginning of May. As always your participation on either of these contracts is completely optional.

In addition to the information shared below in this email, you are also invited to attend a conference call by dialing **(855) 215-2033 on Wednesday, March 11<sup>th</sup> at 2:00PM.** During this call we will reiterate this communication and answer any questions you may have after reading through it.

ODOT has developed a new website (link highlighted below) where Political Subdivisions can submit their salt request forms AND approved Resolutions/Ordinances electronically. This year we will only be accepting requests through this website and you are required to attach your approved resolution/ordinance with your submission. If you do not attach your approved Resolution/Ordinance we will **NOT** accept your salt request. Your resolution/ordinance shall serve as your Political Subdivision's digital signature for the participation form and legal approval to participate. Therefore, we will make no exceptions to this requirement. Your completed Participation Form AND Resolution/Ordinance must be submitted by no later than **Friday, April 3<sup>rd</sup>**. We fully understand that everyone's boards, councils, trustees, etc. meet at different times, however we will not be able to make any exceptions to this date requirement. We apologize if this causes any inconvenience.

Please note: You will be able to use the same approved Resolution/Ordinance as your Political Subdivision's approval to participate in BOTH the Summer (418-16) and Winter (018-16) salt contracts. We do not need a separate resolution/ordinances passed for each individual contract.

**Here are a couple of notes about this year's Summer salt contract:**

- a. The summer salt contract will go out for bid on April 6<sup>th</sup> and bids will open around May 5<sup>th</sup>. We will share the bid results shortly thereafter.
- b. You will be required to purchase 100% of your requested tonnage. You will not be given an opportunity to remove or reduce your requested tonnage from the contract after the bid has been issued on April 6<sup>th</sup>.
- c. The contract will be effective from approx. mid-May through November 30, 2015.
- d. You must have all salt orders placed with your awarded salt supplier by no later than August 15<sup>th</sup>. If you do not place your order by August 15<sup>th</sup> your salt supplier will not be obligated to supply you with any salt.
- e. Your awarded salt supplier will have the entire contract period to deliver your requested tonnage, however, it will be a requirement that they have at least 50% of your ordered tonnage delivered by October 15<sup>th</sup>.

**To submit your Summer Participation Form AND Resolution/Ordinance follow the link below:**

<http://www.dot.state.oh.us/Divisions/ContractAdmin/Contracts/Pages/Salt-Summer.aspx>

**To verify that your Summer Participation Form AND Resolution/Ordinance was submitted follow the link below:**

(NOTE: Your submitted form will NOT immediately appear on this document. Please check back the following day to see if your form submitted properly and that all information is correct)

<http://www.dot.state.oh.us/Divisions/ContractAdmin/Contracts/Purchase/salt-summer.doc>

**If you need to make changes to your already submitted Participation Form:**

To make any changes to an already submitted form, you can simply re-submit the entire form (including resolution/ordinance attachment) and it will automatically overwrite all of the information you had previously submitted. Therefore, you must fill out the form in its entirety in order for your changes to be made. Please check back the next day to ensure that your changes were made and that all changes are correct.

Please feel free to contact either myself or Jim Schurch (copied) with any questions.

Thank you,  
Austin Price  
Lead Procurement Coordinator  
Ohio Department of Transportation

Attachments:

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|--|---------|
| Sample ResolutionOrdinance for Road Salt.doc | 24.5 KB |
| Example Signed Resolution.pdf                | 329 KB  |
| Example 2 Completed Resolution.pdf           | 447 KB  |



| Bidder Name: <b>Compass Minerals</b> |                                  |   | <b>Morton Salt, Inc.</b>         |   |                                  | <b>Midwest Salt, LLC</b>  |                                  |   | <b>The Detroit Salt Company</b>  |   |                                  | <b>Cargill, Inc.</b>  |                                  |   | <b>American Rock Salt</b>        |   |  |
|--------------------------------------|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|--|
| <b>DISTRICT 5</b>                    |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| County                               | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location |  |
| Coshocton                            | \$ 78.34                         | \$ 83.04  |                                  |   | \$ 94.58                         | \$ 100.25   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| Fairfield                            | \$ 81.29                         | \$ 86.17  |                                  |   | \$ 87.97                         | \$ 93.25  |                                  |   |                                  |   |                                  |   |                                  |   | \$ 76.70                         |   |  |
| Guernsey                             | \$ 83.23                         | \$ 88.22  |                                  |   | \$ 86.85                         | \$ 92.06  |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| Knox                                 | \$ 74.70                         | \$ 79.18  |                                  |   | \$ 93.00                         | \$ 98.58  |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| Licking                              | \$ 79.29                         | \$ 84.05  |                                  |   | \$ 95.30                         | \$ 101.02   |                                  |   |                                  |   |                                  |   |                                  |   | \$ 76.39                         |   |  |
| Muskingum                            | \$ 81.16                         | \$ 86.03  |                                  |   | \$ 88.58                         | \$ 93.89  |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| Perry                                | \$ 83.54                         | \$ 88.55  |                                  |   | \$ 88.58                         | \$ 93.89  |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| <b>DISTRICT 6</b>                    |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| County                               | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location |  |
| Delaware                             | \$ 75.59                         | \$ 80.13  |                                  |   | \$ 93.00                         | \$ 98.58  |                                  |   |                                  |   |                                  |   |                                  |   | \$ 74.91                         |   |  |
| Fayette                              | \$ 72.00                         | \$ 76.32  |                                  |   | \$ 85.22                         | \$ 90.33  |                                  |   |                                  |   |                                  |   | \$ 79.63                         | \$ 84.41  |                                  |   |  |
| Franklin                             | \$ 79.24                         | \$ 83.99  |                                  |   | \$ 90.08                         | \$ 95.48  |                                  |   |                                  |   |                                  |   |                                  |   | \$ 73.65                         |   |  |
| Madison                              | \$ 81.05                         | \$ 85.91  |                                  |   | \$ 91.51                         | \$ 97.00  |                                  |   |                                  |   |                                  |   | \$ 77.96                         | \$ 82.64  | \$ 75.29                         |   |  |
| Marion                               | \$ 72.51                         | \$ 76.86  |                                  |   | \$ 94.95                         | \$ 100.65   |                                  |   | \$ 68.70                         |   |                                  |   |                                  |   |                                  |   |  |
| Morrow                               | \$ 73.21                         | \$ 77.60  |                                  |   | \$ 95.61                         | \$ 101.35   |                                  |   | \$ 69.89                         |   |                                  |   |                                  |   |                                  |   |  |
| Pickaway                             | \$ 72.51                         | \$ 76.86  |                                  |   | \$ 84.08                         | \$ 89.12  |                                  |   |                                  |   |                                  |   |                                  |   | \$ 76.10                         |   |  |
| Union                                | \$ 75.78                         | \$ 80.33  |                                  |   | \$ 94.28                         | \$ 99.94  |                                  |   |                                  |   |                                  |   |                                  |   | \$ 77.77                         |   |  |
| <b>DISTRICT 7</b>                    |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |                                  |   |  |
| County                               | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location | Unit Price Per Net Ton Delivered | Adjusted Bid Price for Non-Border State/Non-America Mine Location |  |
| Auglaize                             | \$ 76.37                         | \$ 80.95  |                                  |   |                                  |   |                                  |   | \$ 72.44                         |   |                                  |   | \$ -                             |   |                                  |   |  |
| Champaign                            | \$ 76.38                         | \$ 80.96  |                                  |   |                                  |   |                                  |   | \$ 70.15                         |   |                                  |   | \$ -                             |   |                                  |   |  |
| Clark                                | \$ 78.48                         | \$ 83.19  |                                  |   |                                  |   |                                  |   | \$ 71.77                         |   |                                  |   | \$ 80.36                         | \$ 85.18  |                                  |   |  |
| Darke                                | \$ 80.12                         | \$ 84.93  |                                  |   |                                  |   |                                  |   | \$ 75.46                         |   |                                  |   | \$ 85.92                         | \$ 91.08  |                                  |   |  |
| Logan                                | \$ 72.17                         | \$ 76.50  |                                  |   |                                  |   |                                  |   | \$ 67.08                         |   |                                  |   | \$ -                             |   |                                  |   |  |
| Mercer                               | \$ 80.44                         | \$ 85.27  |                                  |   |                                  |   |                                  |   | \$ 74.58                         |   |                                  |   | \$ -                             |   |                                  |   |  |
| Miami                                | \$ 78.04                         | \$ 82.72  |                                  |   |                                  |   |                                  |   | \$ 72.98                         |   |                                  |   | \$ 84.49                         | \$ 89.56  |                                  |   |  |
| Montgomery                           | \$ 72.00                         | \$ 76.32  | \$ 86.82                         | \$ 91.16  |                                  |   |                                  |   |                                  |   |                                  |   | \$ -                             |   |                                  |   |  |
| Shelby                               | \$ 75.40                         | \$ 79.92  |                                  |   |                                  |   |                                  |   | \$ 72.68                         |   |                                  |   | \$ -                             |   |                                  |   |  |



