



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
667C0003

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
JOHN JOHNSTON
304-558-2402

VENDOR

*804140643 978-251-8553
 EASTERN SALT COMPANY INC
 15 TYNGSBORO ROAD
 NORTH CHELMSFORD MA 01863

SHIP TO

DIVISION OF HIGHWAYS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
07/13/2006				

BID OPENING DATE: **08/02/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	TN		775-45		
<p>SODIUM CHLORIDE</p> <p>VENDOR SHOULD TYPE PRICES</p> <p>OPEN END CONTRACT</p> <p>FURNISH ALL LABOR, MATERIALS AND EQUIPMENT TO SUPPLY SODIUM CHLORIDE TO THE WEST VIRGINIA DIVISION OF HIGHWAYS AT THE LOCATIONS AND IN THE ESTIMATED QUANTITIES SET OUT IN THE ATTACHED BID SCHEDULES.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR,</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Meghan L. Mahoney	TELEPHONE 978-251-8553	DATE July 28, 2006
TITLE Vice President	FEIN 04-3195218	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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<p>SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p>						

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<p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A LOCAL BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY FOR ORDERS THAT ARE LESS THAN \$2,500 AS A CONDITION OF AWARD.</p> <p style="text-align: center;">VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p>						

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<p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID; OR</p> <p>() BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM</p>						

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<p>OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p>						

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<p>Eastern Salt Company, Inc.</p> <p>BIDDER: -----</p> <p>DATE: July 28, 2006 -----</p> <p>SIGNED:  -----</p> <p>TITLE: Meghan L. Mahoney, Vice President -----</p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: JJ-33</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
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1. SPECIFICATIONS

The following sections of the West Virginia Department of Transportation, Division of Highways Standard Specifications Roads and Bridges, adopted 2000 as modified by the current Supplemental Specifications shall apply to the administration of this contract: Sections 101, 102.4, 102.5, 105.1, 105.3, 105.4, 105.10, 105.11, 105.12, 105.13, 106.3, 106.4, 106.5, 106.6, 106.7, 106.9, 107.1, 107.2, 107.3, 107.14, 107.19, 107.20, 108.8, 109.1, 109.2 and 109.20.

The requirements of the West Virginia Department of Transportation, Division of Highways, Standard Specifications Section 109.20, PRICE ADJUSTMENT FOR LOAD LIMIT VIOLATIONS shall apply to all material supplied under this contract. This will include material loaded by the vendor into Division of Highways owned and/or rented trucks.

The terms "Contractor" and "Vendor" used in the above specifications of this contract are interchangeable. Contractor shall mean Vendor and Vendor shall mean Contractor.

West Virginia Department of Transportation, Division of Highways' Standard Specifications Roads and Bridges, adopted 2000 as modified by the current Supplemental Specifications may be obtained from:

West Virginia Division of Highways
Contract Administration Division
Building 5, Room A-729
1900 Kanawha Blvd., East
Charleston, West Virginia 25305

Sodium Chloride shall conform to the requirements of ASTM D632-83 and Type I, Grade 1 and shall be delivered in bulk.

2. ACCEPTANCE AND DELIVERY GUARANTEE

The Division of Highways guarantees acceptance of seventy (70) percent of the total estimated quantity awarded to an individual vendor. However, conditions may dictate adjustment of the actual quantities delivered to specified sites.

The Vendor shall guarantee delivery, as requested by the Division of Highways, of one hundred and twenty-five (125) percent of the total estimated award quantity stated in this contract. All guaranteed deliveries shall be completed prior to March 15, 2006.

Bidder agrees, by execution of this bid, that the guaranteed accepted quantity (seventy percent of total estimated needs) shall be delivered to Division of Highways storage sites or in a Department of Environmental Protection approved stockpile(s) by December 15, 2006.

3. BIDDING INSTRUCTIONS

The purpose of this contract is to provide for the delivery of Sodium Chloride to the various locations listed in the bidding schedule. Actual quantities to be delivered to each location will be specified in a State Contract Purchase Order (SCO), which will be issued by the Department of Highways at the time delivery is required.

Any qualification of bids or any modification of the specifications or conditions governing the bids may be cause for their rejection.

4. CONTRACT AWARD

All qualified Vendors who submit a valid bid for "FOB Vendor's Storage Site" will be awarded a contract for this item (see section 11).

Qualified Vendors who submit a valid bid for "FOB Division's Storage Site" will be awarded a contract for those locations for which their bid is low.

In the event a Vendor fails to conform to the requirements set out in this contract document, the State Contract Purchase Order or the governing specifications, the Purchase Order Contract may be canceled and re-awarded to the next low bidder.

All qualified Vendors who submit a valid bid for "FOB Vendor's Storage Site" will be awarded a contract for this item (see section 11).

5. DELIVERY

A State Contract Purchase Order (SCO) for delivery to individual Division of Highways Storage Sites will be issued to the Vendor awarded a contract for that specific location (see Bid Schedule).

From December 1, 2006 through March 31, 2007 delivery shall be made within seven (7) calendar days after vendor is notified by the Division of Highways.

In the event the Vendor to which the SCO is issued is unable to comply with the specified delivery schedule the Division may, at it's option, cancel all or part of the SCO and obtain the required quantity of Sodium Chloride from the most economical available source.

6. SAMPLING AND TESTING

Upon award of contract, the Vendor shall provide the Division with the proposed source of supply. Acceptance shall be based on suppliers' certification of quality and gradation. This information shall be directed to:

West Virginia Division of Highways
Materials Division
190 Dry Branch Road
Charleston, West Virginia 25306
Phone Number 304-558-3175

The Division may conduct sampling and testing to verify material quality or gradation.

7. WEIGHING MATERIALS DELIVERED BY TRUCK

Material delivered by truck shall be weighed in accordance with Section 308.5 of the West Virginia Department of Transportation, Division of Highways Standard Specifications Roads and Bridges, Adopted 2000 as modified by the current Supplemental Specifications.

8. SUPPLYING OTHER ORGANIZATIONAL ENTITIES

In accordance with Chapter 5A, Article 3, Section 9 of the Code of West Virginia the commodities or services contracted for herein shall be available to all local governmental bodies in accordance with the same prices, terms and conditions afforded to the State of West Virginia.

In the event any Vendor does not wish to extend the above prices, terms and conditions of his bid and subsequent contract to all political sub-divisions of the State, he must so indicate in a clear and unambiguous manner in his bid. This indication does not prejudice the award of the contract. If a Vendor does not indicate his refusal to extend the prices, terms and conditions of his bid to other entities of the State he is bound to extend them upon issuance of a purchase order by these entities.

Other organizational entities using this provision of the contract shall do so without any involvement of the Division of Highways. That is, the entity shall make its own purchase arrangements with the Vendor and shall make its own arrangements for payment.

9. VENDOR'S INVOICES

Vendor's invoices must be submitted in original and one copy and contain the following:

- a) All Weight Ticket numbers for material delivered during the invoicing period.
- b) Division of Highways State Contract Purchase Order (SCO) Number, and this Contract Number.
- c) Total quantity and unit price with the total cost of each type of material furnished.

NOTE: Under no circumstance will the West Virginia Division of Highways accept, or pay for, quantities of materials in excess of the quantity stated on the State Contract Purchase Order (SCO).

NOTE: Vendor should type prices

10. BID SCHEDULE

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE
(DOH CLASSIFICATION 011-010-000001)

DISTRICT 1

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Boone	Clinton (WV 85)	1600	<u>NO BID</u>
Boone	Rock Creek	2170	<u>NO BID</u>
Boone	Seth	1350	<u>NO BID</u>
Clay	Cr 11 Widen Road	1700	<u>NO BID</u>
Clay	Maysel	800	<u>NO BID</u>
Kanawha	Chelyan	1750	<u>NO BID</u>
Kanawha	Elkview	2100	<u>NO BID</u>
Kanawha	North Charleston	1650	<u>NO BID</u>
Kanawha	St. Albans	1750	<u>NO BID</u>
Mason	Point Pleasant	2800	<u>NO BID</u>
Putnam	Red House	1100	<u>NO BID</u>
Putnam	Hurricane (Rt. 34)	850	<u>NO BID</u>
I-64 Section 2	Scary	1150	<u>NO BID</u>
I-64 Section 3	Rt. 119 & Penn Ave.	1850	<u>NO BID</u>
I-77 Section 3	Sissonville	1450	<u>NO BID</u>
I-79 Section 6	Amma	1250	<u>NO BID</u>
Corr. G.	Alum Creek	1350	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 2

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Cabell	Barboursville	2500	<u>NO BID</u>
Lincoln	West Hamlin	900	<u>NO BID</u>
Lincoln	Yawkey	800	<u>NO BID</u>
Lincoln	Harts	800	<u>NO BID</u>
Logan Substation	Chapmanville	800	<u>NO BID</u>
Corridor G Hdq.	Chapmanville	1000	<u>NO BID</u>
Logan	Wilkinson HQ	1300	<u>NO BID</u>
Logan	Man	1000	<u>NO BID</u>
Mingo & Corr. G.	Miller's Creek	2200	<u>NO BID</u>
Mingo	Gilbert	800	<u>NO BID</u>
Wayne	Pritchard	800	<u>NO BID</u>
Wayne	Wayne HQ	1200	<u>NO BID</u>
Wayne	Crum	600	<u>NO BID</u>
I-64	Huntington	1400	<u>NO BID</u>

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10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 3

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Calhoun	Millstone	1000	<u>NO BID</u>
Jackson	Ripley	1500	<u>NO BID</u>
Pleasants	Belmont	700	<u>NO BID</u>
Ritchie	Ellenboro	1500	<u>NO BID</u>
Roane Wv 36	Lefthand	200	<u>NO BID</u>
Roane US119	Lefthand (Amber Hill)	100	<u>NO BID</u>
Roane	Spencer	1000	<u>NO BID</u>
Wirt	Elizabeth	1000	<u>NO BID</u>
Wood	Parkersburg (Rt. 95S)	1500	<u>NO BID</u>
Corridor D	Nutter Farm	500	<u>NO BID</u>
Corridor D	Greenwood	700	<u>NO BID</u>
I-77	Parkersburg	1500	<u>NO BID</u>
I-77 Section 2	Medina	700	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE
(DOH CLASSIFICATION 011-010-000001)
DISTRICT 4

COUNTY	DELIVERY SITE	ESIMATED NEEDS (TONS)	BID PRICE (PER TON)
Doddridge	Smithburg	1500	<u>NO BID</u>
Harrison	Gore	4000	<u>NO BID</u>
Harrison	Saltwell	1500	<u>NO BID</u>
Marion	Fairmont	1500	<u>NO BID</u>
Marion	Mannington	1000	<u>NO BID</u>
Monongalia	Sabraton	3500	<u>NO BID</u>
Monongalia	Pentress	1500	<u>NO BID</u>
Preston	Albright	2500	<u>NO BID</u>
Preston	Bruceton	1500	<u>NO BID</u>
Preston	Terra Alta	1000	<u>NO BID</u>
Preston	Fellowsville	1100	<u>NO BID</u>
Preston	Aurora	1500	<u>NO BID</u>
Taylor	Fetterman/Prunytown	2500	<u>NO BID</u>
APD 50	Tunnel Hill	2500	<u>NO BID</u>
I-68	Cooper's Rock	4000	<u>NO BID</u>
I-79	Goshen Road	2500	<u>NO BID</u>
I-79	Lost Creek	2500	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 5

COUNTY	DELIVERY SITES	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Berkeley & I-81	Martinsburg	3000	<u>53.80</u>
Grant	Petersburg	1000	<u>69.90</u>
Grant	Mt. Storm	2000	<u>69.90</u>
Hampshire	Romney	700	<u>62.30</u>
Hampshire	Capon Bridge	400	<u>60.10</u>
Hampshire	Slanesville	300	<u>62.30</u>
Hardy	Moorefield	900	<u>69.60</u>
Hardy	Baker	1300	<u>61.50</u>
Jefferson	Charles Town	1000	<u>53.50</u>
Mineral	New Creek	800	<u>68.80</u>
Mineral	Sky Line	800	<u>68.80</u>
Mineral	Short Gap	300	<u>68.80</u>
Morgan	Berkeley Springs	900	<u>54.40</u>
Morgan	Largent	350	<u>57.80</u>

10. BID SCHEDULE (continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 6

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Brooke	Wellsburg	2500	<u>NO BID</u>
Brooke	Weirton	2000	<u>NO BID</u>
Hancock	New Manchester	2000	<u>NO BID</u>
Marshall	Glen Dale	3500	<u>NO BID</u>
Marshall	Cameron Sub.	1500	<u>NO BID</u>
Ohio	Triadelphia	2500	<u>NO BID</u>
Tyler	Sistersville	1000	<u>NO BID</u>
Tyler	Centerville Sub.	1000	<u>NO BID</u>
Wetzel	New Martinsville	1900	<u>NO BID</u>
Wetzel	Pine Grove Sub.	1000	<u>NO BID</u>
Wetzel	Hundred Sub.	1200	<u>NO BID</u>
I-70	Woodland (Triadelphia)	2700	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)
DISTRICT 7

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Barbour	Phillipi	2500	<u>NO BID</u>
Barbour	Belington	1500	<u>NO BID</u>
Braxton	Gassaway	1000	<u>NO BID</u>
Braxton	Heaters	800	<u>NO BID</u>
Gilmer	Glenville	1200	<u>NO BID</u>
Lewis	Weston (Ben Dale)	1800	<u>NO BID</u>
Upshur	Buckhannon (Clow Lot)	2300	<u>NO BID</u>
Upshur	Tennerton	800	<u>NO BID</u>
Upshur	APD-Buckhannon-Mudlick	800	<u>NO BID</u>
Upshur	Kanawha Head	800	<u>NO BID</u>
Webster	Cherry Falls	1000	<u>NO BID</u>
Webster	Cowen	800	<u>NO BID</u>
Webster	Hacker Valley	300	<u>NO BID</u>
I-79 Section 5	Coon Knob	1400	<u>NO BID</u>
I-79 Section 4	Burnsville	1200	<u>NO BID</u>
I-79 Corridor H	Disforces-Weston-Mudlick	1200	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE
(DOH CLASSIFICATION 011-010-000001)
DISTRICT 8

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (Per Ton)
Pendleton	Franklin	1000	<u>NO BID</u>
Pendleton	Judy Gap	500	<u>NO BID</u>
Pendleton	Brandywine	300	<u>NO BID</u>
Pendleton	Onego	250	<u>NO BID</u>
Pocahontas	Marlinton	800	<u>NO BID</u>
Pocahontas	Seebert	700	<u>NO BID</u>
Pocahontas	Green Bank	600	<u>NO BID</u>
Pocahontas	Bartow (Thornwood)	500	<u>NO BID</u>
Pocahontas	Slaty Fork	800	<u>NO BID</u>
Randolph	Elkins	3500	<u>NO BID</u>
Randolph	Harmon	1200	<u>NO BID</u>
Randolph	Coalton	2000	<u>NO BID</u>
Randolph	Valley Head	500	<u>NO BID</u>
Randolph	Mill Creek	1500	<u>NO BID</u>
Randolph	Pickens	350	<u>NO BID</u>
Tucker	Parsons	1500	<u>NO BID</u>
Tucker	Thomas	2000	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 9

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Fayette	Oak Hill	2000	<u>NO BID</u>
Fayette	Corridor L Oak Hill	1000	<u>NO BID</u>
Fayette	Lookout	2000	<u>NO BID</u>
Fayette	Glen Ferris	900	<u>NO BID</u>
Greenbrier	Lewisburg	1200	<u>NO BID</u>
Greenbrier	Crawley	2000	<u>NO BID</u>
Monroe	Union	800	<u>NO BID</u>
Monroe	Peterstown	400	<u>NO BID</u>
Nicholas	Summersville	2000	<u>NO BID</u>
Nicholas	Curtin	1200	<u>NO BID</u>
Summers	Summers Co. HQ	2000	<u>NO BID</u>
I-64	Harts Run	1200	<u>NO BID</u>
APD 19	Muddlety	1800	<u>NO BID</u>

10. BID SCHEDULE (Continued)

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE

(DOH CLASSIFICATION 011-010-000001)

DISTRICT 10

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
McDowell	Havaco	1600	<u>NO BID</u>
McDowell	Yukon	400	<u>NO BID</u>
McDowell	Johnnycake Mt.	600	<u>NO BID</u>
McDowell	Raysel	200	<u>NO BID</u>
Mercer	Mercer Co. HQ	3800	<u>NO BID</u>
Mercer	Flat Top	1200	<u>NO BID</u>
Raleigh	Raleigh Co. HQ	3600	<u>NO BID</u>
Raleigh	Bolt	1500	<u>NO BID</u>
Wyoming	Pineville	3000	<u>NO BID</u>
Wyoming	Still Run	2500	<u>NO BID</u>
Wyoming	Hanover	600	<u>NO BID</u>
I-77	Princeton	2200	<u>NO BID</u>
I-64	Bragg	2800	<u>NO BID</u>



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 667C0003

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 JOHN JOHNSTON
 304-558-2402

VENDOR

*804140643 978-251-8553
 EASTERN SALT COMPANY INC
 15 TYNGSBORO ROAD
 NORTH CHELMSFORD MA 01863

SHIP TO

DIVISION OF HIGHWAYS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
07/26/2006				

BID OPENING DATE: 08/09/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				REVISED BID SCHEDULE FOR DISTRICT #1 ATTACHED. (CHANGES TO ESTIMATED QUANTITIES).		
				BID OPENING DATE AND TIME CHANGED		
				FROM: 08-02-06 AT 1:30 P.M.		
				TO: 08-09-06 AT 1:30 P.M.		
				NO OTHER CHANGES.		
0001	1	TN		775-45		
				SODIUM CHLORIDE		
***** THIS IS THE END OF RFQ 667C0003 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Meghan L. Mahoney	TELEPHONE 978-251-8553	DATE July 31, 2006
TITLE Vice President	FEIN 04-3195218	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

10. BID SCHEDULE

Delivery: F.O.B. Division's Storage Site

SODIUM CHLORIDE
(DOH CLASSIFICATION 011-010-000001)

DISTRICT 1

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Boone	Clinton (WV 85)	960	<u>NO BID</u>
Boone	Rock Creek	1300	<u>NO BID</u>
Boone	Seth	610	<u>NO BID</u>
Clay	Cr 11 Widen Road	1020	<u>NO BID</u>
Clay	Maysel	480	<u>NO BID</u>
Kanawha	Chelyan	1050	<u>NO BID</u>
Kanawha	Elkview	1260	<u>NO BID</u>
Kanawha	North Charleston	1650	<u>NO BID</u>
Kanawha	St. Albans	1050	<u>NO BID</u>
Mason	Point Pleasant	1680	<u>NO BID</u>
Putnam	Red House	660	<u>NO BID</u>
Putnam	Hurricane (Rt. 34)	510	<u>NO BID</u>
I-64 Section 2	Scary	690	<u>NO BID</u>
I-64 Section 3	Rt. 119 & Penn Ave.	1110	<u>NO BID</u>
I-77 Section 3	Sissonville	870	<u>NO BID</u>
I-79 Section 6	Anna	750	<u>NO BID</u>
Corr. G.	Alum Creek	810	<u>NO BID</u>

AFFIDAVIT

West Virginia Code §5A-3-10a states:

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING:

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

CONFIDENTIALITY:

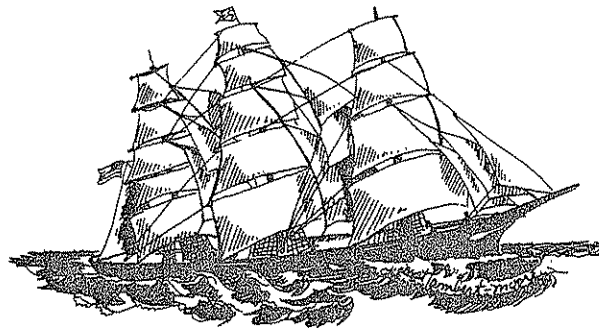
The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Eastern Salt Company, Inc.

Authorized Signature:  Meghan L. Mahoney, Vice President Date: July 28, 2006

OFFICE:
15 Tyngsboro Road
North Chelmsford, MA 01863
Phone: 978 ▪ 251-8553
Fax: 978 ▪ 251-8244

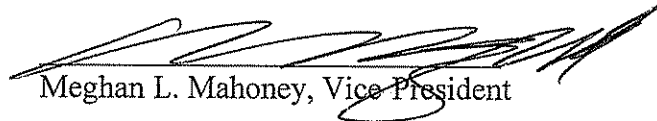


PLANT:
37 Marginal Street
Chelsea, MA 02150
Phone: 617 ▪ 884-5201
800 ▪ 799-7258

Eastern Salt Company, Inc.

CERTIFICATION OF GOOD FAITH

The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

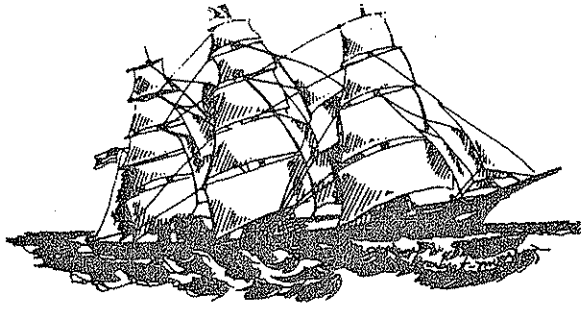


Meghan L. Mahoney, Vice President

Eastern Salt Company, Inc.

OFFICE:

15 Tyngsboro Road
North Chelmsford, MA 01863
Phone: 978 ▪ 251-8553
Fax: 978 ▪ 251-8244



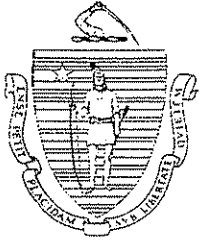
PLANT:

37 Marginal Street
Chelsea, MA 02150
Phone: 617 ▪ 884-5201
800 ▪ 799-7258

Eastern Salt Company, Inc.

Eastern Salt Company, Inc. is pleased to announce we have been certified as a Woman Owned Business Enterprise (WBE) in the Commonwealth of Massachusetts. Attached you will find the certification notice.

Eastern Salt looks forward to providing you with quality service in the upcoming winter season. If you should have any questions please do not hesitate to contact our office.



COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF BUSINESS AND TECHNOLOGY
STATE OFFICE OF MINORITY AND WOMEN BUSINESS ASSISTANCE

Massachusetts Transportation Building
Ten Park Plaza, Suite 3740, Boston, MA 02116

Internet: <http://www.somwba.state.ma.us>

E-Mail: webmaster@somwba.state.ma.us

TELEPHONE:
(617) 973-8692

FACSIMILE:
(617) 973-8637

MITT ROMNEY
GOVERNOR

KERRY HEALEY
LIEUTENANT GOVERNOR

ROBERT L. FORTES
EXECUTIVE DIRECTOR

May 16, 2005

Ms. Shelagh Mahoney
EASTERN SALT COMPANY INC
15 Tyngsboro Road
North Chelmsford, MA 01863

Dear Ms. Mahoney:

The State Office of Minority and Women Business Assistance (SOMWBA) is in receipt of your certification renewal information (application). This consists of your request to renew the certification of **EASTERN SALT COMPANY INC** and the required certification renewal information and documentation. Accordingly, SOMWBA has updated your file with this information and documentation. No substantive review of your company was done at this time.

Based on your certification renewal information (application), the certification of **EASTERN SALT COMPANY INC** as a woman business enterprise (WBE) with the business description of **SUPPLIER OF ROAD SALT USED FOR DE-ICING ROADWAYS DURING WINTER SEASON** has been renewed effective **May 13, 2005**. The company will remain listed in the SOMWBA Directory of certified businesses and The Central Register, which is published by the Office of the Secretary of State unless its certification is revoked. Unless revoked, this certification will last for a period of two years and will automatically expire as of **June 12, 2007**, unless by that date, the certification of the company is renewed again or the company is recertified.

To renew the company's certification at that time, you will need to submit the following information to SOMWBA no later than 30 business days prior to **June 12, 2007**.

- 1) All company financial statements since the date of the company's then most recent SOMWBA certification;
- 2) A **signed** copy of all U.S. Tax Returns and Schedules since the date of the company's then most recent SOMWBA renewal;
- 3) Corporations must submit all Annual Reports/Letters of Good Standing filed with the Secretary of (YOUR) State since the date of the company's then most recent renewal; and

PLEASE NOTE THAT ITEMS 4-6 CAN BE COMBINED ON ONE NOTARIZED STATEMENT

- 4) **A notarized statement that indicates:**

"I certify under the pains and penalties of perjury that no significant changes affecting eligibility as a certified Minority/Minority-Women/Woman/ Portuguese business enterprise have occurred since the date of the company's then most recent date of SOMWBA certification as defined in State regulations 425 CMR 2.00 State Office of Minority and Women Business Assistance."

- 5) **A notarized statement that indicates either "A or B" as referenced below.**

A. "I certify under the pains and penalties of perjury that **(Insert your Company Name)** has not received any contract(s) as a result of having been SOMWBA certified."

B. "I certify under the pains and penalties of perjury that: **(Insert your Company Name)** has received a contract(s) as a result of having been SOMWBA certified." List all contract names, contract amounts and the names of the agencies with which you have contracted from the date of your last SOMWBA renewal."

6) **A notarized statement that indicates:**

A. "I certify under the pains and penalties of perjury that **(Insert your Company Name)** has **(number)** of employees for each year end given; include owner(s)."

Furthermore, you have a continuing duty to notify SOMWBA of a change in any information that is relevant to the firm's certification eligibility and to ensure that the information and documentation relied upon by SOMWBA to certify or to maintain the certification of the business enterprise is accurate, complete and not misleading. You are required to notify SOMWBA in writing of any change of such information or documentation within thirty calendar days. By way of example and not limitation, any change in ownership, control, investment, ongoing or independence may be considered material. Failure to abide by the continuing duty requirements shall constitute grounds for the business entity's decertification.

Additionally, every six years, certified companies that wish to remain certified must undergo a substantive review of their certification status with a SOMWBA certification specialist who will re-evaluate the company to determine whether it continues to meet the applicable certification criteria. If you wish to recertify your company when it becomes due for substantive review, you will need to submit the applicable recertification application and all required information and documentation to SOMWBA no later than forty-five (45) business days prior to the date of certification expiration (i.e., the recertification date). At that time, a certification specialist will be assigned to evaluate your company and will make a report and recommendation to the Certification Committee (CC) on whether or not the company continues to meet the applicable certification criteria.

As provided above in 425 CMR 2.00, if your company has a change of address or telephone number, please send a signed letter within thirty days of the change on company letterhead to notify SOMWBA of the new address or telephone number.

During the period of your certification, if you have any further questions regarding your certification renewal, please direct them to Ms. Nedra D. White, Certification Specialist, (617)973-8648.

Very truly yours,


Robert L. Fortes
Certification Committee

CC1500 SU/SU3