



**** Facsimile Transmission ****

**HARVEY SALT CO.
1325 Mohrs Lane
Baltimore, MD 21220**

Phone: 800-527-4571 ext: 22

Fax: 410-391-9104

Date: July 6, 2015

Pages: ~~10~~ 13

**To: Misty Delong, Buyer
STATE OF WEST VIRGINIA
2019 Washington Street East
Charleston, WV 25305**

Account No.

Fax: (304) 558-3970

Phone: (304) 558-8802

From: Brent W. Golding Email: bwgolding@harveysalt.com

Subject: Solicitation No. CRFQ DOT1500000108

Bid Opening Date: July 7, 2015

Bid Opening time: 1:30 PM EST.

Sending bid response for above subject RFQ.

Should you have any questions or need more information, please contact me.

Thank you,

Brent Golding, Sales manager

07/07/15 09:58:30
WV Purchasing Division



Purchasing Division
 2019 Washington Street East
 Post Office Box 40130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 19 - Highways

Proc Folder: 105583

Doc Description: Addendum 1 Solar Salt

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-08-23	2015-07-07 13:30:00	CRFQ 0803 DOT1500000108	2

BID RECEIVING INFORMATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR INFORMATION

Vendor Name, Address and Telephone Number:

HARVEY SALT COMPANY
 1325 MOHRS LANE
 BALTIMORE, MD 21230
 410-391-9100 X22

FOR INFORMATION CONTACT THE BUYER

Misty DeLong
 (304) 558-8802
 misty.m.delong@wv.gov

Signature: *Sharon J. Davis* FEIN # 52-0638097 DATE 7/7/2015

All offers subject to all terms and conditions contained in this solicitation

RECEIVED TIME JUL. 7. 9:55AM

ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV99999 US		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV 99999 US	
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Solar Salt	200.00000	TON	\$140.00	\$28,000.00

Comm Code	Manufacturer	Specification	Model #
48181508	Cargill	Industrial Solar	1103

Extended Description :
 Solar Salt - District 3 - Mill Run, I-77 Substation - 1758 Mill Run Road, Parkersburg, WV 26101

ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV99999 US		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV 99999 US	
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Solar Salt	100.00000	TON	\$135.00	\$13,500.00

Comm Code	Manufacturer	Specification	Model #
48181508	Cargill	Industrial solar	1103

Extended Description :
 Solar Salt - District 4 - Harrison County Headquarters - 119 Railcross Road, Goro, WV 26031

ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV99999 US		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER No City WV 99999 US	
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Solar Salt	100.00000	TON	\$130.00	\$13,000.00

Comm Code	Manufacturer	Specification	Model #
48161508	Cargill	Industrial Solar	1103

Extended Description :

Solar Salt - District 4 - Monongalia County Headquarters - 1610 Grafton Road, Morgantown, WV 26508

INVOICE TO		SHIP TO	
ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
No City	WV99999	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Solar Salt	1500.00000	TON	\$110.00	\$165,000.00

Comm Code	Manufacturer	Specification	Model #
48161508	Cargill	Industrial Solar	1103

Extended Description :

Solar - District 5 - Jefferson County Headquarters - 1301 Leetown Pike, Kearneyville, WV 25430

INVOICE TO		SHIP TO	
ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
No City	WV99999	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Solar Salt	700.00000	TON	\$135.00	\$94,500.00

Comm Code	Manufacturer	Specification	Model #
48161508	Cargill	Industrial solar	1103

Extended Description :

Solar Salt - District 8 - Corridor H, Section 1 - 480 Loading Crank Road, Montrose WV 26283

ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
No City	WV99999	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Solar Salt	100.00000	TON	\$150.00	\$15,000.00

Comm Code	Manufacturer	Specification	Model #
48181508			

Extended Description :

Solar Salt - District 9 - Old Nicholas County Facility - 2084 Webster Road, Summersville WV 26601

REQUEST FOR QUOTATION
Solar Salt

- 7.2** The following remedies shall be available to Agency upon default.
- 7.2.1** Immediate cancellation of the Contract.
- 7.2.2** Immediate cancellation of one or more Delivery Orders issued under this Contract.
- 7.2.3** Any other remedies available in law or equity.

8. MISCELLENIOUS:

- 8.1 No Substitutions:** The Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 Vendor Supply:** The Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, the Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** The Vendor shall provide quarterly reports and annual summaries to the Agency showing the Contract Items purchased, quantities of Contract Items purchased and the total dollar value of the Contract Items purchased. The Vendor shall also provide reports, upon request, showing the Contract Items purchased during the term of this Contract, the quantity purchased for each of those Contract Items and the total value of purchases for each of those Contract Items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 Contract Manager:** During its performance of this Contract, the Vendor must designate and maintain a primary contract manager responsible for overseeing the Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. The Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Brent Golding
Telephone Number: 410-391-9100 X22
Fax Number: 410-391-9104
Email Address: bwgolding@harveysalt.com

Revised 10/27/2014

RECEIVED TIME JUL. 7. 9:55AM

SOLICITATION NUMBER: CRFQ DOT1500000108
Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

1. Extend bid opening from 08/24/15 at 1:30 PM EST to 07/07/15 at 1:30 PM, EST.

No other changes made.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012

RECEIVED TIME JUL 7 9:55AM

CRFQ#DOT1500000108

Attachment A
Addendum #2

Solar Salt

Question #1 The salt is specified as dry salt with less than .5% moisture. This salt is being used to make a brine and that is done by adding water. To have solar salt this dry, it will need to be dried and this adds more cost to the product and increases your cost.

Response #1 In the interest of obtaining bids and reasonable pricing, we will allow salt with 3% maximum moisture.

Question #2 The size is very small and does not need to be this small for most brine makers designed to make brine for highway use. When salt is sized as in this spec, it is more difficult to obtain the specified size and stay within contract terms. The small and dry salt is usually bagged and sold at a much higher price, thus, you will be competing for this salt and it may not be available.

Response #2 It appears that the initial size specification is going to cause further issues with acquiring the product in a timely and economic manner. In the best interest of the WVDOH, we will accept salt that meets the following sieve analysis:

SOLAR SALT GRADING	
Sieve Size	Percent Passing
1"	100%
3/4"	90% - 100%
5/8"	85% - 95%
1/2"	70% - 80%
1/4"	20% - 30%
#8	5% - 15%
#12	0% - 5%
PAN	0%

Question #3 Who is the manufacturer of your brine makers and what is the manufacturer specifying for salt?

Response #3 Cargill and Henderson are the manufacturer of the WVDOH brine makers. What salt the manufacturer specifies is unknown at this time.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DOT1500000108

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

HARVEY SALT COMPANY

Company

Sharon J. Davis

Authorized Signature

7/7/2015

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012

RECEIVED TIME JUL. 7. 9:55AM

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

HARVEY SALT COMPANY

(Company)

Sharon J. Davis

Sharon Davis, VP

(Authorized Signature) (Representative Name, Title)

410-391-9100 x25, Fax 410-391-9104, 7/7/2015

(Phone Number) (Fax Number) (Date)

Revised 05/20/2015

RECEIVED TIME JUL. 7. 9:55AM

RFQ No. 0803 DOT1500000108

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

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.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2b-2; failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"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.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: HARVEY SALT COMPANY

Authorized Signature: *Michael B. DiDominicus*

Michael DiDominicus

Date: 7/7/2015

State of MARYLAND

County of BALTIMORE, to-wit:

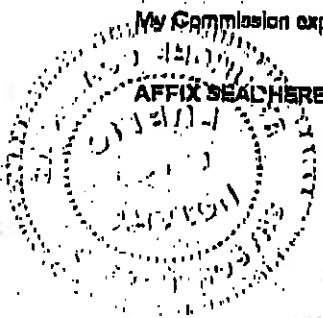
Taken, subscribed, and sworn to before me this 7th day of July, 2015.

My Commission expires 11/13/2016, 20 .

AFFIX SEAL HERE

NOTARY PUBLIC *Steven J. Davis*

Purchasing Affidavit (Revised 07/01/2012)



RECEIVED TIME JUL 7 9:55AM

Rev. 04/14

State of West Virginia
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 Vendor Preference, if applicable.

1. Application is made for 2.5% 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% 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% 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% 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% 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% 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.
7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code §5A-3-59* and *West Virginia Code of State Rules*.
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

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: Sharon J. DavisSigned: Sharon J. DavisDate: 7/7/1015Title: Vice President

RECEIVED TIME JUL. 7. 9:55AM



Technical Information
Bulk Solar Salt (Undried)

DESCRIPTION:

Bulk Solar Salt (Undried) is a coarse, sodium chloride salt crystallized by solar evaporation. The crystallized salt is washed to remove surface impurities and drained of excess moisture.

COMPLIANCE:

Bulk Solar Salt (Undried) is not approved for direct human or animal consumption. It meets the AWWA Standard B200 for Sodium Chloride.

ADDITIVES:

Bulk Solar Salt (Undried) contains no additives or conditioning agents.

APPLICATIONS:

Bulk Solar Salt (Undried) is intended for general industrial, brining and water treatment applications. This product may also be used for deicing highways and thoroughfares.

PACKAGING AND SHIPPING:

Bulk Solar Salt (Undried) is available only in bulk form. Bulk quantities are shipped by rail or truck.

METHODS OF ANALYSIS:

Methods of analysis are taken from the ASTM designation E 534-98, AWWA B200-98 and Cargill.

CHEMICAL ANALYSIS:

Component	Units	Typical	Specification
Sodium Chloride (dry basis) ¹	%	99.50	99.25 min.
Calcium & Magnesium (as Ca)	%	0.07	-
Sulfate (as SO ₄)	%	0.24	-
Water Insolubles	%	0.03	2.0 max.
Surface Moisture ²	%	2.4	3.0 max.

¹By difference of impurities.
²110°C for 2 hours.

SIEVE ANALYSIS:

U.S. Mesh	Opening Inches	Opening Microns	Typical	Specification
3/4"	0.750		4	10 max.
5/8"	0.625	15875	5	-
1/2"	0.500	12700	14	-
1/4"	0.375	9525	53	-
8	0.0937	2380	13	-
12	0.0661	1680	9	-
Pan	-	-	2	10 max.

Note: Sieve analysis is reported as percent retained.

BULK DENSITY:

Parameter	Typical	Specification
Pounds per Cubic Foot	66	63 - 69
Grams per Liter	1055	1010 - 1105

Note: Bulk density is reported as loose (uncompacted).

PRODUCING LOCATION: BALTIMORE, MD

No. 6008 Revised February 2009

CARGILL SALT
 P.O. Box 5621
 Minneapolis, MN
 55440
 1-888-385-7258

NOTICE: All of the above statements, recommendations, suggestions and data are based on our laboratory results, and we believe same to be reliable. Nevertheless, with the exception of data showing an express guaranty (such as in the case of products specifically designed for use as nutrient supplements), all such statements, recommendations, suggestions and data hereinabove presented are made without guaranty, warranty or responsibility of any kind on our part.