



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
03110259

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
BUYER 33 304-558-2402

VENDOR	*823000712 800-323-1641
	NORTH AMERICAN SALT CO 9900 WEST 109TH ST #600
	OVERLAND PARK KS 66210

SHIP TO	DIVISION OF HIGHWAYS DISTRICT THREE
	624 DEPOT ST PARKERSBURG, WV 26101
	304-557-4645

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/09/2010				
BID OPENING DATE: 12/28/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	TN		775-45	82.81	82810
SODIUM CHLORIDE-FOR DELIVERY TO SMITHVILLE, WV						
REQUEST FOR QUOTATION (RFQ)						
<p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF HIGHWAYS, IS SOLICITING BIDS FOR A CONTRACT TO PROVIDE SODIUM CHLORIDE TO SMITHVILLE, WV, PER THE ATTACHED SPECIFICATIONS. WEST VIRGINIA DEPARTMENT OF TRANSPORTATION, DIVISION OF HIGHWAYS STANDARD SPECIFICATIONS ROADS AND BRIDGES CAN BE FOUND AT THE FOLLOWING WEB SITE:</p> <p>HTTP://WWW.TRANSPORTATION.WV.GOV/HIGHWAYS/ENGINEERING/SPECIFICATIONS/2003/Y2KSPECB.PDF</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO SHERI SLONE IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ, VIA FAX AT 304-558-2596, OR VIA EMAIL AT SHERI.D.SLONE@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 12/22/2010 AT THE CLOSE OF BUSINESS. ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL ADDENDUM TO BE ISSUED BY THE PURCHASING DIVISION AFTER THE DEADLINE HAS LAPSED.</p>						
EXHIBIT 10						

RECEIVED
 2010 DEC 27 AM 9:21
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Sheri Slone</i>	TELEPHONE 913 344 9360	DATE 12-23-2010	
TITLE SALES MGR.	FAX 48-1047632	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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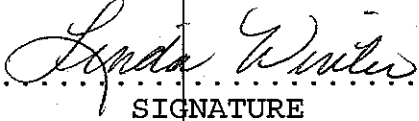
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REQUISITION NO.:						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S:						
NO. 1 <i>X</i>						
NO. 2						
NO. 3						
NO. 4						
NO. 5						
I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.						
VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.						
 SIGNATURE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Linda Winter</i>	TELEPHONE 913 344 9360	DATE 12-23-2010
TITLE SALES Mgr.	FEIN 48-1047632	ADDRESS CHANGES TO BE NOTED ABOVE

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BID OPENING DATE: 12/28/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				COMPANY	North American Salt Co., A Compass Minerals Co.	
				DATE	12-23-2010	
<p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</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: 33</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Linda Winter* TELEPHONE: 913 344 9360 DATE: 12-23-2010

TITLE: SALES MGR. FEIN: 48-1047632 ADDRESS CHANGES TO BE NOTED ABOVE

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RFQ. NO.:				03110259		
BID OPENING DATE:				12/28/2010		
BID OPENING TIME:				1:30 PM		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
				913 338 7945		

CONTACT PERSON (PLEASE PRINT CLEARLY):				LINDA WINTER		

***** THIS IS THE END OF RFQ 03110259 ***** TOTAL:						82810

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Linda Winter* TELEPHONE: 913 344 9360 DATE: 12-23-2010

TITLE: SALES MGR. FEIN: 48-1047632 ADDRESS CHANGES TO BE NOTED ABOVE

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em No. Quantity Description

Unit Price

Amount

1 1000 TN, Sodium Chloride

TOTAL \$ 82.81 82810SPECIFICATIONS

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: Section 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 Specification Roads and Bridges, adopted 2000 as modified by the current Supplement Specification may be obtained from:

West Virginia Division of Highways
Engineering Division, Technical Division
Building 5, Room A-650
1900 Kanawha Blvd. East
Charleston, West Virginia 25305
Phone: 304-558-2885

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

ACCEPTANCE AND DELIVERY GUARANTEE

The Division of Highways guarantees acceptance of ninety-five (95) percent of the total estimated quantity awarded to an individual vendor. However, conditions may dictate adjustment of the actual quantities delivered to specific sites.

The Vendor shall guarantee delivery, as requested by the Division of Highways, of one hundred and ten percent (110%) of the total estimated award quantity stated in this contract. All guaranteed deliveries shall be completed prior to March 15, 2011.

Bidder agrees, by execution of this bid, that the guaranteed accepted quantity (ninety-five percent (95%) of total estimated needs) shall be delivered to Division of Highways storage site or in a Department of Environmental Protection approved stockpile(s) by February 1, 2011.

Please give 24-hour notice of delivery at 304-420-4706 for delivery to:
18 Main Street
Smithville, WV 26178
Approximately ¼ Mile North of WV 47 Intersection

NOTE:



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ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO ATTACH THE FOLLOWING DOCUMENTS TO THE BID						
1.) PURCHASING AFFIDAVIT FORM						
2.) RESIDENT VENDOR PREFERENCE FORM						
***** END ADDENDUM NO. 1*****						
0001	1	TN		775-45	82.81	82810
SODIUM CHLORIDE-FOR DELIVERY TO SMITHVILLE, WV						
***** THIS IS THE END OF RFQ 03110259 ***** TOTAL:						82810

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SIGNATURE: *Linda Winter* TELEPHONE: 913 344 9360 DATE: 12-23-2010

TITLE: Sales Mgr. FEIN: 48-1047632 ADDRESS CHANGES TO BE NOTED ABOVE

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**ACTION BY WRITTEN CONSENT
OF THE BOARD OF DIRECTORS
OF
NORTH AMERICAN SALT COMPANY**

May 3, 2010

The undersigned, being the sole member of the Board of Directors of North American Salt Company, a Delaware corporation (the "Company"), hereby consents to the adoption of the following resolutions pursuant to Section 141(f) of the General Corporation Law of the State of Delaware.

WHEREAS, from time to time it is necessary for managers in the Highway Sales Department to sign documents on behalf of the Company that are required to complete sales transactions in their territories;

NOW, THEREFORE, BE IT RESOLVED, that the following named individuals be, and each of them hereby is, authorized on behalf of the Company, to sign (up to the applicable authority level under the Company's Delegation of Authority Policy) bids, performance bonds and/or contracts for the sale of sodium chloride, and any other documents which, in his or her opinion, are necessary, appropriate or desirable in order to effectuate the purposes and intent of the foregoing:

Keith Clark	Vice President and General Manager, North American Highway
G.O. Young	Vice President, North American Rock Salt Deicing
Jon Schnieders	Director of Sales, North American Rock Salt Deicing
Patrick Heenan	Director of Rock Salt and Chemical Sales
Sean Lierz	Senior Highway Sales Manager
Lisa Pruitt	Highway Sales Support Manager
Linda Winter	Senior Highway Sales Manager
Matt Dillon	Chemical/Industrial Sales Manager, North American Highway
Jason Bagley	Business Director, Specialty Products
Michelle Daum	Western Sales Manager, Specialty Products
David Furbeck	Eastern Sales Manager, Specialty Products

FURTHER RESOLVED, that all actions heretofore taken by the aforementioned, for and on behalf of the Company, are hereby ratified, approved and confirmed in all respects.

IN WITNESS WHEREOF, the undersigned, being the sole director of the Company, has executed this consent as of the day and year first written above.

By: _____


Angelo C. Bisimitzakis
Sole Director of North American Salt Company



9900 West 109th Street - Suite 600
Overland Park, Kansas 66210
Phone 800-323-1641 Fax 913-338-7945

DE-ICING SALT

PRODUCTION LOCATION

Cote Blanche, Louisiana

PRODUCT DESCRIPTION

Rock salt obtained by conventional mining methods, crushed, and screened to size.

TYPICAL SCREEN ANALYSIS

Retained and Cumulative (95% Confidence)

U.S.S Mesh	Tyler Mesh	Open. (In.)	Ret. %	Range %	Cum. %	Range %
½		0.500	0.4	0-2	0.4	0-2
0.375	0.371	0.375	5.5	0-17	5.9	0-18
4	4	0.1870	26.3	4-49	32.2	5-59
8	8	0.0937	34.7	17-53	66.9	36-97
30	28	0.0234	28.2	1-55	95.1	88-100
Pan	Pan		4.9	0-12	100.0	

Average Particle Size 0.139 inches (6.0 mesh)

PHYSICAL PROPERTIES

Bulk Density 72 lbs/cubic foot

Chemical Analysis (95% Confidence)		Typical	Range
Sodium Chloride	NaCl (%)	98.93	98.70 - 99.12
Calcium Sulfate	CaSO ₄ (%)	0.87	0.56 - 1.18
Calcium Chloride	CaCl ₂ (%)	0.01	0.00 - 0.03
Magnesium Sulfate	MgSO ₄ (%)	0.01	0.00 - 0.02
Magnesium Chloride	MgCl ₂ (%)	0.00	0.00 - 0.01
Sodium Sulfate	Na ₂ SO ₄ (%)	0.10	0.00 - 0.43
Moisture	H ₂ O (%)	0.03	0.00 - 0.08
Water Insolubles	(%)	0.04	0.00 - 0.08

METHOD OF ANALYSIS

American Society for Testing and Materials Procedure D632 and E524. All other testing is from North American Salt's internal quality control procedures, which are available upon request.

ADMIXTURE

Sodium Ferrocyanide (YPS) added - If requested by customer

Product Description and Codes	UPC code	Product Code
Bulk		7608

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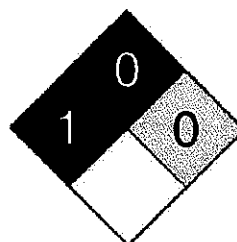
1. Product and Company Identification

Product Name Sodium Chloride, Salt
CAS # 7647-14-5
Product use De-icer. General industrial and water softening/conditioning purposes.
Manufacturer North American Salt Company
 A Compass Minerals Company
 9900 West 109th Street, Suite 600
 Overland Park, KS 66210 US
 Phone: 913-344-9200

CHEMTREC 1-800-424-9300
CANUTEC 1-613-996-6666

LEGEND HMIS/NFPA	
Severe	4
Serious	3
Moderate	2
Slight	1
Minimal	0

Hazard	/	1
Flammability		0
Reactivity		0
Personal Protection		E



2. Hazards Identification

Emergency overview CAUTION
 EYE IRRITANT

Potential short term health effects
Routes of exposure Eye, Skin contact, Inhalation, Ingestion.
Eyes Causes irritation.
Skin May cause irritation.
Inhalation Dusts of this product may cause irritation of the nose, throat, and respiratory tract.
Ingestion May cause stomach distress, nausea or vomiting.
Target organs Eyes. Skin. Respiratory system.
Chronic effects Prolonged or repeated exposure can cause drying, defatting and dermatitis.
Signs and symptoms Symptoms may include redness, edema, drying, defatting and cracking of the skin. Symptoms of overexposure may be headache, dizziness, tiredness, nausea and vomiting.

3. Composition / Information on Ingredients

Ingredient(s)	CAS #	Percent
Sodium chloride	7647-14-5	60 - 100

4. First Aid Measures

First aid procedures
Eye contact Flush with cool water. Remove contact lenses, if applicable, and continue flushing. Obtain medical attention if irritation persists.
Skin contact Brush away excess of dry material. Flush with water. Obtain medical attention if irritation persists.
Inhalation If symptoms develop move victim to fresh air. If symptoms persist, obtain medical attention.
Ingestion Do not induce vomiting. Rinse mouth with water, then drink one or two glasses of water. Obtain medical attention. Never give anything by mouth if victim is unconscious, or is convulsing.

Notes to physician Symptoms may be delayed.

General advice

Avoid contact with eyes. Keep out of reach of children.

5. Fire Fighting Measures

Flammable properties	Not flammable by WHMIS/OSHA criteria. May be combustible at high temperatures.
Extinguishing media	
Suitable extinguishing media	Treat for surrounding material.
Unsuitable extinguishing media	Not available
Protection of firefighters	
Specific hazards arising from the chemical	Not available
Protective equipment for firefighters	Firefighters should wear full protective clothing including self contained breathing apparatus.
Hazardous combustion products	May include and are not limited to: Chlorine. Oxides of sodium.
Explosion data	
Sensitivity to mechanical impact	Not available
Sensitivity to static discharge	Not available

6. Accidental Release Measures

Personal precautions	Before attempting clean up, refer to hazard data given above. Use broom or dry vacuum to collect material for proper disposal without raising dust. Finish cleaning by spreading water on the contaminated surface and dispose of according to local and regional authority requirements.
Methods for containment	None necessary.
Methods for cleaning up	Before attempting clean up, refer to hazard data given above. Use broom or dry vacuum to collect material for proper disposal without raising dust. Finish cleaning by spreading water on the contaminated surface and dispose of according to local and regional authority requirements.

7. Handling and Storage

Handling	Avoid breathing dusts from this material.
Storage	Keep out of reach of children. Keep containers tightly closed in a cool, well-ventilated place.

8. Exposure Controls / Personal Protection

Exposure limits	
Ingredient(s)	Exposure Limits
Sodium chloride	ACGIH-TLV Not established OSHA-PEL Not established
Engineering controls	<p>TWA PEL: No specific limits have been established for sodium chloride (a soluble substance). As a guideline, OSHA (United States) has established the following limits which are generally recognized for inert or nuisance dust. Particulates Not Otherwise Regulated (PNOR): 5mg/cu.m. Respirable Dust 8-Hour TWA PEL, 15mg/cu.m. Total Dust 8-Hour TWA PEL.</p> <p>TWA TLV: No specific limits have been established for sodium chloride (a soluble substance). As a guideline, ACGIH (United States) has established the following limits which are generally recognized for inert or nuisance dust. Particulates (insolubles) Not Otherwise Classified (PNOC): 10mg/cu.m. Inhalable Particulate 8-Hours TWA TLV, 3mg/cu.m. Respirable Particulate TWA TLV.</p> <p>Use process enclosures, local exhaust ventilation, or other engineering controls to control airborne levels below recommended exposure limits. If user operations generate dust, fumes, or mist, use ventilation to keep exposure to airborne contaminants below the exposure limit.</p>

Personal protective equipment

Eye / face protection	Safety glasses
Hand protection	Rubber gloves. Confirm with a reputable supplier first.
Skin and body protection	As required by employer code.
Respiratory protection	Where exposure guideline levels may be exceeded, use an approved NIOSH respirator or NIOSH-approved filtering facepiece.
General hygiene considerations	Handle in accordance with good industrial hygiene and safety practice. When using do not eat or drink. Wash hands before breaks and immediately after handling the product.

9. Physical & Chemical Properties

Appearance	Crystalline.
Color	White
Form	Crystals
Odor	Odorless
Odor threshold	Not available
Physical state	Solid
pH	6 - 8 (Neutral)
Melting point	800.9 °C (1473.62 °F)
Freezing point	Not available
Boiling point	1413 °C (2575.40 °F)
Flash point	Not available
Evaporation rate	Not available
Flammability limits in air, lower, % by volume	Not applicable
Flammability limits in air, upper, % by volume	Not applicable
Vapor pressure	0.1 kPa (1 mmHg) @ 865°C
Vapor density	Not applicable
Specific gravity	2.17 (H ₂ O = 1)
Relative density	2.17 g/cm ³
Octanol/water coefficient	Not available
Solubility (H₂O)	36g/100g H ₂ O @ 20°C
Auto-ignition temperature	Not available
Viscosity	Not applicable
Percent volatile	0 % w/w
Molecular weight	58.4400 g/mole
Molecular formula	NaCl

10. Chemical Stability & Reactivity Information

Chemical stability	Stable under recommended storage conditions.
Conditions to avoid	Do not mix with incompatible materials.
Incompatible materials	Reactive with oxidizing agents, acids, lithium, bromine trifluoride.
Hazardous decomposition products	May include and are not limited to: Chlorine, sodium oxides
Possibility of hazardous reactions	Hazardous polymerization does not occur.

11. Toxicological Information**Component analysis - LC50**

Ingredient(s)	LC50
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Sodium chloride	> 21000 mg/m ³ rat
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Component analysis - Oral LD50

Ingredient(s)	LD50
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Sodium chloride	3000 mg/kg rat; 4000 mg/kg mouse
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Effects of acute exposure

Eye	Causes irritation.
Skin	May cause irritation.
Inhalation	Dusts of this product may cause irritation of the nose, throat, and respiratory tract.
Ingestion	May cause stomach distress, nausea or vomiting.
Sensitization	Not classified or listed by IARC, NTP, OSHA and ACGIH.
Chronic effects	Not classified or listed by IARC, NTP, OSHA and ACGIH.
Carcinogenicity	Not classified or listed by IARC, NTP, OSHA and ACGIH.
Mutagenicity	Not classified or listed by IARC, NTP, OSHA and ACGIH.
Reproductive effects	Not classified or listed by IARC, NTP, OSHA and ACGIH.
Teratogenicity	Not classified or listed by IARC, NTP, OSHA and ACGIH.

12. Ecological Information

Ecotoxicity	Maybe harmful to freshwater aquatic species and to plants that are not saline tolerant.
Environmental effects	Not available
Aquatic toxicity	Not available
Persistence / degradability	Not available
Bioaccumulation / accumulation	Not available
Partition coefficient	Not available
Mobility in environmental media	Not available
Chemical fate information	Not available

13. Disposal Considerations

Waste codes	Not available
Disposal instructions	Waste must be disposed of in accordance with federal, state/provincial and local environmental control regulations.
Waste from residues / unused products	Not available
Contaminated packaging	Not available

14. Transport Information

U.S. Department of Transportation (DOT)	Not regulated as dangerous goods.
Transportation of Dangerous Goods (TDG - Canada)	Not regulated as dangerous goods.

15. Regulatory Information

Canadian federal regulations	This product has been classified in accordance with the hazard criteria of the Controlled Products Regulations and the MSDS contains all the information required by the Controlled Products Regulations.
US Federal regulations	This product is not known to be a "Hazardous Chemical" as defined by the OSHA Hazard Communication Standard, 29 CFR 1910.1200. All components are on the U.S. EPA TSCA Inventory List. CERCLA/SARA Hazardous Substances - Not applicable.
Occupational Safety and Health Administration (OSHA)	
29 CFR 1910.1200 hazardous chemical	Yes
CERCLA (Superfund) reportable quantity	None

Superfund Amendments and Reauthorization Act of 1986 (SARA)

Hazard categories Immediate Hazard - Yes
Delayed Hazard - No
Fire Hazard - No
Pressure Hazard - No
Reactivity Hazard - No

Section 302 extremely hazardous substance No

Section 311 hazardous chemical Yes

Clean Air Act (CAA) Not available

Clean Water Act (CWA) Not available

Safe Drinking Water Act (SDWA) Not available

Drug Enforcement Agency (DEA) Not available

Food and Drug Administration (FDA) Not available

WHMIS status Controlled

WHMIS classification Class D - Division 2B

WHMIS labeling



State regulations This product does not contain a chemical known to the State of California to cause cancer, birth defects or other reproductive harm.

Inventory name

Country(s) or region	Inventory name	On Inventory (yes/no)*
Canada	Domestic Substances List (DSL)	Yes
Canada	Non-Domestic Substances List (NDSL)	No
United States & Puerto Rico	Toxic Substances Control Act (TSCA) Inventory	Yes

A "Yes" indicates that all components of this product comply with the inventory requirements administered by the governing country(s)

16. Other Information

Disclaimer

Information contained herein was obtained from sources considered technically accurate and reliable. While every effort has been made to ensure full disclosure of product hazards, in some cases data is not available and is so stated. Since conditions of actual product use are beyond control of the supplier, it is assumed that users of this material have been fully trained according to the requirements of all applicable legislation and regulatory instruments. No warranty, expressed or implied, is made and supplier will not be liable for any losses, injuries or consequential damages which may result from the use of or reliance on any information contained in this document.

Issue date 29-Aug-2008
Effective date 01-Sep-2008
Expiry date 01-Sep-2011
Prepared by Dell Tech Laboratories Ltd. (519) 858-5021

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. Application is made for 2.5% resident vendor preference for the reason checked:

- 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, Bidder is a partnership, association or corporation resident vendor and 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 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, Bidder is a 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; or,

2. Application is made for 2.5% resident vendor preference for the reason checked:

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,

3. Application is made for 2.5% resident vendor preference for the reason checked:

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 of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's 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; or,

4. Application is made for 5% resident vendor preference for the reason checked:

Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:

Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:

Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of 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) reject the bid; 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.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.

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.

Bidder: North American Salt Co., A Compass Minerals Co.

Signed: [Signature]

Date: 12-23-2010

Title: SALES MGR.

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. 03110259

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING 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 owed 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.

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

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: North American Salt Co., A Compass Minerals Co.

Authorized Signature: [Signature] Date: 12-23-2010

State of KANSAS

County of Johnson, to-wit:

Taken, subscribed, and sworn to before me this 21st day of December, 2010.

My Commission expires April 3, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]

