



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 19 - Highways

Proc Folder: 105385

Doc Description: Sodium Chloride (Roadway Salt)

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-06-02	2015-06-24 13:30:00	CRFQ 0803 DOT1500000107	1

**BID RECEIVING LOCATION**

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

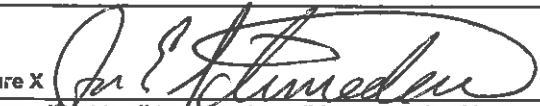
**VENDOR**

Vendor Name, Address and Telephone Number:  
 COMPASS MINERALS AMERICA INC.  
 9900 WEST 109TH ST., STE 100  
 OVERLAND PARK, KS 66210  
 913-344-9360

06/23/15 09:33:49  
 WV Purchasing Division

**FOR INFORMATION CONTACT THE BUYER**

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

Signature X  FEIN # 48-1047632 DATE 6-22-2015

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

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
1	Sodium Chloride (Roadway Salt)	0.00000	TON		

Comm Code	Manufacturer	Specification	Model #
46161506			

**Extended Description :**  
Sodium Chloride (Roadway Salt)

DOT1500000107	<b>Document Phase</b> Final	<b>Document Description</b> Sodium Chloride (Roadway Salt)	<b>Page 3</b> of 3
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

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Extended Cost is calculated by multiplying "Guaranteed Quantity for County" by the "Unit Cost Per Ton".

Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 1

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Boone	Clinton @ WV85	850		
Boone	Rock Creek	1,300		
Boone	Seth	850		
Boone	<b>Total Guaranteed Quantity for County</b>	<b>3,000</b>	<b>\$77.88</b>	<b>\$233,640.00</b>
Clay	Widen Road & CR 11	1,350		
Clay	Maysel	450		
Clay	<b>Total Guaranteed Quantity for County</b>	<b>1,800</b>	<b>\$84.18</b>	<b>\$151,524.00</b>
Kanawha	Chelyan	2,000		
Kanawha	Elkview	1,850		
Kanawha	North Charleston	2,000		
Kanawha	St. Albans	3,000		
Kanawha	I-64 @ Scary Creek	2,000		
Kanawha	I-64 @ Rt. 119 and Penn. Avenue	1,700		
Kanawha	I-77 @ Sissonville	1,350		
Kanawha	I-79 @ Amma	1,700		
Kanawha	Corridor G @ Alum Creek	1,700		
Kanawha	<b>Total Guaranteed Quantity for County</b>	<b>17,300</b>	<b>\$73.10</b>	<b>\$1,264,630.00</b>
Mason	Pt. Pleasant	3,000		
Mason	<b>Total Guaranteed Quantity for County</b>	<b>3,000</b>	<b>\$73.97</b>	<b>\$221,910.00</b>
Putnam	Red House	1,300		
Putnam	Hurricane @ Rt. 34	1,700		
Putnam	US 35	1,500		
Putnam	<b>Total Guaranteed Quantity for County</b>	<b>4,500</b>	<b>\$79.27</b>	<b>\$356,715.00</b>
<b>Estimated Total per District</b>		<b>29,600</b>		<b>\$2,228,419.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 2

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Cabell	Barboursville	6500		
Cabell	I-64 @ Huntington	2200		
Cabell	<b>Total Guaranteed Quantity for County</b>	<b>8700</b>	<b>\$73.23</b>	<b>\$637,101.00</b>
Lincoln	West Hamlin	1750		
Lincoln	Yawkey	1300		
Lincoln	Harts	1300		
Lincoln	<b>Total Guaranteed Quantity for County</b>	<b>4350</b>	<b>\$82.24</b>	<b>\$357,744.00</b>
Logan	Corridor G @ Chapmanville	2250		
Logan	Wilkinson	1700		
Logan	Man	1300		
Logan	<b>Total Guaranteed Quantity for County</b>	<b>5250</b>	<b>\$87.73</b>	<b>\$460,598.25</b>
Mingo	Corridor G @ Miller's Creek, Bldg #03011	1800		
Mingo	Mingo Cty @ Miller's Creek, Bldg #03025	2000		
Mingo	Gilbert	650		
Mingo	<b>Total Guaranteed Quantity for County</b>	<b>4450</b>	<b>\$86.55</b>	<b>\$385,147.50</b>
Wayne	Pritchard	2200		
Wayne	Wayne	2000		
Wayne	Crum	1400		
Wayne	<b>Total Guaranteed Quantity for County</b>	<b>5600</b>	<b>\$75.41</b>	<b>\$422,296.00</b>
<b>Estimated Total per District</b>		<b>28,350</b>		<b>\$2,262,886.75</b>

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**Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 3**

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Calhoun	Millstone	3,000		
Calhoun	<b>Total Guaranteed Quantity for County</b>	<b>3,000</b>	<b>\$91.10</b>	<b>\$273,300.00</b>
Jackson	Ripley	3,000		
Jackson	I-77 @ Medina	1,400		
Jackson	<b>Total Guaranteed Quantity for County</b>	<b>4,400</b>	<b>\$80.50</b>	<b>\$354,200.00</b>
Pleasants	Belmont	2,500		
Pleasants	<b>Total Guaranteed Quantity for County</b>	<b>2,500</b>	<b>\$91.20</b>	<b>\$228,000.00</b>
Ritchie	APD Pennsboro	2,000		
Ritchie	Ellenboro	3,000		
Ritchie	Corridor D @ Nutter Farm	400		
Ritchie	Smithville	300		
Ritchie	<b>Total Guaranteed Quantity for County</b>	<b>5,700</b>	<b>\$94.98</b>	<b>\$541,386.00</b>
Roane	Lefthand @ WV 36	700		
Roane	Ambler Ridge @ US 119	200		
Roane	Spencer	1,400		
Roane	<b>Total Guaranteed Quantity for County</b>	<b>2,300</b>	<b>\$87.57</b>	<b>\$201,411.00</b>
Wirt	Elizabeth	1,400		
Wirt	<b>Total Guaranteed Quantity for County</b>	<b>1,400</b>	<b>\$87.93</b>	<b>\$123,102.00</b>
Wood	Parkersburg @ Rt. 95S	5,000		
Wood	I-77 @ Parkersburg	3,500		
Wood	Corridor D @ Riverhill	2,000		
Wood	<b>Total Guaranteed Quantity for County</b>	<b>10,500</b>	<b>\$78.48</b>	<b>\$824,040.00</b>
<b>Estimated Total per District</b>		<b>29,800</b>		<b>\$2,545,439.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 4

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Doddridge	Smithburg	1,700		
Doddridge	<b>Total Guaranteed Quantity for County</b>	<b>1,700</b>	<b>\$96.03</b>	<b>\$163,251.00</b>
Harrison	Gore	5,000		
Harrison	Saltwell	700		
Harrison	I-79 @ Lost Creek	1,900		
Harrison	APD 50 @ Tunnel Hill	2,000		
Harrison	<b>Total Guaranteed Quantity for County</b>	<b>9,600</b>	<b>\$90.57</b>	<b>\$869,472.00</b>
Marion	Fairmont	1,400		
Marion	Mannington	750		
Marion	<b>Total Guaranteed Quantity for County</b>	<b>2,150</b>	<b>\$89.71</b>	<b>\$192,876.50</b>
Monongalia	I-79 @ Goshen Road	2,500		
Monongalia	Ridgedale	5,500		
Monongalia	Pentress	1,100		
Monongalia	<b>Total Guaranteed Quantity for County</b>	<b>9,100</b>	<b>\$82.04</b>	<b>\$746,564.00</b>
Preston	Bruceeton Mills	5,000		
Preston	Albright	2,000		
Preston	Terra Alta	1,000		
Preston	Fellowsville	1,000		
Preston	Aurora	1,000		
Preston	I-68 @ Cooper's Rock	2,500		
Preston	<b>Total Guaranteed Quantity for County</b>	<b>12,500</b>	<b>\$86.71</b>	<b>\$1,083,875.00</b>
Taylor	Fetterman/Prunytown	2,000		
Taylor	<b>Total Guaranteed Quantity for County</b>	<b>2,000</b>	<b>\$89.12</b>	<b>\$178,240.00</b>
<b>Estimated Total per District</b>		<b>37,050</b>		<b>\$3,234,278.50</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 5

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Berkeley	I-81 @ Martinsburg (0571)	1,000		
Berkeley	1867 Rock Cliff Drive (0502)	1,500		
Berkeley	I-81 @ Exit 8 (0571)	950		
Berkeley	<b>Total Guaranteed Quantity for County</b>	<b>3,450</b>	<b>\$115.16</b>	<b>\$397,302.00</b>
Grant	Petersburg	1,300		
Grant	Mt. Storm	1,500		
Grant	Corridor H @ Knobley Road (0582)	3,500		
Grant	<b>Total Guaranteed Quantity for County</b>	<b>6,300</b>	<b>\$105.62</b>	<b>\$665,406.00</b>
Hampshire	Romney	1,800		
Hampshire	Capon Bridge	1,000		
Hampshire	Sianesville	1,000		
Hampshire	<b>Total Guaranteed Quantity for County</b>	<b>3,800</b>	<b>\$108.67</b>	<b>\$412,946.00</b>
Hardy	Moorefield	1,400		
Hardy	Baker	1,800		
Hardy	<b>Total Guaranteed Quantity for County</b>	<b>3,200</b>	<b>\$113.39</b>	<b>\$362,848.00</b>
Jefferson	Charles Town (0519)	3,000		
Jefferson	Charles Town - New Shed (0564)	3,000		
Jefferson	<b>Total Guaranteed Quantity for County</b>	<b>6,000</b>	<b>\$118.50</b>	<b>\$711,000.00</b>
Mineral	New Creek	1,000		
Mineral	Sky Line	750		
Mineral	Short Gap	750		
Mineral	District Headquarters	1,000		
Mineral	<b>Total Guaranteed Quantity for County</b>	<b>3,500</b>	<b>\$105.54</b>	<b>\$369,390.00</b>
Morgan	Berkeley Springs	1,600		
Morgan	Largent	500		
Morgan	<b>Total Guaranteed Quantity for County</b>	<b>2,100</b>	<b>\$109.91</b>	<b>\$230,811.00</b>
<b>Estimated Total per District</b>		<b>28,350</b>		<b>\$3,149,703.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 6

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Brooke	Wellsburg	1500		
Brooke	Weirton	1000		
Brooke	<b>Total Guaranteed Quantity for County</b>	<b>2500</b>	<b>\$76.95</b>	<b>\$192,375.00</b>
Hancock	New Manchester	2800		
Hancock	<b>Total Guaranteed Quantity for County</b>	<b>2800</b>	<b>\$79.37</b>	<b>\$222,236.00</b>
Marshall	Glen Dale	3000		
Marshall	Cameron	1500		
Marshall	Sand Hill	750		
Marshall	<b>Total Guaranteed Quantity for County</b>	<b>5250</b>	<b>\$79.10</b>	<b>\$415,275.00</b>
Ohio	Triadelphia	4000		
Ohio	I-70 @ Triadelphia	3000		
Ohio	<b>Total Guaranteed Quantity for County</b>	<b>7000</b>	<b>\$79.10</b>	<b>\$553,700.00</b>
Tyler	Sistersville	1200		
Tyler	Centerville	1000		
Tyler	<b>Total Guaranteed Quantity for County</b>	<b>2200</b>	<b>\$85.87</b>	<b>\$188,914.00</b>
Wetzel	New Martinsville	1000		
Wetzel	Pine Grove	800		
Wetzel	Hundred	1200		
Wetzel	<b>Total Guaranteed Quantity for County</b>	<b>3000</b>	<b>\$83.03</b>	<b>\$249,090.00</b>
<b>Estimated Total per District</b>		<b>22,750</b>		<b>\$1,821,590.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 7

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Barbour	Phillipi	2,700		
Barbour	Belington	1,800		
Barbour	<b>Total Guaranteed Quantity for County</b>	<b>4,500</b>	<b>\$93.08</b>	<b>\$418,860.00</b>
Braxton	Gassaway	2,000		
Braxton	Heaters	1,200		
Braxton	I-79 @ Coon Knob	2,600		
Braxton	I-79 @ Burnsville	2,700		
Braxton	<b>Total Guaranteed Quantity for County</b>	<b>8,500</b>	<b>\$92.53</b>	<b>\$786,505.00</b>
Gilmer	Glenville	1,700		
Gilmer	<b>Total Guaranteed Quantity for County</b>	<b>1,700</b>	<b>\$97.92</b>	<b>\$166,464.00</b>
Lewis	Weston (Ben Dale)	2,600		
Lewis	Corridor H @ Mudlick	1,400		
Lewis	<b>Total Guaranteed Quantity for County</b>	<b>4,000</b>	<b>\$100.84</b>	<b>\$403,360.00</b>
Upshur	Clow Lot @ Buckhannon	4,400		
Upshur	Tennerton	200		
Upshur	Kanawha Head	1,000		
Upshur	<b>Total Guaranteed Quantity for County</b>	<b>5,600</b>	<b>\$102.85</b>	<b>\$575,960.00</b>
Webster	Cherry Falls	1,000		
Webster	Cowen	1,000		
Webster	Hacker Valley	500		
Webster	<b>Total Guaranteed Quantity for County</b>	<b>2,500</b>	<b>\$94.03</b>	<b>\$235,075.00</b>
<b>Estimated Total per District</b>		<b>26,800</b>		<b>\$2,586,224.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 8

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Pendleton	Franklin, 220 North	750		
Pendleton	Judy Gap	600		
Pendleton	Brandywine	400		
Pendleton	Onego	300		
Pendleton	Franklin, 220 South	200		
Pendleton	<b>Total Guaranteed Quantity for County</b>	<b>2250</b>	<b>\$118.74</b>	<b>\$267,165.00</b>
Pocahontas	Marlinton	900		
Pocahontas	Seebert	600		
Pocahontas	Greenbank	500		
Pocahontas	Bartow (Thornwood)	550		
Pocahontas	Snowshoe	200		
Pocahontas	Slaty Fork	600		
Pocahontas	<b>Total Guaranteed Quantity for County</b>	<b>3350</b>	<b>\$101.55</b>	<b>\$340,192.50</b>
Randolph	Elkins	2000		
Randolph	Harman	1000		
Randolph	Coalton	1100		
Randolph	Valley Head	800		
Randolph	Mill Creek	1200		
Randolph	Pickens	500		
Randolph	Corridor H Lot @ Elkins	2000		
Randolph	<b>Total Guaranteed Quantity for County</b>	<b>8600</b>	<b>\$105.09</b>	<b>\$903,774.00</b>
Tucker	Parsons	1200		
Tucker	Thomas	1100		
Tucker	<b>Total Guaranteed Quantity for County</b>	<b>2300</b>	<b>\$104.46</b>	<b>\$240,258.00</b>
Estimated Total per District		<b>16,500</b>		<b>\$1,751,389.50</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 9

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Fayette	Oak Hill	2000		
Fayette	Lookout	1500		
Fayette	Falls View	0		
Fayette	<b>Total Guaranteed Quantity for County</b>	<b>3500</b>	<b>\$80.11</b>	<b>\$280,385.00</b>
Greenbrier	Lewisburg	1600		
Greenbrier	Crawley	2900		
Greenbrier	I-64 @ Hart's Run	1000		
Greenbrier	<b>Total Guaranteed Quantity for County</b>	<b>5500</b>	<b>\$87.05</b>	<b>\$478,775.00</b>
Monroe	Union	1000		
Monroe	Peterstown	1000		
Monroe	<b>Total Guaranteed Quantity for County</b>	<b>2000</b>	<b>\$92.08</b>	<b>\$184,160.00</b>
Nicholas	Summersville	2000		
Nicholas	Curtin	1500		
Nicholas	Corridor L @ Muddlety	500		
Nicholas	<b>Total Guaranteed Quantity for County</b>	<b>4000</b>	<b>\$84.07</b>	<b>\$336,280.00</b>
Summers	Hinton	1500		
Summers	<b>Total Guaranteed Quantity for County</b>	<b>1500</b>	<b>\$88.62</b>	<b>\$132,930.00</b>
Estimated Total per District		<b>16,500</b>		<b>\$1,412,530.00</b>

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Delivery: F.O.B. WV Division of Highways Storage Site  
DISTRICT 10

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
McDowell	Havaco	2,000		
McDowell	Yukon	300		
McDowell	Johnnycake Mountain	600		
McDowell	Raysel	600		
McDowell	<b>Total Guaranteed Quantity for County</b>	<b>3,500</b>	<b>\$91.75</b>	<b>\$321,125.00</b>
Mercer	Princeton @ WV 20	4,500		
Mercer	Flat Top	1,000		
Mercer	I-77 @ Princeton	4,000		
Mercer	<b>Total Guaranteed Quantity for County</b>	<b>9,500</b>	<b>\$88.37</b>	<b>\$839,515.00</b>
Raleigh	Skelton	7,500		
Raleigh	Bolt	1,000		
Raleigh	I-64 @ Bragg	5,000		
Raleigh	<b>Total Guaranteed Quantity for County</b>	<b>13,500</b>	<b>\$80.37</b>	<b>\$1,084,995.00</b>
Wyoming	Pineville	3,000		
Wyoming	Still Run	2,500		
Wyoming	Hanover	100		
Wyoming	<b>Total Guaranteed Quantity for County</b>	<b>5,600</b>	<b>\$86.99</b>	<b>\$487,144.00</b>
<b>Estimated Total per District</b>		<b>32,100</b>		<b>\$2,732,779.00</b>

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**Delivery: F.O.B. WV Division of Highways Storage Site  
WV Turnpike**

County	Delivery/Storage Site	Estimated Number Tons	Unit Cost Per Ton	Extended Cost
Kanawha	Chelyan	1,000		
Kanawha	Standard	3,500		
Kanawha	<b>Total Guaranteed Quantity for County</b>	<b>4,500</b>	<b>\$71.02</b>	<b>\$319,590.00</b>
Mercer	Princeton	1,500		
Mercer	<b>Total Guaranteed Quantity for County</b>	<b>1,500</b>	<b>\$88.43</b>	<b>\$132,645.00</b>
Raleigh	Beckley	8,500		
Raleigh	Ghent	5,000		
Raleigh	<b>Total Guaranteed Quantity for County</b>	<b>13,500</b>	<b>\$80.34</b>	<b>\$1,084,590.00</b>
<b>Estimated Total per District</b>		<b>19,500</b>		<b>\$1,536,825.00</b>

Quantities listed in this solicitation are estimated quantities.

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 listed in the schedule, while meeting the 80% minimum or the 120 maximum.

Pricing Exhibit B  
Page

Sodium Chloride

F.O.B. Vendor's Storage Site  
For pickup by WVDOH Forces.

Location of Storage Site		Cost Per Ton*
HUGHESTON, WV		\$75.00
PORTSMOUTH / McGovney, OH		\$75.00
PORTSMOUTH / Conley, OH		\$75.00
WEST ELIZABETH, PA		\$75.00

\*Bid price shall include cost of vendor loading District's trucks.

## INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. **REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.
2. **MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.
3. **PREBID MEETING:** The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening.

A NON-MANDATORY PRE-BID meeting will be held at the following place and time:

A MANDATORY PRE-BID meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing. Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.



All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. **VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are non-binding. Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: June 12, 2015

Submit Questions to: Misty Delong  
2019 Washington Street, East  
Charleston, WV 25305  
Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)  
Email: [Misty.M.Delong@wv.gov](mailto:Misty.M.Delong@wv.gov)

5. **VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.
6. **BID SUBMISSION:** All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile. The bid delivery address is:

Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

**SEALED BID:**

**BUYER:** Misty DeLong

**SOLICITATION NO.:** CRFQ DOT1500000107

**BID OPENING DATE:** June 24, 2015

**BID OPENING TIME:** 1:30 PM, EST.

**FAX NUMBER:** 304-558-3970

In the event that Vendor is responding to a request for proposal, and chooses to respond in a manner other than by electronic submission through wvOASIS, the Vendor shall submit one original technical and one original cost proposal plus NA convenience copies of each to the Purchasing Division at the address shown above. Additionally, if Vendor does not submit its bid through wvOASIS, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

**BID TYPE:** (This only applies to CRFP)

Technical

Cost

7. **BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

**Bid Opening Date and Time:** June 24, 2015 at 1:30 PM, EST.

**Bid Opening Location:** Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

8. **ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, 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.

9. **BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.
10. **ALTERNATES:** Any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.
11. **EXCEPTIONS AND CLARIFICATIONS:** The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.
12. **COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.
13. **REGISTRATION:** Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.
14. **UNIT PRICE:** Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.
15. **PREFERENCE:** Vendor Preference may only be granted upon written request and only in accordance with the West Virginia Code § 5A-3-37 and the West Virginia Code of State Rules. A Vendor Preference Certificate form has been attached hereto to allow Vendor to apply for the preference. Vendor's failure to submit the Vendor Preference Certificate form with its bid will result in denial of Vendor Preference. Vendor Preference does not apply to construction projects.
16. **SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:** For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the

same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

**17. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

**18. ELECTRONIC FILE ACCESS RESTRICTIONS:** Vendor must ensure that its submission in wvOASIS can be accessed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately opened and/or viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening if those documents are required with the bid.

## GENERAL TERMS AND CONDITIONS:

1. **CONTRACTUAL AGREEMENT:** Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.
  
2. **DEFINITIONS:** As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.
  - 2.1. **"Agency" or "Agencies"** means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.
  - 2.2. **"Contract"** means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.
  - 2.3. **"Director"** means the Director of the West Virginia Department of Administration, Purchasing Division.
  - 2.4. **"Purchasing Division"** means the West Virginia Department of Administration, Purchasing Division.
  - 2.5. **"Award Document"** means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.
  - 2.6. **"Solicitation"** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
  - 2.7. **"State"** means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.
  - 2.8. **"Vendor" or "Vendors"** means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. **CONTRACT TERM; RENEWAL; EXTENSION:** The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

**Term Contract**

**Initial Contract Term:** This Contract becomes effective on \_\_\_\_\_ and extends for a period of \_\_\_\_\_ year(s).

**Renewal Term:** This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to \_\_\_\_\_ successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed \_\_\_\_\_ months in total. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

**Delivery Order Limitations:** In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

**Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within \_\_\_\_\_ days.

**Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within \_\_\_\_\_ days. Upon completion, the vendor agrees that maintenance, monitoring, or warranty services will be provided for one year thereafter with an additional \_\_\_\_\_ successive one year renewal periods or multiple renewal periods of less than one year provided that the multiple renewal periods do not exceed \_\_\_\_\_ months in total. Automatic renewal of this Contract is prohibited.

**One Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

**Other:** See attached.

4. **NOTICE TO PROCEED:** Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.
5. **QUANTITIES:** The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.
  - Open End Contract:** Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. 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.
  - Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.
  - Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.
  - One Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.
6. **PRICING:** The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.
7. **EMERGENCY PURCHASES:** The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.
8. **REQUIRED DOCUMENTS:** All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

**BID BOND:** All Vendors shall furnish a bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

**PERFORMANCE BOND:** The apparent successful Vendor shall provide a performance bond in the amount of \_\_\_\_\_. The performance bond must be received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

**LABOR/MATERIAL PAYMENT BOND:** The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

**MAINTENANCE BOND:** The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

**INSURANCE:** The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award and shall list the state as a certificate holder:

**Commercial General Liability Insurance:** In the amount of \$1,000,000.00  
\_\_\_\_\_ or more.

**Builders Risk Insurance:** In an amount equal to 100% of the amount of the Contract.



The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

**LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

**9. WORKERS' COMPENSATION INSURANCE:** The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

**10. LITIGATION BOND:** The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

**11. LIQUIDATED DAMAGES:** Vendor shall pay liquidated damages in the amount of See Section 6 of the Specifications for See Section 6 of the Specifications. This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

- 12. ACCEPTANCE/REJECTION:** The State may accept or reject any bid in whole, or in part. Vendor's signature on its bid signifies acceptance of the terms and conditions contained in the Solicitation and Vendor agrees to be bound by the terms of the Contract, as reflected in the Award Document, upon receipt.
- 13. FUNDING:** This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.
- 14. PAYMENT:** Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.
- 15. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 16. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-7.16.2.
- 17. TIME:** Time is of the essence with regard to all matters of time and performance in this Contract.
- 18. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.
- 19. COMPLIANCE:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable law.
- 20. PREVAILING WAGE:** On any contract for the construction of a public improvement whose cost at the time the contract is awarded will be paid with public money in an amount greater than \$500,000, Vendor and any subcontractors utilized by Vendor shall pay a rate or rates of wages which shall not be less than the fair minimum rate or rates of wages (prevailing wage), as established under West Virginia Code §§ 21-5A-1 et seq. Vendor shall

be responsible for ensuring compliance with prevailing wage requirements and determining when prevailing wage requirements are applicable.

21. **ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.
22. **MODIFICATIONS:** This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary, no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). No Change shall be implemented by the Vendor until such time as the Vendor receives an approved written change order from the Purchasing Division.
23. **WAIVER:** The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.
24. **SUBSEQUENT FORMS:** The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.
25. **ASSIGNMENT:** Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.
26. **WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.
27. **STATE EMPLOYEES:** State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.
28. **BANKRUPTCY:** In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

**29. CONFIDENTIALITY:** The Vendor agrees that it 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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

**30. DISCLOSURE:** Vendor's response to the Solicitation and the resulting Contract are considered public documents and will be disclosed to the public in accordance with the laws, rules, and policies governing the West Virginia Purchasing Division. Those laws include, but are not limited to, the Freedom of Information Act found in West Virginia Code §§ 29B-1-1 et seq. and the competitive bidding laws found West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq.

If a Vendor considers any part of its bid to be exempt from public disclosure, Vendor must so indicate by specifically identifying the exempt information, identifying the exemption that applies, providing a detailed justification for the exemption, segregating the exempt information from the general bid information, and submitting the exempt information as part of its bid but in a segregated and clearly identifiable format. Failure to comply with the foregoing requirements will result in public disclosure of the Vendor's bid without further notice. A Vendor's act of marking all or nearly all of its bid as exempt is not sufficient to avoid disclosure and WILL NOT BE HONORED. Vendor's act of marking a bid or any part thereof as "confidential" or "proprietary" is not sufficient to avoid disclosure and WILL NOT BE HONORED. A legend or other statement indicating that all or substantially all of the bid is exempt from disclosure is not sufficient to avoid disclosure and WILL NOT BE HONORED. Additionally, pricing or cost information will not be considered exempt from disclosure and requests to withhold publication of pricing or cost information WILL NOT BE HONORED.

Vendor will be required to defend any claimed exemption for nondisclosure in the event of an administrative or judicial challenge to the State's nondisclosure. Vendor must indemnify the State for any costs incurred related to any exemptions claimed by Vendor. Any questions regarding the applicability of the various public records laws should be addressed to your own legal counsel prior to bid submission.

**31. LICENSING:** In accordance with West Virginia Code of State Rules §148-1-6.1.7, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

**32. ANTITRUST:** In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

**33. VENDOR CERTIFICATIONS:** By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein. Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

**34. PURCHASING CARD ACCEPTANCE:** The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

**35. VENDOR RELATIONSHIP:** The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but

not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing. Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

- 36. INDEMNIFICATION:** The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.
- 37. PURCHASING AFFIDAVIT:** In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.
- 38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE:** This Contract may be utilized by and extends to other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). This Contract shall be extended to the aforementioned Other Government Entities on the same prices, terms, and conditions as those offered and agreed to in this Contract. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.
- 39. CONFLICT OF INTEREST:** Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.
- 40. REPORTS:** Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:
- Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

- Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at [purchasing.requisitions@wv.gov](mailto:purchasing.requisitions@wv.gov).

**41. BACKGROUND CHECK:** In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision.

The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

**42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS:** Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater.

For the purposes of this section, the cost is the value of the steel product as delivered to the project; or

- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

**43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL:** In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products.

This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

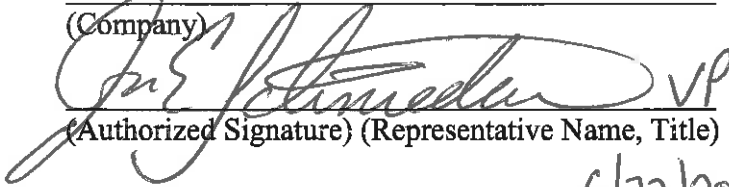


**CERTIFICATION AND SIGNATURE PAGE**

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.

COMPASS MINERALS AMERICA INC

(Company)

 VP  
(Authorized Signature) (Representative Name, Title)

913-344-9360

913-338-7945

6/22/2015

(Phone Number) (Fax Number) (Date)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ DOT150000107**

**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 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.

COMPASS MINERALS AMERICA INC

Company

Authorized Signature

Date

**NOTE:** This addendum acknowledgement should be submitted with the bid to expedite document processing.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Highways to establish an open-end contract for Sodium Chloride (Roadway Salt) for use in Snow Removal and Ice Control throughout the state of West Virginia, delivered by the Vendor to specific WVDOH locations.

This contract shall become effective upon award and extends until June 30, 2016; however, this contract may be renewed at the same price, terms and conditions of the original contract including any subsequent change orders upon the mutual written consent of the WVDOH and the Vendor(s), with approval of the Purchasing Division and the Attorney General's office limited to two successive one-year periods.

2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.

- 2.1 **“Contract Item”** or **“Contract Items”** means the list of items identified in Section 3.2.
- 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity and totals contained in wvOASIS or attached hereto as Exhibit A and Exhibit B, and used to evaluate the Solicitation.
- 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
- 2.4 **“WVDOH”** used throughout this Solicitation means the West Virginia Division of Highways.
- 2.5 **“ASTM”** used throughout this Solicitation means the American Society for Testing and Materials. Reference: [www.astm.org](http://www.astm.org).
- 2.6 **“Contractor”** or **“Vendor”** used throughout this Solicitation and in any cited sections of the West Virginia Department of Transportation, Division of Highways Standard Specifications, Roads and Bridges, adopted latest Standard Specs edition, as modified by all subsequent annual Supplemental Specifications, are interchangeable.
- 2.7 **“Standard Specs”** used throughout this Solicitation means the West Virginia Department of Transportation, Division of Highways Standard Specifications, Roads and Bridges, adopted latest Standard Specs edition, as modified by all subsequent annual Supplemental Specifications.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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**3. GENERAL REQUIREMENTS:**

- 3.1** The following sections of the Standard Specs 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, 109.20 and 308.5.

A complete hard copy of the Standard Specs may be obtained from:

West Virginia Division of Highways  
Contract Administration  
Building 5, Room 722  
1900 Kanawha Boulevard, East  
Charleston, West Virginia 25305  
(Phone) 304-558-2885

A complete electronic copy of the Standard Specs may be obtained by sourcing:  
<http://www.transportation.wv.gov/highways/Contractadmin/specifications/2010StandSpec/Pages/default.aspx>

**NOTE: The requirements of Standard Specs section 109.20, PRICE ADJUSTMENT FOR LOAD LIMIT VIOLATIONS, shall apply to all material supplied under this contract.**

- 3.2 Contract Items and Mandatory Requirements:** Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

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

**3.2.2 Sampling and Testing:** Upon award of this Contract, the Vendor shall provide the WVDOH with the proposed source of supply. Acceptance shall be based on suppliers' certification of quality and gradation. This information shall be directed to:

WVDOH, Materials Division  
190 Dry Branch Road  
Charleston, WV 25306  
Phone: 304-558-3175

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

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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**4. CONTRACT AWARD:**

**4.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price for Sodium Chloride for all WVDOH location sites. The Contract shall be awarded to the Vendor(s) that provides Sodium Chloride meeting the required specifications for those counties for which their bid is low.

**4.2 Pricing Pages:**

**4.2.1** Vendor should complete Pricing Pages, Exhibit A, by providing delivery unit prices for Sodium Chloride, per County. Vendors may bid any or all Counties on Pricing Pages, Exhibit A. Vendor shall submit one bid price for a specific County which shall include all of that County's storage sites at one unit price per County.

Pricing Pages, Exhibit A, contain a list of delivery locations, per County, per District with estimated usage quantities per Storage Site. Guarantee is per Section 6.2.

**NOTE:** An award for a County is based on the District where that County is located per the Pricing Page. Although the WV Turnpike services Counties that are located in a District, the WVDOH and the WV Turnpike do not necessarily service out of the same storage sites. Example: If a Vendor is low bid for District 1, Kanawha County, that does not guarantee that the Vendor will be low bid for WV Turnpike, Kanawha County.

**4.2.2** If the need should arrive for the WVDOH to pick-up Sodium Chloride from a Vendor's location(s), the Vendor should provide pickup unit prices by completing Pricing Page, Exhibit B. Vendor should provide the storage site location's 911 address or most recent physical address.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: [misty.m.delong@wv.gov](mailto:misty.m.delong@wv.gov).

**4.3** An information spreadsheet is attached providing WVDOH Storage Site information to the Vendors with on-site contact information and billing information. This spreadsheet may be updated by the WVDOH at any time during the term of this contract.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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**5. ORDERING AND PAYMENT:**

- 5.1 Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written forms of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.
- 5.2 Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia. The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract.

**6. DELIVERY, GUARANTEE AND RETURN:**

- 6.1 Delivery:** A Delivery Order will be issued to the awarded Vendor at the time delivery is needed. There is no typical or average order size.

When a Delivery Order is issued to an awarded Vendor, from October 1, 2015 through March 15, 2016, a delivery date of four (4) working days shall be established by the WVDOH and provided on the Delivery Order; however, the WVDOH shall have the option of accepting an alternative delivery schedule provided by the awarded Vendor which shall be established at the time of the Delivery Order.

An initial delivery must be made on the established delivery date and completely filled within ten (10) working days. The first day of the four (4) working days will be considered 12:01 AM, the morning (working day) following the issue of the Delivery Order.

When a Delivery Order is issued to an awarded Vendor, from March 16, 2016 through June 30, 2016, a delivery date of ten (10) working days shall be established by the WVDOH and provided on the Delivery Order; however, the WVDOH shall have the option of accepting an alternative delivery schedule provided by the awarded Vendor which shall be established at the time of the Delivery Order.

No Vendor is authorized to ship, nor is the WVDOH authorized to receive materials prior to the issuance of a Delivery Order.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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Original delivery tickets for each delivered load to the WVDOH storage sites must be signed and retained by a WVDOH representative at the delivery location.

- 6.2 Acceptance and Delivery Guarantee:** The WVDOH guarantees acceptance of 80% of the total estimated quantity awarded to a Vendor. The Vendor shall guarantee delivery, as requested by the WVDOH, of 120% of the total estimated quantity award to a Vendor. All guaranteed Delivery Orders shall be issued to the awarded Vendor no later than June 30, 2016. All guaranteed deliveries shall be completed prior to June 30, 2016 or an alternative delivery schedule agreed upon by the awarded Vendor and the WVDOH.

Conditions may dictate adjustment of the actual quantities delivered to specified locations which have been awarded to a Vendor.

EXAMPLE: The total estimated quantity on this Contract is 287,300 tons. If one Vendor is awarded 43,000 total tons, the WVDOH guarantees acceptance of 34,400 total tons (80%) while the same Vendor shall guarantee delivery of 51,600 total tons (120%). Acceptance and delivery tonnage shall be considered total tonnage to that Vendor, not per District, County and/or Storage Site.

- 6.3 Late or Inability to Delivery:** The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

If an initial delivery has not been received at the WVDOH site after five (5) working days from October 1, 2015 through March 15, 2016 and an alternative delivery schedule has not been established for this delivery, the WVDOH Central Office, reserves the right to cancel the Delivery Order and proceed to obtain the required quantity of Sodium Chloride from an alternative economical source.

At the discretion of the WVDOH, the first alternate economical source shall be the next low bidder, if that bidder has availability; or secondly, may obtain pricing on the Open Market.

The quantity, required to fulfill the canceled Delivery Order obtained through an alternate economical source, will be deducted from the awarded Vendor's 80% guaranteed minimum quantity.

If the alternate economical source chosen to fulfill this request is a Vendor which has also been awarded a Contract for other WVDOH storage sites, this quantity shall be included in that Vendor's 80% guaranteed minimum quantity.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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The WVDOH reserves the right to invoice the awarded Vendor the difference in cost from that Vendor's price and the alternative economical source's price. In addition to the difference in cost, the WVDOH may include, but not limited to, any additional transportation charges associated with this delivery to fulfill the need of the cancelled Delivery Order.

- 6.4 Delivery Payment/Risk of Loss:** Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.
- 6.5 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 6.6 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.
- 7. VENDOR PERFORMANCE:** Regarding the material requirement of Section 3.2.1 and the specific delivery requirements of Section 6.1, Section 6.2 and Section 6.3, but not limited to, the Vendors shall be fully aware that the WVDOH shall report all negative incidents of vendor performance to the WV Purchasing Division. The WVDOH shall report such incidents on a Vendor Performance Report which shall provide a tracking mechanism on the performance of the Vendor or of its product.

Vendor performance and product quality is crucial to the administration of this contract. When these factors do not meet expectations, the WVDOH shall work with the Vendor to make all efforts to resolve the problem. After all attempts have failed by the WVDOH to



**REQUEST FOR QUOTATION**  
**Sodium Chloride (Roadway Salt)**

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resolve the issues with the Vendor, the Vendor Performance Report will immediately be submitted to the WV Purchasing Division for assistance in resolving the problem.

Situations where the Vendor has breached contract or established a pattern of poor performance, the WV Purchasing Division may cancel the contract and/or suspend the Vendor from further participation in the competitive bid process.

In the event that the Vendor fails to honor any contractual terms or conditions, the WV Purchasing Division Director may suspend the vendor as having exhibiting a pattern of poor performance in fulfilling his or her contractual obligations to the state. Poor performance includes, but is not limited to, a Vendor providing or furnishing commodities, materials or services late, or at a quantity or quality level below that which is specified in the contract.

**8. VENDOR DEFAULT:**

**8.1** The following shall be considered a vendor default under this Contract.

**8.1.1** Failure to provide Contract Items in accordance with the requirements contained herein.

**8.1.2** Failure to comply with other specifications and requirements contained herein.

**8.1.3** Failure to comply with any laws, rules and ordinances applicable to the contract Services provided under this Contract.

**8.1.4** Failure to remedy deficient performance upon request.

**8.2** The following remedies shall be available to Agency upon default.

**8.2.1** Immediate cancellation of the Contract.

**8.2.2** Immediate cancellation of one or more release orders issued under this Contract.

**8.2.3** Any other remedies available in law or equity.

REQUEST FOR QUOTATION  
Sodium Chloride (Roadway Salt)

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**9. MISCELLANEOUS:**

- 9.1 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.
- 9.2 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.
- 9.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items leased/rented, quantities of items leased/rented and total dollar value of the items leased/rented. Vendor shall also provide reports, upon request, showing the items leased/rented during the term of this Contract, the quantity leased/rented for each of those items and the total value of lease/rental for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 9.4 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: MONICA LLOYD  
Telephone Number: 913 344 9360  
Fax Number: 913 338 7945  
Email Address: LLLOYD.M@COMPASSMINERALS.COM



# State of West Virginia



## Certificate

*I, Natalie E. Tennant, Secretary of State of the  
State of West Virginia, hereby certify that*

an Amended Certificate of Authority of

**NORTH AMERICAN SALT COMPANY**

was filed in my office as required by the provisions of the West Virginia Code and was found to conform to law.

Therefore I issue this

### **CERTIFICATE OF AMENDMENT TO THE CERTIFICATE OF AUTHORITY**

changing the name of the corporation to

**COMPASS MINERALS AMERICA INC.**



*Given under my hand and the  
Great Seal of the State of  
West Virginia on this day of  
August 22, 2014*

*Natalie E. Tennant*

*Secretary of State*

**WEST VIRGINIA  
STATE TAX DEPARTMENT  
BUSINESS REGISTRATION  
CERTIFICATE**

ISSUED TO:  
**COMPASS MINERALS AMERICA INC.  
9900 W 109TH ST 100  
OVERLAND PARK, KS 66210-1436**

**BUSINESS REGISTRATION ACCOUNT NUMBER: 1030-3855**

This certificate is issued on: **09/17/2014**

*This certificate is issued by  
the West Virginia State Tax Commissioner  
in accordance with Chapter 11, Article 12, of the West Virginia Code*

*The person or organization identified on this certificate is registered  
to conduct business in the State of West Virginia at the location above.*

**This certificate is not transferrable and must be displayed at the location for which issued**

**This certificate shall be permanent until cessation of the business for which the certificate of registration was granted or until it is suspended, revoked or cancelled by the Tax Commissioner.**

**Change in name or change of location shall be considered a cessation of the business and a new certificate shall be required.**

**TRAVELING/STREET VENDORS: Must carry a copy of this certificate in every vehicle operated by them.  
CONTRACTORS, DRILLING OPERATORS, TIMBER/LOGGING OPERATIONS: Must have a copy of  
this certificate displayed at every job site within West Virginia.**

**ACTION BY WRITTEN CONSENT OF THE BOARD OF DIRECTORS  
OF  
COMPASS MINERALS AMERICA INC.**

As of March 26<sup>th</sup>, 2015

The undersigned, being the sole member of the Board of Directors of Compass Minerals America Inc., 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 other deicing products, and to sign 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:

Francis J. Malecha	President and Chief Executive Officer
Matthew J. Foulston	Chief Financial Officer and Secretary
Robert Miller	Senior Vice President, Salt
Jon Schnieders	Vice President, Sales, Bulk Road Deicing
Patrick Heenan	Director of Rock Salt and Chemical Sales
Sean Lierz	Senior Highway Sales Manager
Lisa Pruitt	Highway Sales Support Manager
Deanna Pinkham	Business Director, Specialty Products
Steve LaLiberte	Sales Manager Minnesota & Wisconsin
Matt Beyers	Regional Manager Eastern Sales
Kyle Brown	Western Region Sales Manager
Monica Lloyd	Highway Sales Manager
Douglas Dyer	Senior Highway Sales Manager
Nicholas McLean	Sales Manager, Midwest US Sales

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:



Matthew J. Foulston

Sole Director of Compass Minerals America Inc.

## Request for Taxpayer Identification Number and Certification

**Give Form to the  
 requester. Do not  
 send to the IRS.**

Print or type See Specific Instructions on page 2.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>Compass Minerals America Inc.</b>	
	2 Business name/disregarded entity name, if different from above	
	3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶ _____	
	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i>	
	5 Address (number, street, and apt. or suite no.) <b>9900 West 109th St., Suite 100</b>	Requester's name and address (optional)
	6 City, state, and ZIP code <b>Overland Park, KS 66210</b>	
	7 List account number(s) here (optional)	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number																					
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4	8	-	1	0	4	7	6	3	2												

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶ <u>2/3/15</u>
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**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/fw9](http://www.irs.gov/fw9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.*
- By signing the filled-out form, you:
- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
  - Certify that you are not subject to backup withholding, or
  - Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
  - Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.



# Product Data Sheet



9900 West 109<sup>th</sup> Street – Suite 100  
Overland Park, Kansas 66210  
Phone 800-755-7258 Fax 800-359-7258

## 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 (99.7% Confidence)

U.S.S Mesh	Tyler Mesh	Open. (In.)	Ret. %	Range %	Cum. %	Range %
3/4		0.742	0.0	0 – 1	100.0	99 – 100
1/2		0.500	0.3	0 – 2	99.7	98 – 100
3/8	0.375	0.375	5.2	0 – 13	94.5	85 – 100
4	4	0.1870	32.2	1 – 63	62.3	26 – 99
8	8	0.0937	33.9	19 – 49	28.4	0 – 65
16	14	0.0464	16.9	0 – 35	11.6	0 – 32
30	28	0.0234	6.6	0 – 19	4.9	0 – 13
Pan	Pan		4.9	0 – 15		

Average Particle Size 0.162 inches (5.11 mesh)

### PHYSICAL PROPERTIES

Bulk Density 72 lbs/cubic foot

Chemical Analysis (99.7% Confidence)		Typical	Range
Sodium Chloride	NaCl (%)	98.53	97.59 - 99.47
Calcium Sulfate	CaSO <sub>4</sub> (%)	1.16	0.10 - 2.21
Calcium Chloride	CaCl <sub>2</sub> (%)	0.07	0.00 - 0.41
Magnesium Chloride	MgCl <sub>2</sub> (%)	0.00	0.00 - 0.02
Moisture	H <sub>2</sub> O (%)	0.05	0.00 - 0.13
Water Insolubles	(%)	0.15	0.00 - 0.85

### METHOD OF ANALYSIS

American Society for Testing and Materials Procedures D632-94 and E524-91. All other testing is from Compass Minerals' internal quality control procedures, which are available upon request.

Product Description and Codes	UPC code	Product Code
Bulk		7608

### ADMIXTURE

Yellow Prussiate of Soda (YPS) added - If requested by customer

# Product Data Sheet



9900 West 109<sup>th</sup> Street – Suite 100  
Overland Park, Kansas 66210  
Phone 800-755-7258 Fax 800-359-7258

## DE-ICING ROCK SALT

### PRODUCTION LOCATION

Goderich, Ontario

### PRODUCT DESCRIPTION

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

### TYPICAL SCREEN ANALYSIS

Retained and Cumulative (99.7% Confidence)

Tyler Mesh	USS Mesh	Open. (mm)	Pass %	Range %	Ret. %	Range %
0.500	0.500	12.7	99.9	99-100	0.1	0-1
0.371	3/8	9.5	94.5	88-100	5.3	0-11
4	4	4.75	68.9	49-89	25.7	11-41
8	8	2.36	39.0	17-61	29.9	23-37
14	16	1.18	19.9	5-35	19.2	10-28
		0.630	10.5	1-20	9.3	3-15
28	30	0.60	9.3	3-16	1.2	0-7
Pan	Pan				9.3	3-16

Average Particle Size 3.24 millimeters (6.53 mesh)

### ADMIXTURE

Yellow prussiate of soda (YPS) added - If requested by customer

Chemical Analysis (99.7% Confidence)			Typical	Range
Sodium Chloride	NaCl	(%)	97.52	95.6 - 99.5
Calcium Sulphate	CaSO <sub>4</sub>	(%)	1.67	0.12 - 3.22
Magnesium Chloride	MgCl <sub>2</sub>	(%)	0.03	0.01 - 0.04
Moisture		(%)	0.07	0.00 - 0.20
Water Insolubles		(%)	0.77	0.11 - 1.44
Calcium	Ca	ppm	4908	351 - 9464
Magnesium	Mg	ppm	67	35 - 99
Sulphate	SO <sub>4</sub>	ppm	11785	844 - 22727

### METHOD OF ANALYSIS

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

Product Description and Codes	UPC code	Product Code
Bulk		6615

### PHYSICAL PROPERTIES

Bulk Density 1220 kg/m<sup>3</sup> (76 lbs/ft<sup>3</sup>)

# Product Data Sheet



Highway Bulk Sales  
 6700 Century Avenue – Suite 202  
 Mississauga, Ontario L5N 6A4  
 800-268-2420 ☐ Fax 888-655-8888

## CHILEAN DEICING SALT

### PRODUCTION LOCATION

Iquique, Chile

### PRODUCT DESCRIPTION

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

### TYPICAL SCREEN ANALYSIS

U.S.S Mesh	Tyler Mesh	Opn. (mm)	Passing %	Range %
½	½	12.5	100.0	95 – 100
¾	¾	9.5	96.0	95 – 100
4	4	4.76	63.5	20 – 90
8	8	2.36	37.9	10 – 60
30	28	0.63	9.9	0 – 12

Average Particle Size 3.49 mm (6.1mesh)

Chemical Analysis		Typical	Range
Sodium Chloride	NaCl (%)	99.1	97 – 100
Calcium Sulfate	CaSO <sub>4</sub> (%)	0.2	0.8 – 3.6
Moisture	(%)	0.3	0.0 – 0.5
Water Insolubles	(%)	0.3	0.0 – 0.6

### ADMIXTURE

Sodium ferrocyanide (YPS) added as an anti-caking agent

### METHOD OF ANALYSIS

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

Product Description and Codes	UPC code	Product Code
Bulk		6615I

### PHYSICAL PROPERTIES

Typical Bulk Density 1220 kg/m<sup>3</sup> (76 lbs/ft<sup>3</sup>)



# SAFETY DATA SHEET

## 1. Product and Company Identification

<b>Product identifier</b>	<b>Sodium Chloride, Sifto Sodium Chloride, Industrial General</b>
<b>Other means of identification</b>	Not available
<b>Recommended use</b>	De-icer. General industrial and water softening/conditioning purposes. Animal Nutrition.
<b>Recommended restrictions</b>	None known.
<b>Manufacturer</b>	Compass Minerals International 9900 West 109th Street, Suite 100 Overland Park, KS 66210 US Phone 913-344-9200 Emergency US CHEMTREC 1-800-424-9300 Emergency Canada CANUTEC 1-800-996-6666
<b>CHEMTREC</b>	1-800-424-9300
<b>CANUTEC</b>	1-800-996-6666

## 2. Hazards Identification

<b>Physical hazards</b>	Not classified.
<b>Health hazards</b>	Not classified.
<b>Environmental hazards</b>	Not classified.
<b>OSHA defined hazards</b>	Not classified.
<b>Label elements</b>	
<b>Hazard symbol</b>	None.
<b>Signal word</b>	None.
<b>Hazard statement</b>	The product and/or mixture does not meet the criteria for classification.
<b>Precautionary statement</b>	
<b>Prevention</b>	Observe good industrial hygiene practices.
<b>Response</b>	Wash hands after handling.
<b>Storage</b>	Store away from incompatible materials, i.e. strong oxidizing agents (see Section 10)
<b>Disposal</b>	Dispose of waste and residues in accordance with local authority requirements.
<b>Hazard(s) not otherwise classified (HNOC)</b>	None known.
<b>Supplemental information</b>	Not applicable.

## 3. Composition/Information on ingredients

### Salt and/or Salt Mixtures

**Composition comments** The criteria for listing components in this section are: Carcinogens, Respiratory Sensitizers, Mutagens, Teratogens and Reproductive toxins are listed when present at 0.1% or greater; components which are otherwise hazardous according to WHMIS/OSHA are listed when present at 1.0% or greater. Non hazardous components are not listed. The products pertaining to this SDS have various proportions of components which do not meet the listing criteria.

## 4. First Aid Measures

<b>Inhalation</b>	Avoid breathing dust. If breathing is difficult, remove to fresh air and keep at rest in a position comfortable for breathing. Call a physician if symptoms develop or persist.
<b>Skin contact</b>	Rinse skin with water/shower. Get medical attention if irritation develops and persists.
<b>Eye contact</b>	Rinse with water. Get medical attention if irritation develops and persists.
<b>Ingestion</b>	Rinse mouth. If ingestion of a large amount does occur, seek medical attention.
<b>Most important symptoms/effects, acute and delayed</b>	Direct contact with eyes may cause temporary irritation.
<b>Indication of immediate medical attention and special treatment needed</b>	Treat symptomatically.

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## 5. Fire Fighting Measures

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<b>Suitable extinguishing media</b>	Salt and salt mixtures are non-combustible.
<b>Unsuitable extinguishing media</b>	Not applicable.
<b>Specific hazards arising from the chemical</b>	During fire, gases hazardous to health may be formed.
<b>Special protective equipment and precautions for firefighters</b>	Use appropriate firefighting PPE as a general precaution.
<b>Fire-fighting equipment/instructions</b>	Salt is not combustible and is thus not the material of concern for firefighting equipment or methods.
<b>Specific methods</b>	In the event of a fire, equipment and methods that are consistent with the combusting material should be utilized.
<b>General fire hazards</b>	No unusual fire or explosion hazards noted.
<b>Hazardous combustion products</b>	Chlorine. Hydrogen chloride. Oxides of sodium.
<b>Explosion data</b>	
<b>Sensitivity to mechanical impact</b>	Not available.
<b>Sensitivity to static discharge</b>	Not available.

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## 6. Accidental Release Measures

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<b>Personal precautions, protective equipment and emergency procedures</b>	Restrict area to facilitate clean up.
<b>Methods and materials for containment and cleaning up</b>	Stop the flow of material, if this is without risk. Prevent direct entry into waterways and sewers. Following product recovery, flush area with water if necessary. For waste disposal, see section 13 of the SDS.
<b>Environmental precautions</b>	Avoid direct release into waterways and sewers.

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## 7. Handling and Storage

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<b>Precautions for safe handling</b>	Use care in handling/storage. Avoid breathing dust.
<b>Conditions for safe storage, including any incompatibilities</b>	Store in original tightly closed container. Store away from incompatible materials, i.e. strong oxidizing agents (see Section 10)

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## 8. Exposure Controls/Personal Protection

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<b>Occupational exposure limits</b>	No exposure limits noted for ingredient(s).
<b>Biological limit values</b>	No biological exposure limits noted for the ingredient(s).
<b>Appropriate engineering controls</b>	<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.</p>
<b>Individual protection measures, such as personal protective equipment</b>	
<b>Eye/face protection</b>	Safety glasses if eye contact is possible.
<b>Skin protection</b>	
<b>Hand protection</b>	If there is constant skin contact, rubber gloves are recommended.
<b>Other</b>	Wear suitable protective clothing.
<b>Respiratory protection</b>	No personal respiratory protective equipment normally required.
<b>Thermal hazards</b>	Not applicable.
<b>General hygiene considerations</b>	Always observe good personal hygiene measures, such as washing after handling the material and before eating, drinking, and/or smoking. Routinely wash work clothing and protective equipment.

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## 9. Physical and Chemical Properties

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<b>Appearance</b>	Crystalline.
<b>Physical state</b>	Solid.
<b>Form</b>	Solid.
<b>Color</b>	Varies
<b>Odor</b>	Odorless
<b>Odor threshold</b>	Not applicable
<b>pH</b>	6 - 8 (Neutral)
<b>Melting point/freezing point</b>	Not applicable
<b>Initial boiling point and boiling range</b>	Not applicable
<b>Pour point</b>	Not applicable
<b>Specific gravity</b>	Not applicable
<b>Partition coefficient (n-octanol/water)</b>	Not applicable
<b>Flash point</b>	Not applicable
<b>Evaporation rate</b>	Not applicable
<b>Flammability (solid, gas)</b>	Not applicable.
<b>Upper/lower flammability or explosive limits</b>	
<b>Flammability limit - lower (%)</b>	Not applicable
<b>Flammability limit - upper (%)</b>	Not applicable
<b>Explosive limit - lower (%)</b>	Not applicable
<b>Explosive limit - upper (%)</b>	Not applicable
<b>Vapor pressure</b>	Not applicable
<b>Vapor density</b>	Not applicable
<b>Relative density</b>	Not applicable
<b>Solubility(ies)</b>	Not available.
<b>Auto-ignition temperature</b>	Not applicable
<b>Decomposition temperature</b>	Not applicable
<b>Viscosity</b>	Not applicable

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## 10. Stability and Reactivity

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<b>Reactivity</b>	None known.
<b>Possibility of hazardous reactions</b>	No dangerous reaction known under conditions of normal use.
<b>Chemical stability</b>	Material is stable under normal conditions.
<b>Conditions to avoid</b>	Contact with incompatible materials, i.e strong oxidizing agents.
<b>Incompatible materials</b>	Strong oxidizing agents.
<b>Hazardous decomposition products</b>	Chlorine gas. Hydrogen chloride. Oxides of sodium.

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## 11. Toxicological Information

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<b>Information on likely routes of exposure</b>	
<b>Ingestion</b>	Expected to be a low ingestion hazard.
<b>Inhalation</b>	No adverse effects due to inhalation are expected.
<b>Skin contact</b>	No adverse effects due to skin contact are expected.
<b>Eye contact</b>	Direct contact with eyes may cause temporary irritation.
<b>Symptoms related to the physical, chemical and toxicological characteristics</b>	Direct contact with eyes may cause temporary irritation.
<b>Information on toxicological effects</b>	
<b>Acute toxicity</b>	Not classified.
<b>Skin corrosion/irritation</b>	Prolonged skin contact may cause temporary irritation.

<b>Exposure minutes</b>	Not available.
<b>Erythema value</b>	Not available.
<b>Oedema value</b>	Not available.
<b>Serious eye damage/eye irritation</b>	Direct contact with eyes may cause temporary irritation.
<b>Corneal opacity value</b>	Not available.
<b>Iris lesion value</b>	Not available.
<b>Conjunctival reddening value</b>	Not available.
<b>Conjunctival oedema value</b>	Not available.
<b>Recover days</b>	Not available.
<b>Respiratory or skin sensitization</b>	
<b>Respiratory sensitization</b>	Not available.
<b>Skin sensitization</b>	This product is not expected to cause skin sensitization.
<b>Germ cell mutagenicity</b>	No data available to indicate product or any components present at greater than 0.1% are mutagenic or genotoxic.
<b>Mutagenicity</b>	No data available to indicate product or any components present at greater than 0.1% are mutagenic or genotoxic.
<b>Carcinogenicity</b>	This product is not considered to be a carcinogen by IARC, ACGIH, NTP, or OSHA.
<b>Reproductive toxicity</b>	This product is not expected to cause reproductive or developmental effects.
<b>Teratogenicity</b>	Not classified.
<b>Specific target organ toxicity - single exposure</b>	Not classified.
<b>Specific target organ toxicity - repeated exposure</b>	Not classified.
<b>Aspiration hazard</b>	Not classified.
<b>Chronic effects</b>	Not classified.
<b>Further information</b>	This product has no known adverse effect on human health.
<b>Name of Toxicologically Synergistic Products</b>	Not available.

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## 12. Ecological Information

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<b>Ecotoxicity</b>	The product is not classified as environmentally hazardous. However, this does not exclude the possibility that large or frequent spills can have a harmful or damaging effect on the environment.
<b>Persistence and degradability</b>	No data is available on the degradability of this product.
<b>Bioaccumulative potential</b>	No data available.
<b>Mobility in soil</b>	No data available.
<b>Mobility in general</b>	Not available.
<b>Other adverse effects</b>	No other adverse environmental effects (e.g. ozone depletion, photochemical ozone creation potential, endocrine disruption, global warming potential) are expected from this component.

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## 13. Disposal Considerations

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<b>Disposal instructions</b>	Collect and reclaim or dispose in sealed containers in accordance with applicable regulations.
<b>Local disposal regulations</b>	Dispose in accordance with all applicable regulations.
<b>Hazardous waste code</b>	The waste code should be assigned in discussion between the user, the producer and the waste disposal company.
<b>Waste from residues / unused products</b>	Dispose of in accordance with local regulations. Empty containers or liners may retain some product residues. This material and its container must be disposed of in a safe manner (see: Disposal instructions).
<b>Contaminated packaging</b>	Empty containers should be taken to an approved waste handling site for recycling or disposal. Since emptied containers may retain product residue, follow label warnings even after container is emptied.

---

## 14. Transport Information

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<b>U.S. Department of Transportation (DOT)</b>	Not regulated as dangerous goods.
<b>Transportation of Dangerous Goods (TDG - Canada)</b>	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 SDS contains all the information required by the Controlled Products Regulations.

**WHMIS status** Not Controlled

**US federal regulations**

**TSCA Section 12(b) Export Notification (40 CFR 707, Subpt. D)**

Not regulated.

**CERCLA Hazardous Substance List (40 CFR 302.4)**

Not listed.

**Clean Air Act (CAA) Section 112(r) Accidental Release Prevention (40 CFR 68.130)**

Not regulated.

**Clean Air Act (CAA) Section 112 Hazardous Air Pollutants (HAPs) List**

Not regulated.

**Superfund Amendments and Reauthorization Act of 1986 (SARA)**

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

**SARA 302 Extremely hazardous substance** No

**SARA 311/312 Hazardous chemical** No

**SARA 313 (TRI reporting)**  
 Not regulated.

**Other federal regulations**

**Safe Drinking Water Act (SDWA)** Not regulated.

**Food and Drug Administration (FDA)** Not regulated.

**US state regulations**

California Safe Drinking Water and Toxic Enforcement Act of 1986 (Proposition 65): This material is not known to contain any chemicals currently listed as carcinogens or reproductive toxins.

**US - California Proposition 65 - Carcinogens & Reproductive Toxicity (CRT): Listed substance**

Not listed.

**US. Massachusetts RTK - Substance List**

Not regulated.

**US. Pennsylvania RTK - Hazardous Substances**

Not regulated.

**US. Rhode Island RTK**

Not regulated.

**Inventory status**

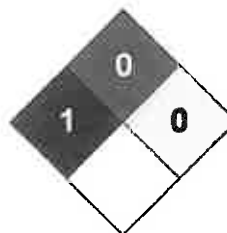
Country(s) or region	Inventory name	On inventory (yes/no)*
Canada	Domestic Substances List (DSL)	Yes
Canada	Non-Domestic Substances List (NDSL)	No
United States & Puerto Rico	Toxic Substances Control Act (TSCA) Inventory	Yes

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

## 16. Other information

LEGEND	
Severe	4
Serious	3
Moderate	2
Slight	1
Minimal	0

HEALTH	/ 1
FLAMMABILITY	0
PHYSICAL HAZARD	0
PERSONAL PROTECTION	X





**Disclaimer**

The information in the sheet was written based on the best knowledge and experience currently available. 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**

11-August-2014

**Effective date**

01-August-2014

**Expiry date**

01-August-2017

**Further information**

Not available.

**Prepared by**

Dell Tech Laboratories, Ltd. Phone: (519) 858-5021

**Other information**

This Safety Data Sheet was prepared to comply with the current OSHA Hazard Communication Standard (HCS) adoption of the Globally Harmonized System of Classification and Labeling of Chemicals (GHS).

This SDS conforms to the ANSI Z400.1/Z129.1-2010 Standard.



## CREDIT INFORMATION

<b>FIRM NAME:</b>	Compass Minerals America Inc.	<b>PHONE:</b>	(913) 344-9100
<b>PRINCIPAL ADDRESS:</b>	9900 W. 109 <sup>th</sup> St., Suite 100 Overland Park, Kansas 66210	<b>FEDERAL ID CODE:</b>	48-1047632
<b>MAILING ADDRESS:</b>	Same	<b>DATE INCORPORATED:</b>	01/21/88
<b>OTHER LOCATIONS:</b>	Chicago, Illinois; Kenosha, WI; Ogden, Utah; Lyons, Kansas; Cote Blanche, LA	<b>DATE STARTED:</b>	1917
		<b>TYPE OF BUSINESS:</b>	Manufacturing

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### **OFFICERS:**

Francis J. Malecha	President and CEO
Robert Miller	Senior Vice President, Salt
Jack C. Leunig	Senior Vice President, Operations
Matthew J. Foulston	Chief Financial Officer and Secretary
Steven Berger	Senior Vice President, Corporate Services
David Goadby	Senior Vice President, Strategy
Dennis Bergeson	Vice President, Manufacturing
Robert Harper	Vice President, Sales, Consumer & Industrial
Timothy R. Mertz	Vice President, Tax & Assistant Secretary
Jon Schnieders	Vice President, Sales, Bulk Road Deicing
James Standen	Treasurer
Carol E. Wood	Vice President, Risk Management and Financial Planning
Shelly Whiting	Interim Vice President & Group Controller

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### **TRADE REFERENCES:**

Sonoco-Hutchinson LLC 100 N. Halstead Hutchinson, KS 67501 (843) 383-7175 (843) 339-6184 (fax)	Graphics Packaging International, Inc. 1500 Riveredge Parkway, Suite 100 Atlanta, GA 30328 (770) 644-2969 (fax) E-mail request: <a href="mailto:credit@graphicpkg.com">credit@graphicpkg.com</a>
Prince Agri Products Contact: Kathy Irvin 229 Radio Road Quincy, IL 62305 (217) 592-1332 (217) 223-2808 (fax)	Salerno Plastics Corp 14 Gus Lapham Lane Plattsburgh, NY 12901 (518) 563-3636 (450) 692-3506 (fax)

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### **BANK REFERENCES:**

JP Morgan Chase One Chase Plaza, 7 <sup>th</sup> Floor New York, NY 10005	Account No.: 910-2-637635 Contact: Credit Reference Group Tel: (817) 399-7201 Fax: (817) 345-3794 or 3795
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### **RESALE / EXEMPTION STATUS:**

Exemption certificates provided upon request for items which are incorporated as an ingredient or component part of other tangible personal property to be produced for ultimate sale at retail by manufacturing, processing or fabricating.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: DOT1500000107**

**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.

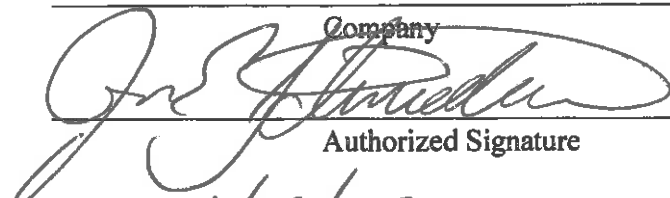
**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input 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.

**COMPASS MINERALS AMERICA INC.**

\_\_\_\_\_  
Company  
  
\_\_\_\_\_  
Authorized Signature  
6/22/15  
\_\_\_\_\_  
Date

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

**SOLICITATION NUMBER: CRFQ DOT1500000107**

**Addendum Number: 1**

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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. Attach technical questions and answers.

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.

# ATTACHMENT A

## **CRFQ DOT1500000107 – Technical Questions and Answers**

**1. Will this be a public bid opening?**

- a. Yes, the bid opening is public, time and location information is provided in the Instructions to bidders. Attendance is not required.

**2. If vendors have the option to submit a paper bid or online bid, how will the results be ready at the opening?**

- a. The Buyer in charge of bid opening that day will read all of the paper bids. Then they will display their computer screen on a projector and read all online bids submitted.

**3. If the opening is public and a vendor does not attend, when will the results be available?**

- a. Bid results are available on the Purchasing Division website, usually within 24 hours of the bid opening.

**4. If the opening is not public, when will results be available?**

- a. Bid opening is public, see question 3.

**5. If a bid arrived in the office, will you let us know that the bid arrived?**

- a. Paper bids – Paper bids are held in a secure location until the bid opening. Since they are not opened until the public bid opening, we are unable to confirm what has arrived.  
Online bids – when you submit an online bid, please confirm that the status of the bid is final. Vendors are able to confirm that a bid was submitted through the Vendor Self Service portal. The purchasing division can't see if bids have been submitted until after the bid due date and time.

Please note that it is the vendor's responsibility to ensure the bid has made it to the Purchasing Division prior to the bid due date and time. Late bids are not accepted.

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: COMPASS MINERALS AMERICA INC. Signed: \_\_\_\_\_

Date: \_\_\_\_\_ Title: \_\_\_\_\_

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 § 23-2c-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: COMPASS MINERALS AMERICA INC

Authorized Signature: [Signature] Date: 6/22/15

State of KANSAS

County of JOHNSON, to-wit:

Taken, subscribed, and sworn to before me this 22<sup>ND</sup> day of JUNE, 2015.

My Commission expires NOVEMBER 1<sup>ST</sup>, 2015.

**AFFIX SEAL HERE**

**NOTARY PUBLIC**

[Signature]

*Purchasing Affidavit (Revised 07/01/2012)*

