

PROFESSIONAL SERVICES CONTRACT

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This Contract ("this Contract"), entered into by and between Indiana Department of Administration (the "State") and CARGILL INCORPORATED (the "Contractor"), is executed pursuant to the terms and conditions set forth herein. In consideration of those mutual undertakings and covenants, the parties agree as follows:

1. Duties of Contractor.

The Indiana Department of Administration on behalf of All State Entities here in referred to as ("State") is establishing a quantity purchase agreement (QPA) for Road Salt. The Contractor shall provide these services and commodities necessary to the State as set forth in BID #ASA-19-086, the Contractor's response, and clarifications, attached hereto in specific exhibits and made a part of this Contract herein by reference. The following contract exhibits are hereby included in this Contract and incorporated herein by reference as follows:

- Exhibit A – List of Awarded Entities & Pricing
- Exhibit B – INDOT & Other State Agencies Specifications
- Exhibit C – Local Governmental Entities Specifications
- Exhibit D – Performance Metrics and Corrective Actions
- Exhibit E – BID #ASA-19-086 Documentation

The duties of the Contractor are set forth, attached hereto, and fully incorporated herein:

A. Participating Entities

The participating entities on the QPA are attached hereto as **Exhibit A – List of Awarded Entities & Pricing**. Additional State Agencies and Local Entities that are not listed on **Exhibit A** may purchase from the awarded Contractor the commodities and services listed for the INDOT district in which they are located at that district's QPA price upon mutual agreement between both parties. Additional State Agencies and Local Entities that are not listed on **Exhibit A** are bound to all contract terms, including minimum and maximum percent purchase amount (80% - 120%).

B. Scope of Work, Specifications, Delivery Requirements

Road salt scope of work (including but not limited to: specifications, delivery requirements, invoicing, etc.) are delineated in **Exhibit B – INDOT & Other State Agencies Specifications** and **Exhibit C – Local Governmental Entities Specifications**.

C. Pre-Season Meeting

The Contractor shall attend pre-season meetings with all awarded INDOT Districts, including site visits if INDOT deems it necessary. IDOA and INDOT Central Office shall be included in these meetings, at their discretion, and shall determine the timeframe and date(s) that each meeting should be completed by. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

D. Bi-Weekly Calls

The Contractor shall participate in a bi-weekly call with IDOA, INDOT Central Office, and the awarded district(s). If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

E. Reporting

The Contractor shall provide IDOA with the reports listed below as well as any reports requested by the State on an ad hoc basis. All reports shall be submitted in a Microsoft

Excel template provided by IDOA at the start of the contract term. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

- a. **Weekly Depot Salt Levels Report:** The Contractor shall submit to IDOA, INDOT Central Office, and INDOT District Contact a weekly salt levels report for each awarded district, listed in **Exhibit A – List of Awarded Entities & Pricing**. Reports shall include, at a minimum:
 - List of depots in each awarded district (broken up by district) with location
 - Current salt quantity levels
- b. **Bi-Weekly Sales Report:** The Contractor shall submit to IDOA a bi-weekly sales report for INDOT, State Agencies, and other Local Governmental Entities, three business days after the end of the reporting period. Reports shall include, at a minimum:
 - Entity Name
 - INDOT District
 - Salt Type
 - Tons Committed
 - Total Tons Ordered within Reporting Period
 - Last Order Date Within Reporting Period
 - Tons Ordered To Date
 - Tons Remaining (80%)
 - Tons Remaining (120%)
- c. **Penalty/Rejection Report:** The Contractor shall submit to IDOA a monthly report that documents any penalties assessed or orders rejected by INDOT, State Agencies, or Local Governmental Entities. The report shall include, at a minimum:
 - Entity Name
 - Order Date
 - Order Dollar Amount
 - Order Tonnage Amount
 - Penalty Amount
 - Reason for Penalty
 - Rejected: Y/N
- d. **Delivery Report:** The Contractor shall submit to IDOA a monthly report that documents road salt deliveries to entities listed within **Exhibit A**. The report shall include, at a minimum:
 - Entity Name
 - Invoice/Order Number
 - Order Date
 - Delivery Date
 - Expected Delivery Date
 - Days Overdue

F. Performance Metrics

Performance Metrics are delineated in **Exhibit D – Performance Metrics and Corrective Actions**.

G. Timely Responses to Inquiry

The Contractor shall respond to comments, questions, or meeting requests from the State or any Requesting Entity within one (1) business day. For all unresolved questions older than two (2) business days, the Contractor shall contact the questioner and provide an estimated date of when the answer will be communicated. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

2. Consideration.

Total Remuneration under this Contract shall not exceed \$15,298,356.30. The Contractor agrees that all prices include delivery, shipping, service and administrative costs required to provide delivery to all State locations unless specifically approved, in writing, by the State.

3. Term. This Contract shall be effective for a period of one year. It shall commence on August 01, 2019 and shall remain in effect through July 31, 2020.

4. Access to Records. The Contractor and its subcontractors, if any, shall maintain all books, documents, papers, accounting records, and other evidence pertaining to all costs incurred under this Contract. They shall make such materials available at their respective offices at all reasonable times during this Contract, and for three (3) years from the date of final payment under this Contract, for inspection by the State or its authorized designees. Copies shall be furnished at no cost to the State if requested.

5. Assignment; Successors.

A. The Contractor binds its successors and assignees to all the terms and conditions of this Contract. The Contractor may assign its right to receive payments to such third parties as the Contractor may desire without the prior written consent of the State, provided that the Contractor gives written notice (including evidence of such assignment) to the State thirty (30) days in advance of any payment so assigned. The assignment shall cover all unpaid amounts under this Contract and shall not be made to more than one party.

B. The Contractor shall not assign or subcontract the whole or any part of this Contract without the State's prior written consent. Additionally, the Contractor shall provide prompt written notice to the State of any change in the Contractor's legal name or legal status so that the changes may be documented and payments to the successor entity may be made.

6. Assignment of Antitrust Claims. As part of the consideration for the award of this Contract, the Contractor assigns to the State all right, title and interest in and to any claims the Contractor now has, or may acquire, under state or federal antitrust laws relating to the products or services which are the subject of this Contract.

7. Audits. The Contractor acknowledges that it may be required to submit to an audit of funds paid through this Contract. Any such audit shall be conducted in accordance with IC § 5-11-1, *et seq.*, and audit guidelines specified by the State.

The State considers the Contractor to be a "Contractor" under 2 C.F.R. 200.330 for purposes of this Contract. However, if it is determined that the Contractor is a "subrecipient" and if required by applicable provisions of 2 C.F.R. 200 (Uniform Administrative Requirements, Cost Principles, and Audit Requirements), Contractor shall arrange for a financial and compliance audit, which complies with 2 C.F.R. 200.500 *et seq.*

8. Authority to Bind Contractor. The signatory for the Contractor represents that he/she has been duly authorized to execute this Contract on behalf of the Contractor and has obtained all necessary or applicable approvals to make this Contract fully binding upon the Contractor when his/her signature is affixed, and accepted by the State.

9. Changes in Work. The Contractor shall not commence any additional work or change the scope of the work until authorized in writing by the State. The Contractor shall make no claim for additional compensation in the absence of a prior written approval and amendment executed by all signatories hereto. This Contract may only be amended, supplemented or modified by a written document executed in the same manner as this Contract.

10. Compliance with Laws.

A. The Contractor shall comply with all applicable federal, state, and local laws, rules, regulations, and ordinances, and all provisions required thereby to be included herein are hereby incorporated by reference. The enactment or modification of any applicable state or federal statute or the promulgation of rules or regulations thereunder after execution of this Contract shall be reviewed by the State and the Contractor to determine whether the provisions of this Contract require formal modification.

B. The Contractor and its agents shall abide by all ethical requirements that apply to persons who have a business relationship with the State as set forth in IC § 4-2-6, *et seq.*, IC § 4-2-7, *et seq.* and the regulations promulgated thereunder. **If the Contractor has knowledge, or would have acquired knowledge with reasonable inquiry, that a state officer, employee, or special state appointee, as those terms are defined in IC § 4-2-6-1, has a financial interest in the Contract, the Contractor shall ensure compliance with the disclosure requirements in IC § 4-2-6-10.5 prior to the execution of this Contract.** If the Contractor is not familiar with these ethical requirements, the Contractor should refer any questions to the Indiana State Ethics Commission, or visit the Inspector General's website at <http://www.in.gov/ig/>. If the Contractor or its agents violate any applicable ethical standards, the State may, in its sole discretion, terminate this Contract immediately upon notice to the Contractor. In addition, the Contractor may be subject to penalties under IC §§ 4-2-6, 4-2-7, 35-44.1-1-4, and under any other applicable laws.

C. The Contractor certifies by entering into this Contract that neither it nor its principal(s) is presently in arrears in payment of taxes, permit fees or other statutory, regulatory or judicially required payments to the State of Indiana. The Contractor agrees that any payments currently due to the State of Indiana may be withheld from payments due to the Contractor. Additionally, further work or payments may be withheld, delayed, or denied and/or this Contract suspended until the Contractor is current in its payments and has submitted proof of such payment to the State.

D. The Contractor warrants that it has no current, pending or outstanding criminal, civil, or enforcement actions initiated by the State, and agrees that it will immediately notify the State of any such actions. During the term of such actions, the Contractor agrees that the State may delay, withhold, or deny work under any supplement, amendment, change order or other contractual device issued pursuant to this Contract.

E. If a valid dispute exists as to the Contractor's liability or guilt in any action initiated by the State or its agencies, and the State decides to delay, withhold, or deny work to the Contractor, the Contractor may request that it be allowed to continue, or receive work, without delay. The Contractor must submit, in writing, a request for review to the Indiana Department of Administration (IDOA) following the procedures for disputes outlined herein. A determination by IDOA shall be binding on the parties. Any payments that the State may delay, withhold, deny, or apply under this section shall not be subject to penalty or interest, except as permitted by IC § 5-17-5.

F. The Contractor warrants that the Contractor and its subcontractors, if any, shall obtain and maintain all required permits, licenses, registrations, and approvals, and shall comply with all health, safety, and environmental statutes, rules, or regulations in the performance of work activities for the State. Failure to do so may be deemed a material breach of this Contract and grounds for immediate termination and denial of further work with the State.

G. The Contractor affirms that, if it is an entity described in IC Title 23, it is properly registered and owes no outstanding reports to the Indiana Secretary of State.

H. As required by IC § 5-22-3-7:

- (1) The Contractor and any principals of the Contractor certify that:
 - (A) the Contractor, except for de minimis and nonsystematic violations, has not violated the terms of:
 - (i) IC §24-4.7 [Telephone Solicitation Of Consumers];
 - (ii) IC §24-5-12 [Telephone Solicitations]; or
 - (iii) IC §24-5-14 [Regulation of Automatic Dialing Machines];in the previous three hundred sixty-five (365) days, even if IC § 24-4.7 is preempted by federal law; and
 - (B) the Contractor will not violate the terms of IC § 24-4.7 for the duration of the Contract, even if IC §24-4.7 is preempted by federal law.
- (2) The Contractor and any principals of the Contractor certify that an affiliate or principal of the Contractor and any agent acting on behalf of the Contractor or on behalf of an affiliate or principal of the Contractor, except for de minimis and nonsystematic violations,
 - (A) has not violated the terms of IC § 24-4.7 in the previous three hundred sixty-five (365) days, even if IC §24-4.7 is preempted by federal law; and
 - (B) will not violate the terms of IC § 24-4.7 for the duration of the Contract, even if IC §24-4.7 is preempted by federal law.

11. Condition of Payment. All services provided by the Contractor under this Contract must be performed to the State's reasonable satisfaction, as determined at the discretion of the undersigned State representative and in accordance with all applicable federal, state, local laws, ordinances, rules and regulations. The State shall not be required to pay for work found to be unsatisfactory, inconsistent with this Contract or performed in violation of any federal, state or local statute, ordinance, rule or regulation.

12. Confidentiality of State Information. The Contractor understands and agrees that data, materials, and information disclosed to the Contractor may contain confidential and protected information. The Contractor covenants that data, material, and information gathered, based upon or disclosed to the Contractor for the purpose of this Contract will not be disclosed to or discussed with third parties without the prior written consent of the State.

The parties acknowledge that the services to be performed by Contractor for the State under this Contract may require or allow access to data, materials, and information containing Social Security numbers maintained by the State in its computer system or other records. In addition to the covenant made above in this section and pursuant to 10 IAC 5-3-1(4), the Contractor and the State agree to comply with the provisions of IC § 4-1-10 and IC § 4-1-11. If any Social Security number(s) is/are disclosed by Contractor, Contractor agrees to pay the cost of the notice of disclosure of a breach of the security of the system in addition to any other claims and expenses for which it is liable under the terms of this contract.

13. Continuity of Services.

A. The Contractor recognizes that the service(s) to be performed under this Contract are vital to the State and must be continued without interruption and that, upon Contract expiration, a successor, either the State or another contractor, may continue them. The Contractor agrees to:

1. Furnish phase-in training; and

2. Exercise its best efforts and cooperation to effect an orderly and efficient transition to a successor.

B. The Contractor shall, upon the State's written notice:

1. Furnish phase-in, phase-out services for up to sixty (60) days after this Contract expires; and
2. Negotiate in good faith a plan with a successor to determine the nature and extent of phase-in, phase-out services required. The plan shall specify a training program and a date for transferring responsibilities for each division of work described in the plan, and shall be subject to the State's approval. The Contractor shall provide sufficient experienced personnel during the phase-in, phase-out period to ensure that the services called for by this Contract are maintained at the required level of proficiency.

C. The Contractor shall allow as many personnel as practicable to remain on the job to help the successor maintain the continuity and consistency of the services required by this Contract. The Contractor also shall disclose necessary personnel records and allow the successor to conduct on-site interviews with these employees. If selected employees are agreeable to the change, the Contractor shall release them at a mutually agreeable date and negotiate transfer of their earned fringe benefits to the successor.

D. The Contractor shall be reimbursed for all reasonable phase-in, phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations).

14. Debarment and Suspension.

A. The Contractor certifies by entering into this Contract that neither it nor its principals nor any of its subcontractors are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from entering into this Contract by any federal agency or by any department, agency or political subdivision of the State of Indiana. The term "principal" for purposes of this Contract means an officer, director, owner, partner, key employee or other person with primary management or supervisory responsibilities, or a person who has a critical influence on or substantive control over the operations of the Contractor.

B. The Contractor certifies that it has verified the state and federal suspension and debarment status for all subcontractors receiving funds under this Contract and shall be solely responsible for any recoupment, penalties or costs that might arise from use of a suspended or debarred subcontractor. The Contractor shall immediately notify the State if any subcontractor becomes debarred or suspended, and shall, at the State's request, take all steps required by the State to terminate its contractual relationship with the subcontractor for work to be performed under this Contract.

15. Default by State. If the State, sixty (60) days after receipt of written notice, fails to correct or cure any material breach of this Contract, the Contractor may cancel and terminate this Contract and institute measures to collect monies due up to and including the date of termination.

16. Disputes.

A. Should any disputes arise with respect to this Contract, the Contractor and the State agree to act immediately to resolve such disputes. Time is of the essence in the resolution of disputes.

B. The Contractor agrees that, the existence of a dispute notwithstanding, it will continue without delay to carry out all of its responsibilities under this Contract that are not affected by the dispute. Should the Contractor fail to continue to perform its responsibilities regarding all non-disputed work, without delay, any additional costs incurred by the State or the Contractor as a result of such failure to proceed shall be borne by the Contractor, and the Contractor shall make no claim against the State for such costs.

C. If the parties are unable to resolve a contract dispute between them after good faith attempts to do so, a dissatisfied party shall submit the dispute to the Commissioner of the Indiana Department of Administration for resolution. The dissatisfied party shall give written notice to the Commissioner and the other party. The notice shall include: (1) a description of the disputed issues, (2) the efforts made to resolve the dispute, and (3) a proposed resolution. The Commissioner shall promptly issue a Notice setting out documents and materials to be submitted to the Commissioner in order to resolve the dispute; the Notice may also afford the parties the opportunity to make presentations and enter into further negotiations. Within thirty (30) business days of the conclusion of the final presentations, the Commissioner shall issue a written decision and furnish it to both parties. The Commissioner's decision shall be the final and conclusive administrative decision unless either party serves on the Commissioner and the other party, within ten (10) business days after receipt of the Commissioner's decision, a written request for reconsideration and modification of the written decision. If the Commissioner does not modify the written decision within thirty (30) business days, either party may take such other action helpful to resolving the dispute, including submitting the dispute to an Indiana court of competent jurisdiction. If the parties accept the Commissioner's decision, it may be memorialized as a written Amendment to this Contract if appropriate.

D. The State may withhold payments on disputed items pending resolution of the dispute. The unintentional nonpayment by the State to the Contractor of one or more invoices not in dispute in accordance with the terms of this Contract will not be cause for the Contractor to terminate this Contract, and the Contractor may bring suit to collect these amounts without following the disputes procedure contained herein.

E. With the written approval of the Commissioner of the Indiana Department of Administration, the parties may agree to forego the process described in subdivision C. relating to submission of the dispute to the Commissioner.

F. This paragraph shall not be construed to abrogate provisions of IC § 4-6-2-11 in situations where dispute resolution efforts lead to a compromise of claims in favor of the State as described in that statute. In particular, releases or settlement agreements involving releases of legal claims or potential legal claims of the state should be processed consistent with IC § 4-6-2-11, which requires approval of the Governor and Attorney General.

17. Drug-Free Workplace Certification. As required by Executive Order No. 90-5 dated April 12, 1990, issued by the Governor of Indiana, the Contractor hereby covenants and agrees to make a good faith effort to provide and maintain a drug-free workplace. The Contractor will give written notice to the State within ten (10) days after receiving actual notice that the Contractor, or an employee of the Contractor in the State of Indiana, has been convicted of a criminal drug violation occurring in the workplace. False certification or violation of this certification may result in sanctions including, but not limited to, suspension of contract payments, termination of this Contract and/or debarment of contracting opportunities with the State for up to three (3) years.

In addition to the provisions of the above paragraph, if the total amount set forth in this Contract is in excess of \$25,000.00, the Contractor certifies and agrees that it will provide a drug-free workplace by:

- A. Publishing and providing to all of its employees a statement notifying them that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the Contractor's workplace, and specifying the actions that will be taken against employees for violations of such prohibition;
- B. Establishing a drug-free awareness program to inform its employees of: (1) the dangers of drug abuse in the workplace; (2) the Contractor's policy of maintaining a drug-free workplace; (3) any available drug counseling, rehabilitation and employee assistance programs; and (4)

the penalties that may be imposed upon an employee for drug abuse violations occurring in the workplace;

- C. Notifying all employees in the statement required by subparagraph (A) above that as a condition of continued employment, the employee will: (1) abide by the terms of the statement; and (2) notify the Contractor of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction;
- D. Notifying the State in writing within ten (10) days after receiving notice from an employee under subdivision (C)(2) above, or otherwise receiving actual notice of such conviction;
- E. Within thirty (30) days after receiving notice under subdivision (C)(2) above of a conviction, imposing the following sanctions or remedial measures on any employee who is convicted of drug abuse violations occurring in the workplace: (1) taking appropriate personnel action against the employee, up to and including termination; or (2) requiring such employee to satisfactorily participate in a drug abuse assistance or rehabilitation program approved for such purposes by a federal, state or local health, law enforcement, or other appropriate agency; and
- F. Making a good faith effort to maintain a drug-free workplace through the implementation of subparagraphs (A) through (E) above.

18. Employment Eligibility Verification. As required by IC § 22-5-1.7, the Contractor swears or affirms under the penalties of perjury that the Contractor does not knowingly employ an unauthorized alien. The Contractor further agrees that:

A. The Contractor shall enroll in and verify the work eligibility status of all his/her/its newly hired employees through the E-Verify program as defined in IC § 22-5-1.7-3. The Contractor is not required to participate should the E-Verify program cease to exist. Additionally, the Contractor is not required to participate if the Contractor is self-employed and does not employ any employees.

B. The Contractor shall not knowingly employ or contract with an unauthorized alien. The Contractor shall not retain an employee or contract with a person that the Contractor subsequently learns is an unauthorized alien.

C. The Contractor shall require his/her/its subcontractors, who perform work under this Contract, to certify to the Contractor that the subcontractor does not knowingly employ or contract with an unauthorized alien and that the subcontractor has enrolled and is participating in the E-Verify program. The Contractor agrees to maintain this certification throughout the duration of the term of a contract with a subcontractor.

The State may terminate for default if the Contractor fails to cure a breach of this provision no later than thirty (30) days after being notified by the State.

19. Employment Option. If the State determines that it would be in the State's best interest to hire an employee of the Contractor, the Contractor will release the selected employee from any non-competition agreements that may be in effect. This release will be at no cost to the State or the employee.

20. Force Majeure. In the event that either party is unable to perform any of its obligations under this Contract or to enjoy any of its benefits because of natural disaster or decrees of governmental bodies not the fault of the affected party (hereinafter referred to as a "Force Majeure Event"), the party who has been so affected shall immediately or as soon as is reasonably possible under the circumstances give notice to the other party and shall do everything possible to resume performance. Upon receipt of such notice, all obligations under this Contract shall be immediately suspended. If the period of nonperformance exceeds thirty (30)

days from the receipt of notice of the Force Majeure Event, the party whose ability to perform has not been so affected may, by giving written notice, terminate this Contract.

21. Funding Cancellation. As required by Financial Management Circular 2007-1 and IC § 5-22-17-5, when the Director of the State Budget Agency makes a written determination that funds are not appropriated or otherwise available to support continuation of performance of this Contract, this Contract shall be canceled. A determination by the Director of State Budget Agency that funds are not appropriated or otherwise available to support continuation of performance shall be final and conclusive.

22. Governing Law. This Contract shall be governed, construed, and enforced in accordance with the laws of the State of Indiana, without regard to its conflict of laws rules. Suit, if any, must be brought in the State of Indiana.

23. HIPAA Compliance. If this Contract involves services, activities or products subject to the Health Insurance Portability and Accountability Act of 1996 (HIPAA), the Contractor covenants that it will appropriately safeguard Protected Health Information (defined in 45 CFR 160.103), and agrees that it is subject to, and shall comply with, the provisions of 45 CFR 164 Subpart E regarding use and disclosure of Protected Health Information.

24. Indemnification. The Contractor agrees to indemnify, defend, and hold harmless the State, its agents, officials, and employees from all third party claims and suits including court costs, attorney's fees, and other expenses caused by any act or omission of the Contractor and/or its subcontractors, if any, in the performance of this Contract. The State will not provide indemnification to the Contractor.

25. Independent Contractor; Workers' Compensation Insurance. The Contractor is performing as an independent entity under this Contract. No part of this Contract shall be construed to represent the creation of an employment, agency, partnership or joint venture agreement between the parties. Neither party will assume liability for any injury (including death) to any persons, or damage to any property, arising out of the acts or omissions of the agents, employees or subcontractors of the other party. The Contractor shall provide all necessary unemployment and workers' compensation insurance for the Contractor's employees, and shall provide the State with a Certificate of Insurance evidencing such coverage prior to starting work under this Contract.

26. Indiana Veteran Owned Small Business Enterprise Compliance. Award of this Contract was based, in part, on the Indiana Veteran Owned Small Business Enterprise ("IVOSB") participation plan, as detailed in the IVOSB Subcontractor Commitment Form, commonly referred to as "Attachment A-1" in the procurement documentation and incorporated by reference herein. Therefore, any changes to this information during the Contract term must be approved by IDOA's IVOSB Division ("IVOSB Division") and may require an amendment. It is the State's expectation that the Contractor will meet the subcontractor commitments during the Contract term. The following certified IVOSB subcontractor(s) will be participating in this Contract: **[Add additional IVOSBs using the same format.]**

| IVOSB | COMPANY NAME | PHONE | EMAIL OF CONTACT PERSON | PERCENT |
|-------|--------------|-------|-------------------------|---------|
|-------|--------------|-------|-------------------------|---------|

Briefly describe the IVOSB service(s)/product(s) to be provided under this Contract and include the estimated date(s) for utilization during the Contract term:

A copy of each subcontractor agreement must be submitted to the IVOSB Division within thirty (30) days of the effective date of this Contract. The subcontractor agreements may be uploaded into Pay Audit (Indiana's subcontractor payment auditing system), emailed to IndianaVeteransPreference@idoa.IN.gov, or mailed to IDOA, 402 W. Washington Street, Room W-478, Indianapolis, IN 46204. Failure to provide a copy of any subcontractor agreement may be deemed a violation of the rules governing IVOSB procurement and may result in sanctions allowable under 25 IAC 9-5-2. Requests for changes must be submitted to IndianaVeteransPreference@idoa.IN.gov for review and approval before changing the participation plan submitted in connection with this Contract.

The Contractor shall report payments made to certified IVOSB subcontractors under this Contract on a monthly basis using Pay Audit. The Contractor shall notify subcontractors that they must confirm payments received from the Contractor in Pay Audit. The Pay Audit system can be accessed on the IDOA webpage at: www.in.gov/idoa/mwbe/payaudit.htm. The Contractor may also be required to report IVOSB certified subcontractor payments directly to the IVOSB Division, as reasonably requested and in the format required by the IVOSB Division.

The Contractor's failure to comply with the provisions in this clause may be considered a material breach of the Contract.

27. Information Technology Enterprise Architecture Requirements. If this Contract involves information technology-related products or services, the Contractor agrees that any such products or services are compatible with the technology standards, including the assistive technology standard, all found at <https://www.in.gov/iot/2394.htm>. The State may terminate this Contract for default if the terms of this paragraph are breached.

28. Insurance.

A. The Contractor and its subcontractors (if any) shall secure and keep in force during the term of this Contract the following insurance coverages (if applicable) covering the Contractor for any and all claims of any nature which may in any manner arise out of or result from Contractor's performance under this Contract:

1. Commercial general liability, including contractual coverage, and products or completed operations coverage (if applicable), with minimum liability limits not less than \$700,000 per person and \$5,000,000 per occurrence unless additional coverage is required by the State. The State is to be named as an additional insured on a primary, non-contributory basis for any liability arising directly or indirectly under or in connection with this Contract.
2. Automobile liability for owned, non-owned and hired autos with minimum liability limits not less than \$700,000 per person and \$5,000,000 per occurrence. The State is to be named as an additional insured on a primary, non-contributory basis.
3. Errors and Omissions liability with minimum liability limits of \$1,000,000 per claim and in the aggregate. Coverage for the benefit of the State shall continue for a period of two (2) years after the date of service provided under this Contract.
4. Fiduciary liability if the Contractor is responsible for the management and oversight of various employee benefit plans and programs such as pensions, profit-sharing and savings, among others with limits no less than \$700,000 per cause of action and \$5,000,000 in the aggregate.

5. Valuable Papers coverage, if applicable, with an Inland Marine Policy Insurance with limits sufficient to pay for the re-creation and reconstruction of such records.
6. Surety or Fidelity Bond(s) if required by statute or by the agency.
7. Cyber Liability if requested by the State addressing risks associated with electronic transmissions, the internet, networks and informational assets, and having limits of no less than \$700,000 per occurrence and \$5,000,000 in the aggregate.

The Contractor shall provide proof of such insurance coverage by tendering to the undersigned State representative a certificate of insurance prior to the commencement of this Contract and proof of workers' compensation coverage meeting all statutory requirements of IC § 22-3-2. In addition, proof of an "all states endorsement" covering claims occurring outside the State is required if any of the services provided under this Contract involve work outside of Indiana.

B. The Contractor's insurance coverage must meet the following additional requirements:

1. The insurer must have a certificate of authority or other appropriate authorization to operate in the state in which the policy was issued.
2. Any deductible or self-insured retention amount or other similar obligation under the insurance policies shall be the sole obligation of the Contractor.
3. The State will be defended, indemnified and held harmless to the full extent of any coverage actually secured by the Contractor in excess of the minimum requirements set forth above. The duty to indemnify the State under this Contract shall not be limited by the insurance required in this Contract.
4. The insurance required in this Contract, through a policy or endorsement(s), shall include a provision that the policy and endorsements may not be canceled or modified without thirty (30) days' prior written notice to the undersigned State agency.
5. The Contractor waives and agrees to require their insurer to waive their rights of subrogation against the State of Indiana.

C. Failure to provide insurance as required in this Contract may be deemed a material breach of contract entitling the State to immediately terminate this Contract. The Contractor shall furnish a certificate of insurance and all endorsements to the State before the commencement of this Contract.

29. Key Person(s).

A. If both parties have designated that certain individual(s) are essential to the services offered, the parties agree that should such individual(s) leave their employment during the term of this Contract for whatever reason, the State shall have the right to terminate this Contract upon thirty (30) days' prior written notice.

B. In the event that the Contractor is an individual, that individual shall be considered a key person and, as such, essential to this Contract. Substitution of another for the Contractor shall not be permitted without express written consent of the State.

Nothing in sections A and B, above shall be construed to prevent the Contractor from using the services of others to perform tasks ancillary to those tasks which directly require the expertise of the key person. Examples of such ancillary tasks include secretarial, clerical, and common labor duties. The Contractor shall, at all times, remain responsible for the performance of all necessary tasks, whether performed by a key person or others.

Key person(s) to this Contract is/are N/A.

30. Licensing Standards. The Contractor, its employees and subcontractors shall comply with all applicable licensing standards, certification standards, accrediting standards and any other laws, rules, or regulations governing services to be provided by the Contractor pursuant to this Contract. The State will not pay the Contractor for any services performed when the Contractor, its employees or subcontractors are not in compliance with such applicable standards, laws, rules, or regulations. If any license, certification or accreditation expires or is revoked, or any disciplinary action is taken against an applicable license, certification, or accreditation, the Contractor shall notify the State immediately and the State, at its option, may immediately terminate this Contract.

31. Merger & Modification. This Contract constitutes the entire agreement between the parties. No understandings, agreements, or representations, oral or written, not specified within this Contract will be valid provisions of this Contract. This Contract may not be modified, supplemented, or amended, except by written agreement signed by all necessary parties.

32. Minority and Women's Business Enterprises Compliance.

Award of this Contract was based, in part, on the Minority and/or Women's Business Enterprise ("MBE" and/or "WBE") participation plan as detailed in the Minority and Women's Business Enterprises Subcontractor Commitment Form, commonly referred to as "Attachment A" in the procurement documentation and incorporated by reference herein. Therefore, any changes to this information during the Contract term must be approved by MWBE Compliance and may require an amendment. It is the State's expectation that the Contractor will meet the subcontractor commitments during the Contract term.

The following MBE/WBE Division ("Division") certified MBE and/or WBE subcontractors will be participating in this Contract: **[Add additional MBEs and WBEs using the same format.]**

| MBE or WBE PERCENT | COMPANY NAME | PHONE | EMAIL OF CONTACT PERSON |
|-----------------------|--------------|-------|-------------------------|
|-----------------------|--------------|-------|-------------------------|

Briefly describe the MBE and/or WBE service(s)/product(s) to be provided under this Contract and include the estimated date(s) for utilization during the Contract term:

A copy of each subcontractor agreement must be submitted to the Division within thirty (30) days of the effective date of this Contract. The subcontractor agreements may be uploaded into Pay Audit (Indiana's subcontractor payment auditing system), emailed to MWBECompliance@idoa.IN.gov, or mailed to MWBE Compliance, 402 W. Washington Street, Indianapolis IN 46204. Failure to provide a copy of any subcontractor agreement may be deemed a violation of the rules governing MBE/WBE procurement and may result in sanctions allowable under 25 IAC 5-7-8. Requests for changes must be submitted to MWBECompliance@idoa.IN.gov for review and approval before changing the participation plan submitted in connection with this Contract.

The Contractor shall report payments made to Division certified subcontractors under this Contract on a monthly basis using Pay Audit. The Contractor shall notify subcontractors that they must confirm payments received from the Contractor in Pay Audit. The Pay Audit system can be accessed on the IDOA webpage at: www.in.gov/idoa/mwbe/payaudit.htm. The Contractor may also be required to report Division certified subcontractor payments directly to the Division, as reasonably requested and in the format required by the Division.

The Contractor's failure to comply with the provisions in this clause may be considered a material breach of the Contract.

33. Nondiscrimination. Pursuant to the Indiana Civil Rights Law, specifically IC § 22-9-1-10, and in keeping with the purposes of the federal Civil Rights Act of 1964, the Age Discrimination in Employment Act, and the Americans with Disabilities Act, the Contractor covenants that it shall not discriminate against any employee or applicant for employment relating to this Contract with respect to the hire, tenure, terms, conditions or privileges of employment or any matter directly or indirectly related to employment, because of the employee's or applicant's race, color, national origin, religion, sex, age, disability, ancestry, status as a veteran, or any other characteristic protected by federal, state, or local law ("Protected Characteristics"). The Contractor certifies compliance with applicable federal laws, regulations, and executive orders prohibiting discrimination based on the Protected Characteristics in the provision of services. Breach of this paragraph may be regarded as a material breach of this Contract, but nothing in this paragraph shall be construed to imply or establish an employment relationship between the State and any applicant or employee of the Contractor or any subcontractor.

The State is a recipient of federal funds, and therefore, where applicable, the Contractor and any subcontractors shall comply with requisite affirmative action requirements, including reporting, pursuant to 41 CFR Chapter 60, as amended, and Section 202 of Executive Order 11246 as amended by Executive Order 13672.

34. Notice to Parties. Whenever any notice, statement or other communication is required under this Contract, it will be sent by E-mail or first class U.S. mail service to the following addresses, unless otherwise specifically advised.

A. Notices to the State shall be sent to:

Tanner Ballinger, Vendor Manager
Procurement Division
Indiana Department of Administration
402 W. Washington St. Room W468
Indianapolis, Indiana 46204
E-mail: TBallinger@idoa.in.gov

B. Notices to the Contractor shall be sent to:

Deborah Williams, Customer Care Representative
Cargill, Inc.
24950 Country Club Boulevard, Suite 450
North Olmsted, OH 44070
E-mail: Deborah_Williams@cargill.com

As required by IC § 4-13-2-14.8, payments to the Contractor shall be made via electronic funds transfer in accordance with instructions filed by the Contractor with the Indiana Auditor of State.

35. Order of Precedence; Incorporation by Reference. Any inconsistency or ambiguity in this Contract shall be resolved by giving precedence in the following order: (1) this Contract, (2)

attachments prepared by the State, (3) BID #ASA-19-086 (4) Contractor's response to BID #ASA-19-086, and (5) attachments prepared by the Contractor. All attachments, and all documents referred to in this paragraph, are hereby incorporated fully by reference.

36. Ownership of Documents and Materials.

A. All documents, records, programs, applications, data, algorithms, film, tape, articles, memoranda, and other materials (the "Materials") not developed or licensed by the Contractor prior to execution of this Contract, but specifically developed under this Contract shall be considered "work for hire" and the Contractor hereby transfers and assigns any ownership claims to the State so that all Materials will be the property of the State. If ownership interest in the Materials cannot be assigned to the State, the Contractor grants the State a non-exclusive, non-cancelable, perpetual, worldwide royalty-free license to use the Materials and to use, modify, copy and create derivative works of the Materials.

B. Use of the Materials, other than related to contract performance by the Contractor, without the prior written consent of the State, is prohibited. During the performance of this Contract, the Contractor shall be responsible for any loss of or damage to the Materials developed for or supplied by the State and used to develop or assist in the services provided while the Materials are in the possession of the Contractor. Any loss or damage thereto shall be restored at the Contractor's expense. The Contractor shall provide the State full, immediate, and unrestricted access to the Materials and to Contractor's work product during the term of this Contract.

37. Payments.

A. All payments shall be made thirty five (35) days in arrears in conformance with State fiscal policies and procedures and, as required by IC §4-13-2-14.8, the direct deposit by electronic funds transfer to the financial institution designated by the Contractor in writing unless a specific waiver has been obtained from the Indiana Auditor of State. No payments will be made in advance of receipt of the goods or services that are the subject of this Contract except as permitted by IC § 4-13-2-20.

B. If the Contractor is being paid in advance for the maintenance of equipment, software or a service as a subscription, then pursuant to IC § 4-13-2-20(b)(14), the Contractor agrees that if it fails to fully provide or perform under this Contract, upon receipt of written notice from the State, it shall promptly refund the consideration paid, pro-rated through the date of non-performance.

38. Penalties/Interest/Attorney's Fees. The State will in good faith perform its required obligations hereunder and does not agree to pay any penalties, liquidated damages, interest or attorney's fees, except as permitted by Indiana law, in part, IC § 5-17-5, IC § 34-54-8, IC § 34-13-1 and IC § 34-52-2.

Notwithstanding the provisions contained in IC § 5-17-5, any liability resulting from the State's failure to make prompt payment shall be based solely on the amount of funding originating from the State and shall not be based on funding from federal or other sources.

39. Progress Reports. The Contractor shall submit progress reports to the State upon request. The report shall be oral, unless the State, upon receipt of the oral report, should deem it necessary to have it in written form. The progress reports shall serve the purpose of assuring the State that work is progressing in line with the schedule, and that completion can be reasonably assured on the scheduled date.

40. Public Record. The Contractor acknowledges that the State will not treat this Contract as containing confidential information, and will post this Contract on the transparency portal as required by IC § 5-14-3.5-2. Use by the public of the information contained in this Contract shall not be considered an act of the State.

41. Renewal Option. This Contract may be renewed under the same terms and conditions, subject to the approval of the Commissioner of the Department of Administration and the State Budget Director in compliance with IC § 5-22-17-4. The term of the renewed contract may not be longer than the term of the original Contract.

42. Severability. The invalidity of any section, subsection, clause or provision of this Contract shall not affect the validity of the remaining sections, subsections, clauses or provisions of this Contract.

43. Substantial Performance. This Contract shall be deemed to be substantially performed only when fully performed according to its terms and conditions and any written amendments or supplements.

44. Taxes. The State is exempt from most state and local taxes and many federal taxes. The State will not be responsible for any taxes levied on the Contractor as a result of this Contract.

45. Termination for Convenience. This Contract may be terminated, in whole or in part, by the State, which shall include and is not limited to IDOA and the State Budget Agency whenever, for any reason, the State determines that such termination is in its best interest. Termination of services shall be effected by delivery to the Contractor of a Termination Notice at least thirty (30) days prior to the termination effective date, specifying the extent to which performance of services under such termination becomes effective. The Contractor shall be compensated for services properly rendered prior to the effective date of termination. The State will not be liable for services performed after the effective date of termination. The Contractor shall be compensated for services herein provided but in no case shall total payment made to the Contractor exceed the original contract price or shall any price increase be allowed on individual line items if canceled only in part prior to the original termination date. For the purposes of this paragraph, the parties stipulate and agree that IDOA shall be deemed to be a party to this Contract with authority to terminate the same for convenience when such termination is determined by the Commissioner of IDOA to be in the best interests of the State.

46. Termination for Default.

A. With the provision of thirty (30) days' notice to the Contractor, the State may terminate this Contract in whole or in part if the Contractor fails to:

1. Correct or cure any breach of this Contract; the time to correct or cure the breach may be extended beyond thirty (30) days if the State determines progress is being made and the extension is agreed to by the parties;
2. Deliver the supplies or perform the services within the time specified in this Contract or any extension;
3. Make progress so as to endanger performance of this Contract; or
4. Perform any of the other provisions of this Contract.

B. If the State terminates this Contract in whole or in part, it may acquire, under the terms and in the manner the State considers appropriate, supplies or services similar to those terminated, and the Contractor will be liable to the State for any excess costs for those supplies or services. However, the Contractor shall continue the work not terminated.

C. The State shall pay the contract price for completed supplies delivered and services accepted. The Contractor and the State shall agree on the amount of payment for manufacturing materials delivered and accepted and for the protection and preservation of the property. Failure to agree will be a dispute under the Disputes clause. The State may withhold from these amounts any sum the State determines to be necessary to protect the State against loss because of outstanding liens or claims of former lien holders.

D. The rights and remedies of the State in this clause are in addition to any other rights and remedies provided by law or equity or under this Contract.

47. Travel. No expenses for travel will be reimbursed unless specifically authorized by this Contract. Permitted expenses will be reimbursed at the rate paid by the State and in accordance with the Budget Agency's *Financial Management Circular -- Travel Policies and Procedures* in effect at the time the expenditure is made. Out-of-state travel requests must be reviewed by the State for availability of funds and for conformance with *Circular* guidelines.

48. Waiver of Rights. No right conferred on either party under this Contract shall be deemed waived, and no breach of this Contract excused, unless such waiver is in writing and signed by the party claimed to have waived such right. Neither the State's review, approval or acceptance of, nor payment for, the services required under this Contract shall be construed to operate as a waiver of any rights under this Contract or of any cause of action arising out of the performance of this Contract, and the Contractor shall be and remain liable to the State in accordance with applicable law for all damages to the State caused by the Contractor's negligent performance of any of the services furnished under this Contract.

49. Work Standards. The Contractor shall execute its responsibilities by following and applying at all times the highest professional and technical guidelines and standards. If the State becomes dissatisfied with the work product of or the working relationship with those individuals assigned to work on this Contract, the State may request in writing the replacement of any or all such individuals, and the Contractor shall grant such request.

50. State Boilerplate Affirmation Clause. I swear or affirm under the penalties of perjury that I have not altered, modified, changed or deleted the State's standard contract clauses (as contained in the *2018 OAG/ IDOA Professional Services Contract Manual* or the *2018 SCM Template*) in any way except as follows: _____

Non-Collusion and Acceptance

The undersigned attests, subject to the penalties for perjury, that the undersigned is the Contractor, or that the undersigned is the properly authorized representative, agent, member or officer of the Contractor. Further, to the undersigned's knowledge, neither the undersigned nor any other member, employee, representative, agent or officer of the Contractor, directly or indirectly, has entered into or been offered any sum of money or other consideration for the execution of this Contract other than that which appears upon the face hereof. **Furthermore, if the undersigned has knowledge that a state officer, employee, or special state appointee, as those terms are defined in IC § 4-2-6-1, has a financial interest in the Contract, the Contractor attests to compliance with the disclosure requirements in IC § 4-2-6-10.5.**

Agreement to Use Electronic Signatures

I agree, and it is my intent, to sign this Contract by accessing State of Indiana Supplier Portal using the secure password assigned to me and by electronically submitting this Contract to the State of Indiana. I understand that my signing and submitting this Contract in this fashion is the legal equivalent of having placed my handwritten signature on the submitted Contract and this affirmation. I understand and agree that by electronically signing and submitting this Contract in this fashion I am affirming to the truth of the information contained therein. I understand that this Contract will not become binding on the State until it has been approved by the Department of Administration, the State Budget Agency, and the Office of the Attorney General, which approvals will be posted on the Active Contracts Database:

https://hr.gmis.in.gov/psp/pa91prd/EMPLOYEE/EMPL/h/?tab=PAPP_GUEST

In Witness Whereof, the Contractor and the State have, through their duly authorized representatives, entered into this Contract. The parties, having read and understood the foregoing terms of this Contract, do by their respective signatures dated below agree to the terms thereof.

CARGILL INCORPORATED

Indiana Department of Administration

By: 

By: 

Title: Customer Care Representative

Title:

Date: 07/09/2019

Date: July 21, 2019

| | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Electronically Approved by: Department of Administration By: _____ (for) Lesley A. Crane, Commissioner <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i> | |
| Electronically Approved by: State Budget Agency By: _____ (for) Zachary Q. Jackson, Director <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i> | Electronically Approved as to Form and Legality: Office of the Attorney General By: _____ (for) Curtis T. Hill, Jr., Attorney General <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i> |

Exhibit A – List of Awarded Entities

This document is an exhibit to the Contract, and is deemed to be attached to and incorporated within the Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Contract shall be resolved by giving precedence and effect to the Contract.

SEE ATTACHED DOCUMENT

| INDOT District | Salt Type | INDOT Seasonal | Quantity Needed | Delivery Method | Price Per Ton |
|-------------------|-----------|----------------|-----------------|--------------------|---------------|
| 10-Crawfordsville | Treated | INDOT | 4,655 | Delivered | \$94.62 |
| | | | | Delivered & Loaded | \$104.62 |
| | | | | Pick Up | \$95.00 |
| 30-Greenfield | Treated | INDOT | 12,315 | Delivered | \$96.82 |
| | | | | Delivered & Loaded | \$106.82 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | INDOT | 200 | Delivered | \$98.59 |
| | | | | Delivered & Loaded | \$108.59 |
| | | | | Pick Up | \$99.00 |
| 60-Vincennes | Treated | INDOT | 25 | Delivered | \$104.21 |
| | | | | Delivered & Loaded | \$114.21 |
| | | | | Pick Up | \$105.00 |

| INDOT District | Salt Type | Other State Agencies | Quantity Needed | Delivery Method | Price Per Ton |
|-------------------|-----------|-------------------------------------------|-----------------|-----------------|---------------|
| 10-Crawfordsville | Treated | DOC - Indiana Women's Prison | 40 | Delivered | \$94.62 |
| | | | | Pick Up | \$95.00 |
| | | DOC - Putnamville Correctional Facility | 75 | Delivered | \$94.62 |
| | | | | Pick Up | \$95.00 |
| | | DOC - Rockville Correctional Facility | 40 | Delivered | \$94.62 |
| | | | | Pick Up | \$95.00 |
| 30-Greenfield | Treated | Richmond State Hospital | 75 | Delivered | \$96.82 |
| | | | | Pick Up | \$97.00 |
| | | IDOA Facilities | 160 | Delivered | \$96.82 |
| | | | | Pick Up | \$97.00 |
| | | Indiana State Fair Commission | 80 | Delivered | \$96.82 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Camp Atterbury | 200 | Delivered | \$98.59 |
| | | | | Pick Up | \$99.00 |
| 60-Vincennes | Treated | DOC - Wabash Valley Correctional Facility | 25 | Delivered | \$104.21 |
| | | | | Pick Up | \$105.00 |

| INDOT District | Salt Type | Local Entity | Quantity Needed | Delivery Method | Price Per Ton |
|-------------------|-----------|----------------------------------|-----------------|-----------------|---------------|
| 10-Crawfordsville | Treated | Boone County | 1500 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | City of Covington | 25 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | City of Greencastle Public Works | 700 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | City of Lebanon | 600 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | City of Terre Haute Street | 1000 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Clay County | 150 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Clinton County Government | 1000 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Fountain Co. Highway | 275 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |

| | | | | | |
|-------------------|---------|--------------------------------|------|-----------|---------|
| 10-Crawfordsville | Treated | Hendricks County | 2800 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Indiana State University | 100 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Lebanon Comm School Corp | 130 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Montgomery County Highway Dept | 1500 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | MSD of Wayne Township | 150 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Avon | 1600 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Cloverdale | 100 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Danville | 800 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Fairview Park | 25 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Mooresville | 500 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Otterbein | 80 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Oxford | 40 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Plainfield | 2200 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Speedway | 400 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Veedersburg | 40 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Whitestown | 1000 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Town of Williamsport | 60 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Vermillion County | 100 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Vermillion County | 100 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Vermillion County | 100 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | West Lebanon Utilities | 20 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 10-Crawfordsville | Treated | Zionsville Community Schools | 275 | Delivered | \$92.70 |
| | | | | Pick Up | \$94.00 |
| 20-Fort Wayne | Treated | City of Angola Clerk | 200 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | City of Bluffton | 500 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | City of Butler | 80 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | City of Ligonier | 300 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | City of Montpelier | 75 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Andrews | 20 | Delivered | \$98.61 |

| | | | | | |
|---------------|---------|------------------------------------------------|------|-----------|---------|
| 20-Fort Wayne | Treated | Town of Andrews | 20 | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Cromwell | 20 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Hamilton | 140 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of North Manchester | 180 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of North Webster | 150 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Ossian | 100 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Topeka | 125 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Town of Winona Lake | 350 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 20-Fort Wayne | Treated | Wells County Highway | 400 | Delivered | \$98.61 |
| | | | | Pick Up | \$99.00 |
| 30-Greenfield | Treated | City of Alexandria | 200 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Anderson Street | 3000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Beech Grove | 900 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Elwood | 80 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 3000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 3000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 3000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 5000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 7000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 7000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Indianapolis | 7000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Lawrence | 1000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of New Castle | 600 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Richmond | 1200 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | City of Shelbyville Street | 500 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Franklin Township Community School Corporation | 100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Hancock County Highway | 2100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Henry County Highway | 1000 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | IUPUI | 650 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |

| | | | | | |
|---------------|-----------|---------------------------|------|-----------|---------|
| 30-Greenfield | Treated | MSD Lawrence Township | 100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | MSD of Decatur Township | 100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | MSD of Warren Township | 150 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | MSD of Wayne Township | 150 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | MSD Washington Township | 400 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Shelby County Government | 600 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Cambridge City | 60 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Chesterfield | 80 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Clermont | 50 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Eaton | 120 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Fortville | 140 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Fountain City | 50 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Frankton | 60 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Hagerstown | 100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Lapel | 100 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of McCordsville | 240 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Pendleton | 200 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Shirley | 50 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Summitville | 60 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Treated | Town of Yorktown | 700 | Delivered | \$96.33 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Ball State University | 200 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Dunkirk | 90 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Greenfield Street | 1200 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Kokomo | 4000 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Muncie | 4000 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Portland | 400 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Rushville Street | 160 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Shelbville Street | 20 | Delivered | \$95.48 |

| | | | | | |
|---------------|-----------|----------------------------------|------|-----------|---------|
| 30-Greenfield | Untreated | City of Shelbyville Street | 20 | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Tipton | 40 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | City of Union City | 80 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Delaware County Highway | 1500 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Howard County Highway | 500 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Indianapolis Airport Authority | 200 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Indianapolis Airport Authority | 2000 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Jay County Highway | 520 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Madison County | 700 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Randolph County | 500 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Town of Fairmont | 30 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 30-Greenfield | Untreated | Wayne County Highway | 600 | Delivered | \$95.48 |
| | | | | Pick Up | \$97.00 |
| 40 - La Porte | Treated | City of East Chicago | 3000 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Gary | 5000 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Hammond | 6700 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Lake Station | 800 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Mishawaka | 2500 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Monticello | 320 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Rensselaer | 160 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Rochester | 100 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | City of Whiting | 550 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Indiana University Northwest | 100 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Merrillville Community Schools | 250 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | New Prairie United School Corp | 150 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Newton County | 1400 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Purdue University Calumet | 160 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Starke County Highway Department | 250 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Camden | 30 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |

| | | | | | |
|---------------|---------|-----------------------------------------|------|-----------|---------|
| 40 - La Porte | Treated | Town of Cedar Lake Public Works | 1000 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Dyer | 1250 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Kingsford Heights | 60 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Kouts | 75 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town Of Long Beach | 600 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Munster | 3000 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Ogden Dunes | 300 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of St John | 2400 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Trail Creek | 100 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Westville | 80 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Winamac | 100 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Town of Winfield | 800 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | Twin Lakes School Corporation | 75 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 40 - La Porte | Treated | White County Highway | 1000 | Delivered | \$91.23 |
| | | | | Pick Up | \$93.00 |
| 50-Seymour | Treated | Brown County Government | 2000 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Batesville | 450 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Charlestown | 250 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Franklin | 500 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Greendale | 500 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Greensburg | 450 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Lawrenceburg | 500 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of New Albany | 1200 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Rising Sun | 100 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | City of Salem | 175 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Clark County Highway Dept | 2500 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Cordry-Sweetwater Conservancy District | 50 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Dearborn County Dept. of Transportation | 5000 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Decatur County Highway | 100 | Delivered | \$93.65 |

| | | | | | |
|--------------|---------|---------------------------------------------------------|------|-----------|----------|
| 50-Seymour | Treated | Decatur County Highway | 100 | Pick Up | \$97.00 |
| 50-Seymour | Treated | Floyd County Highway | 2500 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Franklin County Highway | 1600 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Harrison County Highway | 2000 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Jennings County Highway | 800 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Johnson County Highway | 400 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | New Albany-Floyd County Consolidated School Corporation | 80 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Ohio County Highway | 250 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Bargersville | 300 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Brooklyn | 50 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Brookville | 80 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Clarksville Street | 600 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Georgetown | 150 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Hope Utilities | 40 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Morgantown | 40 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of New Whiteland | 150 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Princes Lakes | 80 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Sellersburg | 200 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Trafalgar | 60 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Town of Whiteland | 400 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 50-Seymour | Treated | Washington County Highway | 300 | Delivered | \$93.65 |
| | | | | Pick Up | \$97.00 |
| 60-Vincennes | Treated | City of Bedford | 800 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | City of Princeton | 200 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | City of Washinton | 300 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | Evansville Vanderburgh School Corporation | 230 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | Martin County | 100 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | Town of English | 40 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | Town of Ferdinand | 40 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |

| | | | | | |
|--------------|---------|-----------------|-----|-----------|----------|
| 60-Vincennes | Treated | Town of Orleans | 50 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |
| 60-Vincennes | Treated | Town of Paoli | 150 | Delivered | \$99.28 |
| | | | | Pick Up | \$100.00 |

Exhibit B – INDOT & Other State Agencies Specifications

This document is an exhibit to the Contract, and is deemed to be attached to and incorporated within the Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Contract shall be resolved by giving precedence and effect to the Contract.

SEE ATTACHED DOCUMENT

INDIANA DEPARTMENT OF TRANSPORTATION (INDOT) and OTHER STATE AGENCIES (OSAs)
2019/2020 SALT SPECIFICATIONS & SPECIAL PROVISIONS
FOR UNTREATED SODIUM CHLORIDE & SODIUM CHLORIDE TREATED WITH MAGNESIUM CHLORIDE

These specifications, terms, and conditions apply to salt for INDOT and Other State Agency locations identified within this solicitation. *These specifications will not apply to the Local Governmental Entities included in this solicitation.*

1.0 SCOPE OF WORK

- Exhibit A** – List of Awarded Entities & Pricing
- Exhibit B** – INDOT & Other State Agencies Specifications
- Exhibit C** – Local Governmental Entities Specifications
- Exhibit D** – Performance Metrics and Corrective Actions
- Exhibit E** – BID #XXX Documentation

The duties of the Contractor are set forth, attached hereto, and fully incorporated herein:

A. Participating Entities

The participating entities on the QPA are attached hereto as **Exhibit A – List of Awarded Entities & Pricing**. Additional State Agencies and Local Entities that are not listed on **Exhibit A** may purchase from the awarded Contractor the commodities and services listed for the INDOT district in which they are located at that district's QPA price upon mutual agreement between both parties. Additional State Agencies and Local Entities that are not listed on **Exhibit A** are bound to all contract terms, including minimum and maximum percent purchase amount (80% - 120%).

B. Scope of Work, Specifications, Delivery Requirements

Road salt scope of work (including but not limited to: specifications, delivery requirements, invoicing, etc.) are delineated in **Exhibit B – INDOT & Other State Agencies Specifications** and **Exhibit C – Local Governmental Entities Specifications**.

C. Pre-Season Meeting

The Contractor shall attend pre-season meetings with all awarded INDOT Districts, including site visits if INDOT deems it necessary. IDOA and INDOT Central Office shall be included in these meetings, at their discretion, and shall determine the timeframe and date(s) that each meeting should be completed by. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

D. Bi-Weekly Calls

The Contractor shall participate in a bi-weekly call with IDOA, INDOT Central Office, and the awarded district(s). If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

E. Reporting

The Contractor shall provide IDOA with the reports listed below as well as any reports requested by the State on an ad hoc basis. All reports shall be submitted in a Microsoft Excel template provided by IDOA at the start of the contract term. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

- a. **Weekly Depot Salt Levels Report:** The Contractor shall submit to IDOA, INDOT Central Office, and INDOT District Contact a weekly salt levels report for each awarded district, listed in **Exhibit A – List of Awarded Entities & Pricing**. Reports shall include, at a minimum:
 - List of depots in each awarded district (broken up by district) with location
 - Current salt quantity levels
- b. **Bi-Weekly Sales Report:** The Contractor shall submit to IDOA a bi-weekly sales report for INDOT, State Agencies, and other Local Governmental Entities, three business days after the end of the reporting period. Reports shall include, at a minimum:
 - Entity Name

- INDOT District
- Salt Type
- Tons Committed
- Total Tons Ordered within Reporting Period
- Last Order Date Within Reporting Period
- Tons Ordered To Date
- Tons Remaining (80%)
- Tons Remaining (120%)

c. **Penalty/Rejection Report:** The Contractor shall submit to IDOA a monthly report that documents any penalties assessed or orders rejected by INDOT, State Agencies, or Local Governmental Entities. The report shall include, at a minimum:

- Entity Name
- Order Date
- Order Dollar Amount
- Order Tonnage Amount
- Penalty Amount
- Reason for Penalty
- Rejected: Y/N

d. **Delivery Report:** The Contractor shall submit to IDOA a monthly report that documents road salt deliveries to entities listed within **Exhibit A**. The report shall include, at a minimum:

- Entity Name
- Invoice/Order Number
- Order Date
- Delivery Date
- Expected Delivery Date
- Days Overdue

F. Performance Metrics

Performance Metrics are delineated in **Exhibit D – Performance Metrics and Corrective Actions**.

G. Timely Responses to Inquiry

The Contractor shall respond to comments, questions, or meeting requests from the State or any Requesting Entity within one (1) business day. For all unresolved questions older than two (2) business days, the Contractor shall contact the questioner and provide an estimated date of when the answer will be communicated. If the Contractor fails to meet this requirement, the Contractor will be subject to all applicable corrective actions in **Exhibit D – Performance Metrics and Corrective Actions**.

The work to be performed consists of furnishing and delivering sodium chloride to various locations throughout Indiana for use in winter maintenance operations. Sodium Chloride will be in accordance with the 2016 Indiana Department of Transportation Standard Specifications (Sections 913.03) and the Supplemental Specifications at bid due date and time, and all applicable rules and regulations at the federal, state, and local levels.

2.0 SPECIFICATIONS

All material furnished shall be (1) uniform in appearance, free flowing, free of visual evidence of foreign matter including but not limited to dirt, stone, trash, or any other material; (2) chemically treated to prevent caking, and shall be free of foreign matter, lumps, and free water.

Sodium Chloride

Sodium Chloride shall be rock salt or solar salt conforming to the requirements of AASHTO M 143, Type I Grade I, with a moisture content not exceeding two (2) percent.

Sodium Chloride treated with Liquid Magnesium Chloride

Sodium Chloride treated with Liquid Magnesium Chloride shall be rock salt or solar salt conforming to the requirements of AASHTO M 143, Type I Grade I, treated with Liquid Magnesium Chloride with a moisture content not exceeding five and three tenths (5.3) percent.

The finished product shall not be less than 91.3% sodium chloride determined as follows: Apparent total % sodium chloride shall be determined in accordance with ASTM-D-632. Magnesium and calcium content shall be determined in accordance with ASTM E-534 and computed as % magnesium chloride and % calcium chloride respectively. % sodium chloride shall then be computed as follows:

$\% \text{ sodium chloride} = \% \text{ apparent sodium chloride} - (\% \text{ magnesium chloride} + \% \text{ calcium chloride})$

Sampling shall be in accordance with Indiana Testing Method (ITM) 810. Sampling frequency shall be as set out in the INDOT manual entitled, "Manual for Frequency of Sampling and Testing and Basis for Use of Materials, revised January 2016" The rapid test method referenced in AASHTO M 143, Annex A1 shall be used for both routine acceptance testing and for resolution of disputes concerning chemical composition. Material not complying with these requirements shall be paid for at a reduced price as set out under "Deductions" in the Special Provisions (See Section 8.0).

3.0 INSPECTION

All Sodium Chloride delivered will be visually inspected at time of delivery and samples taken for laboratory analysis of gradation, purity and moisture content in accordance with ITM 810.

4.0 REJECTION

Any material delivered which contains lumps, foreign matter or free water shall be rejected. In the event the material has been loaded or dumped prior to rejection it shall be immediately reloaded or removed by the Contractor within 48 hours of notification of rejection. Failure to remove the material will result in liquidated damages in the amount of \$10.00 per ton for each calendar day the salt remains on INDOT/OSA property.

5.0 DELIVERY

Deliveries shall be made during regular working hours when possible, and will be accepted at other times only when prior arrangements have been approved by the District Highway Maintenance Director, designee, or the District personnel responsible for coordinating salt deliveries (INDOT only). For OSAs, prior arrangements will need to be approved by the OSA contact responsible for coordinating salt deliveries. No payments from INDOT will be made for any load for which a delivery ticket, signed by an Indiana Department of Transportation representative, cannot be produced. Delivery tickets for all deliveries shall indicate gross, tare, and net weights, order number, locations of stockpile from which shipment is made, and point of delivery. Weights will be checked at random for accuracy of the delivery ticket weights. The Indiana Department of Transportation and OSAs reserve the right to require any truck to go to the nearest available certified scales to check weights at no additional cost to the Indiana Department of Transportation or OSA.

A. Routine Deliveries Beyond Early Delivery Final Date

Contractor shall make delivery in trucks with solid or waterproof tarps to stockpile locations within any Sub-District location for which it has received Award of Contract. Deliveries must be pre-scheduled with district designated personnel a minimum of 1 business day prior to the anticipated delivery date. Scheduling must include anticipated quantities, locations and timeframe for delivery.

Delivery must be 100% completed within ten (10) business days after placement of order. For each business day that delivery extends beyond this 10-day limit, INDOT and OSAs reserve the right to assess liquidated damages at two percent (2%) per day not to exceed a maximum of 10% of the order and will be deducted from any money due the Contractor, not as a penalty but as liquidated damages. When the Contractor contacts INDOT or the OSAs to confirm delivery (as stated in previous paragraph), should the Ordering Entity no longer need the salt originally ordered, the Contractor will provide the liquidated damages amount in the form of a check to the Ordering Entity. In this instance, the amount shall be calculated beginning on the tenth business day and spanning to the date of order cancellation, but not to exceed the maximum amount previously stated. Should there be any discrepancies, the State Vendor Manager shall evaluate the situation and provide guidance.

Orders shall be placed by telephone or email during regular working hours to the office specified by the Contractor. The Contractor should provide a single telephone number and a single email address for all orders made for each purchase order. The Contractor shall provide order confirmation via e-mail or fax, so that each INDOT District and OSA can provide verification for each telephone or email order.

B. Early Delivery Period

The Contractor shall furnish and deliver the Early Storage Requirements at the locations listed on the attached sheets (Bid List.xls, "Early Storage Requirements" spreadsheet) at all salt storage buildings or outside storage areas as follows:

- La Porte and Fort Wayne INDOT Districts: 50% of order delivered on or before October 15, 2019 and 100% delivered on or before November 15, 2019.
- Crawfordsville, Greenfield, Seymour, and Vincennes INDOT Districts: 50% of order delivered on or before November 1, 2019 and 100% delivered on or before December 1, 2019.

For each business day that early storage requirements for each bidding unit are not complete after the time specified, INDOT reserves the right to assess liquidated damages at two percent (2%) per day not to exceed a maximum of 10% of the order and will be deducted from any money due the Contractor, not as a penalty but as liquidated damages. INDOT is committed to purchasing 100% of the Early Fill amounts listed by INDOT district (as listed in the INDOT Early Fill Requirement spreadsheet), not sub-district.

6.0 BASIS OF PAYMENT

The Indiana Department of Transportation and OSAs shall pay the negotiated Contract per-ton-price for the type of salt (as specified in Bid List.xls), furnished and delivered to the various locations as designated. There shall be no other charges. Pricing submitted by respondents will be the price for purchases from 0% to the maximum of the commitment range of 120%. *Any additional tons needed beyond the maximum commitment range (120%) will be by mutual agreement of the parties, including the price thereof.*

The quantities shown by INDOT sub-district are estimates only and may be adjusted at the option of the Indiana Department of Transportation. INDOT commits to purchase at least 80% of the total tonnage listed by district; each OSA commits to purchase 80% of each entity's requested tonnage. The quantities in the Bid List.xls are 100%.

- 80-120% Commitment Range - All INDOT Districts (Crawfordsville, Fort Wayne, Greenfield, LaPorte, Seymour, and Vincennes)
 - "Delivered" is price of salt per ton delivered to the INDOT or OSA location
 - "Delivered + Loaded" is price of salt per ton to deliver to the INDOT or OSA location and load the salt via a conveyor (see section 9.0 for loading requirements)
 - "Pick-Up" is the price of the salt per ton

7.0 INVOICING

The Indiana Department of Transportation and OSAs require the Contractor to invoice the Indiana Department of Transportation or OSA for each Subdistrict location (or OSA facility) where business has been transacted. Invoices shall itemize the daily activity for that Subdistrict/location.

In accordance with Section 5.0, DELIVERY and Section 8.0, DEDUCTIONS of the Specifications & Special Provisions, the Indiana Department of Transportation and OSAs will notify the Contractor(s) in writing no more than twice a month for each Unit or Subdistrict location (or OSA facility) when liquidated damages for late deliveries or

deductions for non-compliance with specifications are being assessed. The Contractor(s) shall submit a credit memorandum to INDOT (or OSA) for the assessed liquidated damages or deductions within fifteen (15) calendar days from the date of written notification from INDOT or OSA.

Payment will be made following necessary testing and evaluation as described in the contract terms. INDOT and OSAs shall complete necessary testing and evaluation within ten (10) business days after receipt; if the department fails to test and evaluate within this timeframe, payment shall at such time be authorized.

8.0 DEDUCTIONS

After testing sodium chloride, deductions will be made for non-compliance with specifications on the following basis:

A. CHEMICAL COMPOSITION

Sodium Chloride

Results of the purity test shall be rounded up to the nearest whole percentage point. (.5 rounded up). A deduction of \$1.00 (one dollar) per ton will be made for each percentage point from 94 percent through 90 percent and \$2.00 (two dollars) per ton for each percentage point from 89 percent through 85 percent. Material with purity less than 84.5 percent will be paid for as snow and ice abrasives at a rate of \$4.00 (four dollars) per ton.

Sodium Chloride treated with Liquid Magnesium Chloride

Results of the purity test shall be rounded up to the nearest whole percentage point. (.5 rounded up). A deduction of \$1.00 (one dollar) per ton will be made for each percentage point from 91 percent through 87 percent and \$2.00 (two dollars) per ton for each percentage point from 86 percent through 82 percent. Material with purity less than 81.5 percent will be paid for as snow and ice abrasives at a rate of \$4.00 (four dollars) per ton.

| Deduction | Sodium Chloride | Sodium Chloride treated with Liquid Magnesium Chloride |
|------------------------|------------------|--------------------------------------------------------|
| \$1.00 per Ton | 94 – 90 % | 91 – 87 % |
| \$2.00 per Ton | 89 – 85 % | 86 – 82 % |
| Paid at \$4.00 per Ton | Less than 84.5 % | Less than 81.5 % |

B. MOISTURE

Sodium Chloride

If the moisture content exceeds two (2) percent, the weight to be paid for will be the gross weight of the Sodium Chloride minus twice the weight of the excess moisture computed as follows:

$$\text{Weight to be paid for} = G \times (104 - 2(m)) / 100$$

G=Gross weight of material (wet).

M=Percent of moisture to the nearest 0.5 percent based on oven dry weight.

Sodium Chloride treated with Liquid Magnesium Chloride

If the moisture content exceeds five and three tenths (5.3) percent, the weight to be paid for will be the gross weight of the Sodium Chloride minus twice the weight of the excess moisture computed as follows:

M=Percent of moisture to the nearest 0.5 percent based on oven dry weight.

C. GRADATION

| Sieve Sizes | Percent Passing |
|-------------------|-----------------|
| ½ inch (12.5mm) | 100 |
| 3/8 inch (9.5 mm) | 95 - 100 |
| No. 4 (4.75 mm) | 20 - 95 |
| No. 8 (2.36 mm) | 10 - 65 |
| No. 30 (0.60 mm) | 0 - 20 |

When test results for the Sodium Chloride furnished exceed the gradation requirements above, adjustment points will be assessed as follows:

ADJUSTMENT POINTS FOR GRADATION

Sieve Size

| Adjustment Points | ½ inch | 3/8 inch | No. 4 | No. 8 | No.30 |
|-------------------|---------|----------|---------|---------|---------|
| | 12.5 mm | 9.5 mm | 4.75 mm | 2.36 mm | 0.60 mm |

| | | | | | |
|-------------------------------------|------------|------------|------------|------------|------------|
| For each 1.0% up to 3.0% | | | | | |
| Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 2.0 |
| | | | | | |
| For each 1.0% > 3.0% | | | | | |
| Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 3.0 |

Gradation adjustment points for the quantity represented shall be the sum of points calculated for up to 3% out of tolerance and the points calculated for greater than 3% out of tolerance.

The minimum required number of tests will be as set out in “INDOT Manual for Frequency of Sampling and Testing and Basis for Use of Material,” revised January 2016. Samples will be taken by or under the supervision of a representative of the department. All materials being used are subject to inspection, test, or rejection at any time.

Where the Indiana Department of Transportation or OSA determines that a sample does not meet specifications in chemical composition, moisture and gradation, the following shall be the method of determining the final price per ton:

- 1) First, tons eligible for payment shall be calculated as noted in **Section B. Moisture**.
- 2) Second, a deduction, as specified above, will be made for gradation failure.
- 3) Finally, the deduction will be determined for chemical composition, unless the chemical composition falls below 84.5 percent at which time the entire amount will be paid for as snow and ice abrasives as noted in **Section A. Chemical Composition**.

9.0 REQUIREMENTS FOR DELIVERY

The following special provisions apply to all Indiana Department of Transportation salt storage sites and OSA facilities, except where noted on the Special Provision pages.

- Venders will provide weekly documentation due every Monday once deliveries have started. Documentation must be provided via email to the ordering district representative and to the State Winter Operations Manager. OSA locations are not included in this INDOT report.

Documentation must include the following by district:

1. Order totals (tons) filled the previous week
2. Order totals (tons) outstanding to date
3. Order totals (tons) that are delinquent beyond 10 business days
4. Depot locations with on ground totals of INDOT stockpiles.

- Vendors will be required to attend bi-weekly teleconferences with district representatives when scheduled by INDOT. Vendors should be prepared to brief INDOT logistics and operations staff on current status on above items and any additionally inquires that INDOT may have.

- A. Delivered and Loaded; shall mean placement of salt in the departments designated storage buildings, with equipment and labor furnished by the Contractor or the Contractor's appointed hauler. Loading shall be directly from the truck to the storage building, by way of loading equipment, and salt shall **not** be placed on the ground outside a building prior to loading in the building.
- B. Loading equipment shall be provided by the Contractor or the Contractor's appointed hauler, which shall be capable of fully loading INDOT's storage buildings. The Contractor may review specific sites in order to determine equipment required. A pre-planned time for such visits is required. Loading equipment should include conveyors or other equipment as **approved** by INDOT (or OSA). The Contractor shall use commercially reasonable best efforts to make additional conveyors (more than one) available to INDOT Districts that have larger amounts of salt needing conveyed.
- C. Failure to load salt in the INDOT (or OSA) salt storage building will result in a deduction, as liquidated damages, from the price bid for salt delivered and loaded. The amount shall be \$1.00 per ton plus the price differential charged for the loaded price.
- D. Delivered No Deduction; shall mean salt that is delivered but not loaded in the Department's designated storage buildings. **This delivery method must be pre-approved by the INDOT District Highway Management Director (or OSA contact) and marked on the delivery ticket as such.** Deliveries without prior authorization and the salt not loaded in the building will result in liquidated damages as listed above.
- E. Delivery tickets must be marked by the Department as:

"Delivered and Loaded" to indicate full payment for delivery and loaded as bid. (Salt properly placed in the building.)

"Delivered" to indicate material delivered but not loaded resulting in the deduction for liquidated damages above. (This represents dumped without authorization.)

"Delivered - No Deductions" to indicate that the Department or OSA required a delivery outside a storage building. (This represents dumped with permission.)

The Contractor is required to provide delivery ticket in the format that contains the above terms to facilitate faster actions.

- F. The Contractor will be responsible for any damage to the salt shed resulting from improper piling of salt. Further, the Contractor may be required to move any material improperly stacked.
- G. Conveyor loading only is acceptable at all Districts. Slinger loading is not acceptable. The Indiana Department of Transportation and OSA's reserve the right to reject Contractor loading if the price or quantity being delivered is unacceptable.

10.0 DEFINITIONS AND TERMS

For the purposes of this contract, calendar day and business day shall be defined as:

Calendar Day – Every day shown on the calendar.

Business Day – A calendar day, exclusive of Saturdays, Sundays, and State recognized legal holidays.

REFERENCED

INDIANA DEPARTMENT OF TRANSPORTATION STANDARD SPECIFICATIONS 2016

(With Supplemental Specifications in affect at time of letting)

<http://www.in.gov/dot/div/contracts/standards/book/index.html>

SECTION 913 – MISCELLANEOUS

(913.03 Sodium Chloride. Sodium chloride shall be in accordance with AASHTO M 143). Rock salt shall be used for de-icing purposes. Either rock salt or evaporated salt may be used for stabilization.

MANUAL FOR FREQUENCY OF SAMPLING AND TESTING AND BASIS FOR USE OF MATERIAL, REVISED, JANUARY 2016.

<http://www.in.gov/indot/files/FreqOfSamplingAndTesting.pdf>

Indiana Test Method or Procedure

ITM 810-15T Deicing Material, Dated June 6, 2015

http://www.in.gov/indot/div/mt/itm/pubs/810_testing.pdf

11.0 FAILURE TO MEET OBLIGATIONS

If the Contractor is unable to meet its agreement obligations as set out in this invitation, the Indiana Department of Transportation and Other State Agencies, at the State's option may purchase materials from any other available source on the open market, cancel the agreement or applicable portions thereof, and/or may award the portions so cancelled to another supplier.

In the event the State is required to purchase the materials from another source as a result of the Contractor not being able to meet their commitment, any additional expenses in excess of the agreement price will be deducted from any money due the Contractor.

Exhibit C – Local Government Entities Specifications

This document is an exhibit to the Contract, and is deemed to be attached to and incorporated within the Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Contract shall be resolved by giving precedence and effect to the Contract.

SEE ATTACHED DOCUMENT

**LOCAL GOVERNMENTAL ENTITIES
2019/2020 SALT SPECIFICATIONS & SPECIAL PROVISIONS
FOR TREATED/UNTREATED SODIUM CHLORIDE**

These specifications, terms, and conditions apply to Other/Local Governmental Entities that are listed within this solicitation. *These specifications will not apply to INDOT locations or other State Agencies in this solicitation.*

Other/Local Governmental Entities is defined as follows: an agency, board, branch bureau, commission, council, department, institution, office or establishment of (a) the judicial branch, (b) the legislative branch, (c) a political subdivision, which includes towns, cities, school corporations and local governments, (d) a state educational institution.

I. SCOPE OF SERVICES

The material to be furnished shall consist of sodium chloride delivered at Contractor’s expense to various Buyer facilities. This rock salt shall be used as a deicer for road maintenance. Sodium Chloride will be in accordance with the 2016 Indiana Department of Transportation Standard Specifications (Sections 913.03) and the Supplemental Specifications at bid due date and time, and all applicable rules and regulations at the federal, state and local levels.

II. SPECIFICATIONS

All material furnished shall be (1) uniform in appearance, free flowing, free of visual evidence of foreign matter including but not limited to dirt, stone, trash, or any other material; (2) chemically treated to prevent caking, and shall be free of foreign matter, lumps and free water.

A. Untreated Sodium Chloride

Sodium Chloride shall be rock salt or solar salt conforming to the requirements of AASHTO M 143, Type I Grade I, with a moisture content not exceeding two (2) percent.

1) Chemical Composition

Results of the purity test will be rounded to the nearest whole percentage point (0.5 rounded up). A deduction of \$1.00 (one dollar) per ton will be made for each percentage point from ninety-four percent (94%) through ninety percent (90%) and \$2.00 (two dollars) per ton for each percentage point from eighty-nine percent (89%) through eight-five percent (85%). Material with purity less than eighty-four point five percent (84.5%) will be paid for as snow and ice abrasives at a rate of \$4.00 (four dollars) per ton.

| Deduction | Sodium Chloride |
|----------------|------------------|
| \$1.00 per Ton | 94 – 90 % |
| \$2.00 per Ton | 89 – 85 % |
| \$4.00 per Ton | Less than 84.5 % |

2) Moisture

If the moisture content of Untreated Sodium Chloride exceeds two percent (2%), the weight to be paid for will be the gross weight of the Sodium Chloride minus twice the weight of the excess moisture computed as follows:

$$\text{Weight to be paid for} = G \times (104 - 2(m)) / 100$$

G = Gross weight of material (wet)

m = Percent of moisture to the nearest 0.5 percent based on oven dry weight

3) Gradation

Percents passing the given sieve sizes shall be as follows:

| Sieve Sizes | Percent Passing |
|-------------------|-----------------|
| ½ inch (12.5mm) | 100 |
| 3/8 inch (9.5 mm) | 95 - 100 |
| No. 4 (4.75 mm) | 20 - 90 |
| No. 8 (2.36 mm) | 10 - 60 |
| No. 30 (0.60 mm) | 0 - 15 |

When test results for the Sodium Chloride furnished exceed the gradation requirements above, adjustment points will be assessed as follows:

| Adjustment Points | Sieve Size | | | | |
|----------------------------------------------|------------|--------|--------|--------|--------|
| | ½in. | 3/8in. | No.4 | No.8 | No.30 |
| | 12.5mm | 9.5mm | 4.75mm | 2.36mm | 0.60mm |
| | | | | | |
| For each 1.0% up to 3.0% Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 2.0 |
| | | | | | |
| For each 1.0% > 3.0% Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 3.0 |

Gradation adjustment points for the quantity represented shall be the sum of points calculated for up to 3% out of tolerance and the points calculated for greater than 3% out of tolerance.

Where Buyers determine that a sample does not meet specifications in chemical composition, moisture, and/or gradation, the following shall be the method of determining the final price per ton:

- a) First, tons eligible for payment shall be calculated as noted above in *Section 2 – Moisture*.
- b) Second, a deduction, as specified above, will be made for gradation failure.
- c) Finally, the deduction will be determined for chemical composition, unless the chemical composition falls below eighty-four point five percent (84.5%) at which time the entire amount will be paid for as snow and ice abrasives as noted above.

B. Treated Sodium Chloride

Sodium Chloride treated with Liquid Magnesium Chloride shall be rock salt or solar salt conforming to the requirements of AASHTO M 143, Type I Grade I, treated with Liquid Magnesium Chloride with a moisture content not exceeding five and three tenths (5.3) percent.

The finished product shall not be less than 91.3% Sodium Chloride determined as follows: Apparent total % sodium chloride shall be determined in accordance with ASTM-D-632. Magnesium and calcium content shall be determined in accordance with ASTM E-534 and computed as % magnesium chloride and % calcium chloride respectively. % sodium chloride shall then be computed as follows:

$$\% \text{ sodium chloride} = \% \text{ apparent sodium chloride} - (\% \text{ magnesium chloride} + \% \text{ calcium chloride})$$

1) Chemical Composition

Results of the purity test will be rounded to the nearest whole percentage point (0.5 rounded up). A deduction of \$1.00 (one dollar) per ton will be made for each percentage point from ninety-one percent (91%) through eighty-seven percent (87%) and \$2.00 (two dollars) per ton for each percentage point from eighty-six percent (86%) through eight-two percent (82%). Material with purity less than eighty-one point five percent (81.5%) will be paid for as snow and ice abrasives at a rate of \$4.00 (four dollars) per ton.

| Deduction | Sodium Chloride |
|----------------|------------------|
| \$1.00 per Ton | 91 – 87 % |
| \$2.00 per Ton | 86 – 82 % |
| \$4.00 per Ton | Less than 81.5 % |

2) Moisture

If the moisture content of Treated Sodium Chloride exceeds five and three tenths percent (5.3%), the weight to be paid for will be the gross weight of the Sodium Chloride minus twice the weight of the excess moisture computed as follows:

$$\text{Weight to be paid for} = G \times (104 - 2(m)) / 100$$

G = Gross weight of material (wet)

m = Percent of moisture to the nearest 0.5 percent based on oven dry weight

3) Gradation

Percents passing the given sieve sizes shall be as follows:

| Sieve Sizes | Percent Passing |
|-------------------|-----------------|
| ½ inch (12.5mm) | 100 |
| 3/8 inch (9.5 mm) | 95 - 100 |
| No. 4 (4.75 mm) | 20 - 90 |
| No. 8 (2.36 mm) | 10 - 60 |
| No. 30 (0.60 mm) | 0 - 15 |

When test results for the Sodium Chloride furnished exceed the gradation requirements above, adjustment points will be assessed as follows:

| Adjustment Points | Sieve Size | | | | |
|-------------------------------------------|------------|--------|--------|--------|--------|
| | ½in. | 3/8in. | No.4 | No.8 | No.30 |
| | 12.5mm | 9.5mm | 4.75mm | 2.36mm | 0.60mm |
| For each 1.0% up to 3.0% Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 2.0 |

| | | | | | |
|------------------------------------------|-----|-----|-----|-----|-----|
| For each 1.0% > 3.0% Out of Tolerance | 1.0 | 1.0 | 1.0 | 1.0 | 3.0 |
|------------------------------------------|-----|-----|-----|-----|-----|

Gradation adjustment points for the quantity represented shall be the sum of points calculated for up to 3% out of tolerance and the points calculated for greater than 3% out of tolerance.

Where Buyers determine that a sample does not meet specifications in chemical composition, moisture, and/or gradation, the following shall be the method of determining the final price per ton:

- d) First, tons eligible for payment shall be calculated as noted above in *Section 2 – Moisture*.
- e) Second, a deduction, as specified above, will be made for gradation failure.
- f) Finally, the deduction will be determined for chemical composition, unless the chemical composition falls below eighty-four point five percent (84.5%) at which time the entire amount will be paid for as snow and ice abrasives as noted above.

C. Testing Data

Contractor shall submit testing data indicating that the liquid treatment product meets the following (Note: This applies to the liquid treatment only and not the final sodium chloride product):

Environmental

The product offered must comply with established limits set by federal, state and local laws and regulations with regard to the following components. In addition, the product must comply with any other environmental laws or regulations when used in the recommended application and at the manufacturer’s recommended application rate. Contractor shall include the test methods and testing results for each of these components:

| | | | | |
|------------|-----|----|--------|----------|
| Phosphorus | yes | no | % mass | % volume |
| Cyanide | yes | no | % mass | % volume |
| Arsenic | yes | no | % mass | % volume |
| Copper | yes | no | % mass | % volume |
| Lead | yes | no | % mass | % volume |
| Mercury | yes | no | % mass | % volume |
| Chromium | yes | no | % mass | % volume |
| Cadmium | yes | no | % mass | % volume |
| Barium | yes | no | % mass | % volume |
| Selenium | yes | no | % mass | % volume |
| Zinc | yes | no | % mass | % volume |

III. INSPECTION

All Sodium Chloride delivered will be visually inspected by Buyer at the time of delivery and samples may be tested for gradation, purity, and moisture content in accordance with Indiana Testing Method (ITM) 810. All materials being used are subject to inspection, test, or rejection at any time.

IV. REJECTION

Any material delivered which contains lumps, foreign matter, free water, or otherwise fails to conform to the requirements contained herein, shall be rejected. In the event the material has been dumped prior to rejection it shall be immediately reloaded or removed by the Contractor within forty-eight (48) hours of notification of rejection. Buyers shall not be responsible for either the cost of rejected material or the cost to dispose of rejected material not picked up by Contractor within forty-eight (48) hours of the rejection. Buyers reserve the right to offset those costs against any future payments to Contractor at a rate of \$10.00 per ton for each day the salt remains at the delivery site.

V. DELIVERY

All deliveries must be coordinated with the Ordering/Local Governmental Entity prior to delivery. No payments will be made for any load for which a delivery ticket, signed by a Buyer representative, cannot be produced. Delivery tickets for all deliveries shall indicate gross, tare and net weights, order number, locations of stockpile from which shipment is made, and point of delivery. Weights will be checked at random for accuracy of the delivery ticket weights. Buyers reserve the right to require any truck to go to the nearest available certified scales to verify load weights on the truck at no cost to the Buyer.

Vendor shall make deliveries in trucks with solid or waterproof tarps to various stockpile locations, as defined in Bid List.xls, for which it has received an Award of Contract. Delivery shall be completed within ten (10) business days after placement of order. For each business day that delivery extends beyond this 10-day limit, \$200.00 will be deducted from any money due the vendor, not as a penalty, but as liquidated damages. Orders shall be placed by telephone during regular working hours to the office specified by the vendor. The vendor should provide a single telephone number for all orders made for each purchase order. The vendor shall provide order confirmation via e-mail or fax, so that each Entity can provide verification for each telephone order.

The Vendor will be responsible for any damage to the salt delivery areas/buildings resulting from improper piling of salt. Further, the Vendor may be required to move any material improperly stacked.

VI. BASIS OF PAYMENT

Payment for all Sodium Chloride shall be for the negotiated Contract per-ton-price (either untreated or treated), furnished and delivered to the various locations as designated. There shall be no other charges.

Delivered price is the price per ton of salt delivered to the specified local entities. Price submitted by respondent is the price for purchases from 0% to the maximum of the commitment range of 120%. *Any additional tons needed beyond the maximum commitment range (120%) will be by mutual agreement of the parties, including the price thereof.*

Local Governmental Entities commit to purchase at least 80% of the total tonnage; quantity listed in Bid List.xls is 100%. Local Governmental Entities are individually-operated entities responsible for their individual quantities committed as listed in Bid List.xls. Respondents cannot bid on specific locals within an INDOT district; if respondent is awarded Local Governmental Entities' business for an INDOT district, the awarded vendor will hold supply up to 120% for each Local Governmental Entity listed in the INDOT district awarded.

VII. INVOICING

Request for payment on deliveries shall be made monthly for all materials furnished to the Buyer/Local Governmental Entity and all details surrounding the billing and payment shall be between the Local Governmental Entity and the Contractor.

In accordance with *Section II – SPECIFICATIONS and Section V – DELIVERY*, the Local Governmental Entities will notify the vendor(s) in writing no more than twice a month when liquidated damages for late deliveries or deductions for non-compliance with specifications are being assessed. The vendor(s) shall submit a credit memorandum to the Local Governmental Entity for the assessed liquidated damages or deductions within fifteen (15) calendar days from the date of written notification from the Local Governmental Entity.

Payment will be made following necessary testing and evaluation as described in the contract terms. The Entity shall complete necessary testing and evaluation within ten (10) calendar days after receipt; if the Entity fails to test and evaluate within this timeframe, payment shall at such time be authorized.

VIII. DEFINITIONS AND TERMS

For the purposes of this contract, calendar day and work day shall be defined as:

Calendar Day – Every day shown on the calendar.

Work Day – A calendar day, exclusive of Saturdays, Sundays and State recognized legal holidays.

REFERENCED

INDIANA DEPARTMENT OF TRANSPORTATION STANDARD SPECIFICATIONS 2016

(With Supplemental Specifications in affect at time of letting)

<http://www.in.gov/dot/div/contracts/standards/book/index.html>

SECTION 913 – MISCELLANEOUS

(913.03 Sodium Chloride. Sodium chloride shall be in accordance with AASTHO M 143). Rock salt shall be used for de-icing purposes. Either rock salt or evaporated salt may be used for stabilization.

IX. FAILURE TO MEET OBLIGATIONS

If the vendor is unable to meet its agreement obligations as set out in this invitation, the local governmental entity at its option, may purchase material from any other available source on the open market, may cancel the agreement or applicable portions thereof, and/or may award the portions so cancelled to another supplier. In the event the State is required to purchase the materials from another source as a result of the contracted vendor not being able to meet their commitment, any additional expenses in excess of the agreement price will be deducted from any money due the contracted vendor.

Exhibit D – Performance Metrics and Corrective Actions

This document is an exhibit to the Contract, and is deemed to be attached to and incorporated within the Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Contract shall be resolved by giving precedence and effect to the Contract.

A. Performance Metrics

The State has developed a set of performance metrics and targets, defined in **Section 1 (C) – Pre-Season Meeting(s)**, **Section 1 (D) – Bi-Weekly Calls**, **Section 1 (E) – Reporting**, **Section 1 (G) – Timely Responses to Inquiry**, **Exhibit B – INDOT & Other State Agencies Specifications**, and **Exhibit C – Local Governmental Entities Specifications**, which the Contractor shall meet or exceed in order to be in good standing on the contract. The performance for the metrics referenced in **Section 1 (C) – Pre-Season Meeting(s)**, **Section 1 (D) – Bi-Weekly Calls**, **Section 1 (E) – Reporting**, **Section 1 (G) – Timely Responses to Inquiry** and invoice credits shall be reviewed quarterly by the State Contract Manager and can be discussed via quarterly conference call or via email.

Invoice Credits will only be applied to Pre-Season Meeting(s), Bi-Weekly Calls, Reporting or Timely Response non-compliance issues. Deductions resulting from non-compliance of the Scopes of Work listed in **Exhibit B – INDOT & Other State Agencies Specifications** and **Exhibit C – Local Governmental Entities Specifications** are detailed in these documents and will be applied by the purchasing entity per the guidelines and timeframes set forth in these documents.

B. Corrective Actions for Non-Compliance

In addition to Invoice Credits, the Contractor may be subject to Corrective Actions as detailed below. Once a final scorecard, which will include the above referenced performance metrics, has been developed, the State contract manager will calculate a score for the contractor's overall performance.

- Non-compliance with General Contract Provisions
The State monitors certain quality and performance standards, and holds the Contractor accountable for delivering the scope of work, as defined in **Exhibit B – INDOT & Other State Agencies Specifications** and **Exhibit C – Local Governmental Entities Specifications** of the Contract, and being in compliance with contract terms. The State accomplishes this by working collaboratively with the Contractor to maintain and improve programs, and not to impair Contractor stability. The State may enforce any of the remedies listed in this section if the Contractor is non-compliant with the contract.
- Non-compliance with Reporting Requirements
Reports submitted incorrectly or not delivered complete, on time, and in the correct reporting formats, as defined in **Section 1 (E)** of the Contract, constitute contractual non-compliance and the State may require corrective action(s) as described in this Section. The State may change the frequency of required reports, or may require additional reports, at the State's reasonable discretion.
- Non-compliance with Performance Metrics
The State has developed a set of Performance Metrics as defined above in this Exhibit that the Contractor shall meet or exceed in order to be in good standing on the contract. The Performance Metrics shall be, at a minimum, reviewed quarterly by the State Contract Manager to identify any issues requiring immediate attention from the State and Contractor. The State reserves the right to assess administrative fees in the form of a check for non-compliance at the discretion of the State Vendor Manager.

- Corrective Actions

In the event that the Contractor fails to meet contract requirements, performance requirements or reporting standards set forth in the Contract, the State will provide the Contractor with a written notice of non-compliance and may require any of the corrective actions or remedies discussed below. The State will provide written notice of non-compliance to the Contractor within sixty (60) calendar days of the State's discovery of such non-compliance.

If the State elects not to exercise any Corrective Actions in a particular instance, this decision must not be construed as a waiver of the State's right to pursue future assessment of that performance requirement and associated damages, including damages that, under the terms of the Contract, may be retroactively assessed.

The nature of the corrective action(s) shall depend upon the nature, severity and duration of the deficiency and repeated nature of the non-compliance. The written notice of non-compliance corrective actions may be instituted in any sequence and include, but are not limited to, any of the following:

- Written Warning: The State may issue a written warning and solicit a response regarding the Contractor's corrective action.
- Formal Corrective Action Plan: The State may require the Contractor to develop a formal corrective action plan (CAP) detailing the actionable cure for remedying the issue or issues of each performance metric in need of correction. The CAP must be submitted under the signature of the Contractor's chief executive within (5) business days of request. Upon receipt of the CAP, the State shall review and advise of any questions. If the State has no objections to the plan, the plan shall be implemented within (24) hours. From that point, the Contractor has the agreed upon timeline to cure the issues. The timeline shall be determined by the State. If the CAP is not acceptable, the State may provide suggestions and direction to bring the Contractor into compliance. If the Contractor still has any issue associated with the Corrective Action Plan purpose, by the end of the timeline, the State shall obtain a credit of \$1,000 from the Contractor in the form of a check with the supportive reporting model, unless the credit is waived by the State Contract Manager in writing.
- Contract Termination: The State reserves the right to terminate the contract pursuant to the contract termination clauses.

Exhibit E – BID #ASA-18-062 Documentation

This document is an exhibit to the Contract, and is deemed to be attached to and incorporated within the Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Contract shall be resolved by giving precedence and effect to the Contract.

SEE ATTACHED DOCUMENTS



STATE OF INDIANA

**Negotiated Bid # ASA-19-086
Addendum #1
4/25/2019**

INDIANA DEPARTMENT OF ADMINISTRATION

**On Behalf Of
Indiana Department of Transportation, Other State Agencies, and
Local Government Entities**

**Solicitation For
Road Salt**

Response Due Date: May 1, 2019 by 3:00pm EDT

Eric Klinefelter, Director of Account Management and Sourcing Operations
Indiana Department of Administration
Procurement Division
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

The following changes have been made to the Bid List in the bid documents:

1. The treated salt data provided in the Treated Salt, INDOT Sub-District Breakout, and INDOT Early Fill Requirement tabs was incorrect for **30-Greenfield district**. As such, the treated salt figures (12,000 treated salt tons) for **30-Greenfield** have been corrected. Please use the updated version of the Bid List for the corrected tonnage information.
2. A local entity has been added to the solicitation for **10-Crawfordsville district**. Town of Brownsburg has been added to the Local Governmental Entity Tonnage for 2,000 tons of untreated salt.

The following change has been made to the sample contract:

1. The term of the sample contract (clause 3) has been updated. The term of the contract is for one year. Please use the updated version of the sample contract.



STATE OF INDIANA

ASA-19-086

INDIANA DEPARTMENT OF ADMINISTRATION

On Behalf Of:

INDOT, OTHER STATE AGENCIES, AND LOCAL GOVERNMENT ENTITIES

Solicitation for:

ROAD SALT

Bid Due Date: May 1, 2019 at 3:00PM EDT

This is an electronic version of a negotiated bid. Any alteration to the text or any file associated with this bid in any way that could be construed to change the intent of the original document is forbidden. Any changes made to the original document may result in your proposal being considered nonresponsive.

The original signed document is on file with the Indiana Department of Administration, Procurement Division.

Thank you for your interest in doing business with the State of Indiana.

CONTENTS OF ASA-19-086

ASA-19-086 consists of the following documents, which may be downloaded from this web site:

- [Addendum 1](#), - Posted on 04/25/2019
- [Bid Information Cover Sheet](#)
- [Bid Package](#)
- [Bid List](#), - Updated on 4/25/2019

- [Indiana Economic Impact Form](#)
- [Sample Contract](#), - Updated on 4/25/2019
- [Question and Answer Responses](#), - Posted on 4/25/2019
- [2019-2020 INDOT And OSA Salt Specifications](#)
- [2019-2020 Local Government Entity Salt Specifications](#)



State of Indiana Bid

Contact:

Eric Klinefelter
Director of Account
Management and Sourcing
Operations
eklinefelter@idoa.in.gov
Phone: (317) 232-1796

BID INFORMATION COVER SHEET

Negotiated Bid # ASA-19-086,
Road Salt for INDOT, Other State Agencies,
and Local Government Entities

Bid Responses Due: May 01, 2019 by 3:00 PM EST

Instructions: Please provide the information requested below and submit this bid information cover sheet in the bid response.

BIDDER CONTACT INFORMATION

| | |
|----------------------------|---------------------------------------------------|
| Company Name | Cargill, Inc.-Salt, Road Safety |
| Company Bidder ID# | EXT0000006065 |
| Contact Name/Title | Deborah D Williams, Customer Care Representative |
| Contact Phone/Email | 800-600-7258(SALT) / deborah_williams@cargill.com |

PLEASE IDENTIFY IF THE FOLLOWING PREFERENCES ARE CLAIMED IN THIS COMPLETED BID PACKAGE:

U.S. Manufactured Preference

Please be advised only one of the pricing preferences listed below may be claimed.

| | |
|-----------------------------------------------------------------------|-------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Indiana Business Preference (IBP) | <input type="checkbox"/> Indiana Small Business Preference (ISBP) |
|-----------------------------------------------------------------------|-------------------------------------------------------------------|

BELOW IS A CHECKLIST OF ITEMS TO BE INCLUDED IN THE BID SUBMISSION. FAILURE TO COMPLETE ALL REQUESTED ITEMS MAY RESULT IN REJECTION OF YOUR BID.

| | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Completed Bid Information Cover Sheet | <input checked="" type="checkbox"/> Completed Bid List in original <u>EXCEL</u> format (NO PDFs) |
| <input checked="" type="checkbox"/> Completed Bid Package, containing the following: <ul style="list-style-type: none"> o Response to <i>Sample Contract</i> and outlined <i>Terms and Conditions</i> (Page 5) o Identification of any Purchasing Preferences Claimed (Pages 7-8) o Completion of <i>Minority and Women's Business Enterprises Subcontractor Form</i> (Pages 9-10) o Completion of <i>Indiana Veteran Owned Small Business Subcontractor Form</i> (Pages 11-12) o Completion of <i>Invoice Automation Program and ONE Indiana</i> Questions (Page 14) o Identification of Emergency Information (Page 16) o Identification of Requested Exceptions to Outlined Specifications (Page 17) o Company Information with Authorized Signature (Page 20) | <input checked="" type="checkbox"/> Completed Indiana Economic Impact Form |
| | <input checked="" type="checkbox"/> One (1) electronic (CD) copy of bid response documents |

PLEASE USE THE FIELD BELOW TO PROVIDE ANY ADDITIONAL COMMENTS RELEVANT TO THE BID SUBMISSION

[Empty yellow box for additional comments]

Type of Award

The State intends to establish a Contract for Services for Road Salt for INDOT, Other State Agencies, and Local Government Agencies to begin August 01, 2019 or from date of last State signature, whichever is later, and end July 31, 2020 or one year after the State's last signature, whichever is later. Contract may be mutually renewed yearly for three additional years under the same terms and conditions.

Renewals are subject to the approval of the Department of Administration and the State Budget Agency. Total term of this agreement including all renewals, shall not exceed four years.

Current State of Indiana contract information and pricing for road salt is available at the following web address:

<http://www.in.gov/idoa/2624.htm>

Key Bid Dates

The following timeline has been provided as an illustration of the bid process. The dates associated with each step are not to be considered binding. Due to the unpredictable nature of the evaluation period, these dates are tentative and subject to change.

| Activity | Date |
|--------------------------------------|--------------------------------|
| Issue of Bid | April 15, 2019 |
| Deadline to Submit Written Questions | April 22, 2019 by 12:00 PM EST |
| Response to Written Questions | April 25, 2019 |
| Submission of Proposals | May 1, 2019 by 3:00 PM EST |
| Award Recommendation | May 10, 2019 |

Question and Answer Period

All questions pertaining to this bid are due by **12:00 PM EDT on Monday, April 22, 2019**. Questions should be emailed to rfp@idoa.in.gov using the Microsoft Excel sheet labeled "Question and Answer Template." The State will upload responses to all questions received by **Thursday, April 25, 2019** to the solicitation webpage (<http://www.in.gov/cgi-bin/idoa/cgi-bin/bidad.pl>).

Best and Final Offer

Bidders must be advised that a Best and Final Offer (BAFO) Round will NOT be conducted for this solicitation. Therefore, it is expected that bidders submit their most competitive pricing upon submission of their bid documents.

Payments

For transactions with State agencies, IC 4-13-2-14.8 requires:

Notwithstanding any other law, rule, or custom, a person or company whom has a contract with the State or submits invoices to the state for payment shall authorize in writing the direct deposit by electronic funds transfer of all payments by the state to the person or company. The written authorization must designate a financial institution and an account number to which all payments are to be credit.

U.S. Manufactured Preference

If claiming the U.S. Manufactured preference, bidders must clearly specify the items qualified for the preference. If claiming the U.S. Manufactured preference, include a letter on **company (manufacturer) letterhead** confirming the cost of the product or its components exceed 50% of the cost of all components. **Failure to indicate individual line items claimed under this preference or failing to include a letter may affect the evaluation of the bid.**

Bidder Registration

Prior to award of this solicitation your business must register as a bidder at <http://www.in.gov/idoa/2464.htm>. Just click on "Register as a Bidder." Please be sure to complete the Buy Indiana certification page. It is preferred that businesses register immediately so that delay of solicitation award would not occur. This registration is maintained by you and you may update your information at any time. It remains in the database and covers all solicitation responses you submit to any state agency. It is very important that it be kept current. If you do not have access to a computer, you may call 317-234-3542 for assistance with your registration.

Buy Indiana

Prior to award of this solicitation your business must register as a bidder at <http://www.in.gov/idoa/2464.htm>. Please be sure to complete the Buy Indiana certification page. It is preferred that businesses register immediately so that delay of solicitation award would not occur. This registration is maintained by you and you may update your information at any time. It remains in the database and covers all solicitation responses you submit to any state agency. It is very important that it be kept current. If you do not have access to a computer, you may call 317-234-0234 for assistance with your registration.

Additionally, Respondents that wish to claim the Buy Indiana preference (for any criteria listed below) must have an email confirmation of their Buy Indiana status provided by buyindianainvest@idoa.in.gov included in the proposal response. The email confirmation must have been provided from within one year prior to the proposal due date.

Respondents must also fully complete the Indiana Economic Impact form (Attachment C) and include it with their proposal response.

Defining an Indiana Business:

"Indiana business" refers to any of the following:

- (1) A business whose principal place of business is located in Indiana.
- (2) A business that pays a majority of its payroll (in dollar volume) to residents of Indiana.
- (3) A business that employs Indiana residents as a majority of its employees.
- (4) A business that makes significant capital investments in Indiana.
- (5) A business that has a substantial positive economic impact on Indiana.

Substantial Capital Investment:

Any company that can demonstrate a minimum capital investment in Indiana of \$5 million or more in plant and/or equipment or annual lease payments in Indiana of \$2.5 million or more shall qualify as an Indiana business under I.C.5-22-15-20.5 (b)(4).

Substantial Indiana Economic Impact:

Any company that is in the top 500 companies (adjusted) for one of the following categories: number of employees (DWD), unemployment taxes (DWD), payroll withholding taxes (DOR), or Corporate Income Taxes (DOR); it shall qualify as an Indiana business under I.C. 5-22-15-20.5 (b)(5).

Indiana Economic Impact

All companies desiring to do business with state agencies must complete an “Indiana Economic Impact” form. The form is an Excel document and contains two tabs: 1) Attachment C and 2) FTE Details. Both sections must be completed. The form asks for, among other information:

- a. The amount of the contract that is being allocated for payroll and benefits to Indiana residents.
- b. The amount that is being awarded to Indiana subcontractors and suppliers.
- c. The amount that is being subcontracted to Indiana certified minority and women-owned businesses.

The collection and recognition of the information collected with the Indiana Economic Impact form places a strong emphasis on the economic impact a project will have on Indiana and its residents regardless of where a business is located. The collection of this information does not restrict any company or firm from doing business with the state.

Submission Requirements

Bidders must complete the bid list in the attached Excel file and submit the (Excel) file to the State, along with the other bid documents. When submitting the Excel file with bid prices, the vendor must send **one (1) electronic copy on CD.**

Pricing

Pricing on this solicitation must be firm and remain open for a period of not less than 180 days from the proposal due date.



STATE OF INDIANA

ASA-19-086

INDIANA DEPARTMENT OF ADMINISTRATION

On Behalf Of
INDOT, Other State Agencies, and Local Government Entities

Solicitation For:
Road Salt

Response Due Date: May 1, 2019 by 3:00pm EDT

Eric Klinefelter, Director of Account Management and Sourcing Operations
Indiana Department of Administration
Procurement Division
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

**STATE OF INDIANA
NEGOTIATED BID PACKAGE TO ESTABLISH A
QUANTITY PURCHASE AGREEMENT
FOR: Road Salt, ASA 19-086**

IF YOU HAND-DELIVER SOLICITATION RESPONSES:

To facilitate weapons restrictions at Indiana Government Center North and Indiana Government Center South, as of **July 21, 2008**, the public must enter IGC buildings through a designated public entrance. The public entrance to Indiana Government Center South is located at 302 W. Washington St. (the eastern-most Washington St. entrance). This entrance will be equipped with metal detectors and screening devices monitored by Indiana State Police Capitol Police.

Passing through the public entrance may take some time. Please be sure to take this information into consideration if your company plans to submit a solicitation response in person.

GENERAL INFORMATION: A checklist is provided below to assist you. **Please note that these instructions may not contain all applicable requirements. Careful reading of this request is critical.** Failure to follow these instructions or those printed throughout this form may lead to the rejection of your bid. It is not necessary to return this page with your response.

- A. In order to receive an award, you must be registered with the Department of Administration, Procurement Division. Therefore, to ensure there is no delay in the Award, all bidders are strongly encouraged to register prior to submission of a bid. Bidders should go to <http://www.in.gov/idoa/2464.htm> and click on *Bidder Registration* to register.
- B. All companies desiring to do business with the State must complete and return an *Indiana Economic Impact* form, which is included as part of this solicitation. The collection and recognition of the information collected with the *Indiana Economic Impact* form places a strong emphasis on the economic impact a project will have on Indiana and its residents, regardless of where a business is located. The collection of this information does not restrict and company or firm from doing business with the State. Pursuant to IC 5-22-15-20.5, recently enacted legislation in HEA 1080 (2004) requires a bidder to provide the information identified in the *Indiana Economic Impact* form.
- C. Type or print legibly in black ink all requested information, including prices and extensions, as well as the correct vendor information. Clearly detail in writing any deviation from or exception taken to the stated specifications.
- D. **The State will only accept original signatures.** The bid may be rejected if it contains any alterations or erasures that are not initialed by the signer of the bid. The Non-Collusion Certification language is in the package. When you sign the Signature Page, you are agreeing to the general conditions, specifications, certifications and other documents of this package. Facsimile or electronic bids are not acceptable at this time. **However, you are required to submit a copy of your entire proposal to the State via CD-ROM by the due date and time listed above.**
- E. **Do not add, delete or modify any contractual terms and conditions.** Terms of the award will be those listed in this package and the resulting purchase order only.
- F. If you are not willing to accept a split award (partial order), your request must include the statement ***Bidding All or None***. The State reserves the right to accept or reject any or all bids, or any part thereof, and to award the items separately, all to one bidder, or to make a multiple-award. ITEMS NOT BID – if a bidder does not desire to submit a bid for an item, you should indicate ***NO BID*** in the unit price column for that item.
- G. The request must be received and clocked in by or prior to the due date and time indicated above. **Each bid must be returned in a separate envelope. The envelope must clearly indicate the following information:**
- a. The notation ***Negotiated Sealed Bid***
 - b. The ***Solicitation Number***
 - c. The ***Due Date and Time***
- H. The completed envelope must be returned to:

Department of Administration, Procurement Division
402 West Washington Street
Room 468
Indianapolis, IN 46204
ATTENTION: BID ROOM

CAUTION TO VENDORS ABOUT SHIPPING/MAILING: UNITED STATES POSTAL EXPRESS AND CERTIFIED MAIL ARE BOTH DELIVERED TO THE CENTRAL GOVERNMENT CENTER MAILROOM AND NOT DIRECTLY TO THE PROCUREMENT DIVISION DESIGNATED DEPARTMENT. IT IS THE RESPONSIBILITY OF THE BIDDER TO MAKE SURE THAT BID RESPONSES ARE RECEIVED BY THE PROCUREMENT DIVISION ON OR BEFORE THE DESIGNATED TIME AND DATE.

IN ORDER TO PROTECT THE INTEGRITY OF THE SEALED BID PROCESS, FAILURE TO PROPERLY IDENTIFY YOUR SEALED BID ACCORDING TO THE ABOVE INSTRUCTIONS MAY RESULT IN AN AUTOMATIC DISQUALIFICATION FROM CONSIDERATION.



GENERAL INFORMATION RELATED TO NEGOTIATED BIDDING

Please review this section carefully as it provides information on Negotiated Bidding which differs in certain aspects from the usual Competitive Bidding process. The key differences and relevant points are outlined below. Please refer to IC 5-22-7.3 for the relevant code that governs this procurement

1. **IC 5-22-7.3.** This procurement is being conducted using Negotiated Bidding pursuant to IC 5-22-7.3 which became effective on July 1, 2006
2. **Evaluation Criteria.** This Negotiated Bid will be evaluated on the basis of the overall low (per salt type, district, and purchasing entity type.) Please refer to ASA 18-062 Bid List Instructions for additional information on evaluation criteria.
3. **Discussions with Bidders.** Discussions may be conducted with bidders after receipt of the initial bid. These discussions may include discussions on price. If discussions are conducted they will involve all responsive bidders and will be conducted in writing. Equivalent information will be provided to all bidders with whom discussions are conducted. As a result of these discussions bidders may be asked to submit revised bids. Bidders may respond to this request by submitting their initial bid unchanged, however prices cannot be increased, they must remain the same or lower.
4. **Bid Opening.** Initial Bids will be opened on or after the Due Date and Time. The bid opening will not be public, and will be conducted by an employee of the purchasing agency in the presence of one (1) or more other employees of the purchasing agency. If discussions are conducted with bidders, and bidders submit revised bids, the procedure for opening of these revised bids will be similar.
5. **Bid Register.** A bid register will be prepared containing relevant bid information, and will be made public no less than 7 days before the successful bidder is notified of award of contract, pursuant to Section 9 of IC 5-22-7.3

TERMS AND CONDITIONS

1. **ACKNOWLEDGMENT:** This Agreement contains the complete and final Agreement between the State and the Contractor and no other Agreement in any way modifying any of said terms and conditions will be binding upon the State or the Contractor unless made in writing and signed by the State's and the Contractor's authorized representative.

1 (a) – A sample contract that the State expects to execute with the successful Respondent(s) has been provided in this solicitation. (See **Sample Contract in bid documents**). This contract contains both mandatory and non-mandatory clauses. It is the State's expectation that the final contract will be substantially similar to the sample contract provided. In the yellow text box immediately following this section, please indicate acceptance of these mandatory contract terms. Also, please review the rest of the contract and indicate your acceptance of the non-mandatory contract clauses in the yellow text box as well. If a non-mandatory clause is not acceptable as worded, suggest specific alternative wording to address issues raised by the specific clause. If you require additional contract terms please include them in this section. To reiterate, it's the State's strong desire to not deviate from the contract provided in the attachment and, as such, the State reserves the right to reject any and all of these requested changes.

The mandatory master contract terms are as follows:

- Duties of Contractor, Rate of Pay, and Term of Contract
- Authority to Bind Contractor
- Compliance with Laws
- Drug-Free Workplace Provision and Certification
- Employment Eligibility
- Funding Cancellation
- Governing Laws
- Indemnification
- Information Technology (*Only mandatory when contract is for IT products or services*)
- Non-Discrimination Clause
- Ownership of Documents and Materials
- Payments
- Penalties/Interest/Attorney's Fees
- Termination for Convenience
- Non-Collusion and Acceptance

2. **PRICING:** Unit price must be entered and extended, and the total price of the solicitation must be shown. If there is an error between the unit price and total price, the unit price shall prevail. Awarded Prices: Prices listed for each item are firm and cannot be changed. Any revision in price may be rejected at the discretion of the IN Dept. of Administration and may result in cancellation of the Purchase Order without recourse on the part of the awarded Contractor. (If discussions are held with bidders, the Awarded Price will be the price contained in the final revised bid submitted by the winning bidder(s))

3. **TERMINATION FOR CONVENIENCE:** This Agreement may be terminated, in whole or in part, by the State whenever, for any reason, the State determines that such termination is in the best interest of the State. Termination shall be affected by delivery to the Contractor of a Termination Notice at least thirty (30) days prior to termination effective date, specifying the extent to which performance of services under which such termination becomes effective. The Contractor shall be compensated for performance prior to the notice date of termination but in no case shall total payment made to Contractor exceed the original Agreement price due on Agreement. No price increase shall be allowed on individual line items if canceled only in part.

4. **FUNDING CANCELLATION:** When the Director of the State Budget Agency makes a written determination that funds are not appropriated or otherwise available to support continuation of performance of this Agreement, this Agreement shall be canceled. A determination by the Budget Director that funds are not appropriated or otherwise available to support continuation of performance shall be final and conclusive.

5. **INSURANCE:** If this Agreement provides for work to be performed by the Contractor for the State, the Contractor shall be responsible for providing all necessary unemployment and workers' compensation, insurance for the Contractor's employees and liability and property/casualty insurance, as required by the State.. Upon request, the Contractor shall furnish a certificate of insurance showing coverage acceptable to the State.

6. **DELIVERY:** Delivery must be made at time agreed upon. If any indicated or actual delays arise, the using agency must be notified immediately, in writing, with the cause for such delay stated. If any goods are not delivered within the time specified on the Purchase Order, or within a reasonable time not exceeding 30 days after receipt of a Purchase Order if no time is specified, the using agency may refuse to accept such goods, and this Agreement may be cancelled. Each package shall be numbered and labeled with the State's Purchase Order number, contents and weight, and shall contain an itemized packing slip and be properly packed for shipment.

7. **QUANTITY:** Goods shipped in excess of quantity designated in the Purchase Order may be returned at the Contractor's expense.

8. **COMPLIANCE WITH SPECIFICATIONS:** The goods and/or services shall conform strictly to the specifications, drawings, or samples specified or furnished in connection with the bid/quote, all of which are incorporated herein. The Contractor warrants all goods and/or services delivered to be free from defects of material or workmanship. This warranty shall survive any inspection, delivery, acceptance, or payment by the State of the goods and/or services. Inspections shall be on the State's premises unless otherwise specified. The State shall have the right to reject and return at the Contractor's expense, or to require at the Contractor's expense, the correction or replacement of materials, workmanship, or services which are defective or do not conform to the requirements of the Purchase Order.

9. **WARRANTY:** The Contractor will furnish all parts and maintenance at no charge for a period of at least 90 days or the manufacturer's standard warranty, whichever is longer, provided that such maintenance and parts are not required because of accident, neglect, misuse, or force majeure event. Contractor shall be responsible for removal and/or disposal of all replaced parts. Prior to the expiration of the warranty period, whenever equipment is shipped for a mechanical replacement purpose, the Contractor shall bear all cost of such shipment including, but not limited to, cost of packing, transportation, rigging drayage, and insurance. All replacements shall be covered by a new warranty.

10. **INTELLECTUAL PROPERTY DEFENSE:** The Contractor shall, at its own expense, defend, indemnify and hold harmless the State with respect to any claims that the goods and/or services furnished under this Agreement violates any third party intellectual property rights including, but not limited to, patents, copyrights, trademarks and trade secrets

11. **PAYMENTS:** All payments shall be made in arrears in conformance with State fiscal policies and procedures and, as required by IC4-13-2-14.8, by electronic funds transfer to the financial institution designated by the Contractor in writing unless a specific waiver has been obtained from the Auditor of State. No payments will be made in advance of receipt of the goods or services that are the subject of this Agreement except as permitted by IC 4-13-2-20.

12. **COMPLIANCE WITH LAWS:** The Contractor agrees to comply with all applicable federal, state, and local laws, rules, regulations, or ordinances, and all provisions required thereby to be included herein are hereby incorporated by reference. The enactment of any state or federal statute or the promulgation of regulations thereunder after execution of this Agreement shall be reviewed by the State and the Contractor to determine whether the provisions of this Agreement require formal modification.

13. **COMPLIANCE WITH TELEPHONE SOLICITATIONS ACT:** As required by IC 5-22-3-7, the Contractor and any principals of the Contractor certify that (A) the Contractor, except for de minimis and nonsystematic violations, has not violated the terms of (i) IC 24-4.7 [Telephone Solicitation of Consumers], (ii) IC 24-5-12 [Telephone Solicitations], or (iii) IC 24-5-14 [Regulation of Automatic Dialing Machines] in the previous three hundred sixty-five (365) days, even if IC 24-4.7 is preempted by federal law; and (B) the Contractor will not violate the terms of IC 24-4.7 for the duration of the Agreement, even if IC 24-4.7 is preempted by federal law. The Contractor and any principals of the Contractor certify that an affiliate or principal of the Contractor and any agent acting on behalf of the Contractor or on behalf of an affiliate or principal of the Contractor: (A) except for de minimis and nonsystematic violations, has not violated the terms of IC 24-4.7 in the previous three hundred sixty-five (365) days, even if IC 24-4.7 is preempted by federal law; and (B) will not violate the terms of IC 24-4.7 for the duration of the Agreement, even if IC 24-4.7 is preempted by federal law.

14. **NONDISCRIMINATION:** Pursuant to IC 22-9-1-10 and Civil Rights Act of 1964, the Contractor and its Agents, if any, shall not discriminate against any employee or applicant for employment, to be employed in the performance of this Agreement, with respect to hire, tenure, terms, conditions or privileges of employment or any matter directly or indirectly related to employment, because of race, religion, sex, disability, national origin, ancestry or status as a veteran. The Contractor, and its subcontractor(s), if any, shall comply with all applicable affirmative action reporting requirements. Breach of this covenant may be regarded as a material breach of this Agreement. The Contractor shall comply with Section 202 of Executive Order 11246, as amended, 41 CFR 60-250, and 41 CFR 60-741, as amended.

15. **DRUG-FREE WORKPLACE CERTIFICATION:** As required by Executive Order No. 90-5, the Contractor hereby covenants and agrees to make a good faith effort to provide and maintain a drug-free workplace. The Contractor will give written notice to the State within ten (10) days after receiving actual notice that the Contractor or an employee of the Contractor in Indiana has been convicted of a criminal drug violation occurring in the Contractor's workplace.

16. **TAXES:** Prices listed on an invoice submitted by the Contractor for payment is not to include any tax for which the State is exempt. The State will furnish a tax exempt certificate, if requested by the Contractor. The State will not be responsible for any taxes levied on the Contractor as a result of this Agreement.

17. **FORCE MAJEURE:** In the event that either party is unable to perform any of its obligations under this Agreement, or to enjoy any of its benefits, because of natural disaster or decrees of governmental bodies not the fault of the affected party ("Force Majeure Event"), the party who has been so affected shall immediately give notice to the other party and shall do everything possible to resume performance. Upon receipt of such notice, all obligations under this Agreement shall be immediately suspended. If the period of nonperformance exceeds thirty (30) days from the receipt of notice of the Force Majeure Event, the party whose ability to perform has not been so affected may, by giving written notice, terminate this Agreement.

18. **GOVERNING LAWS:** This Agreement shall be construed in accordance with and governed by the laws of the State of Indiana and suit, if any, must be brought in the State of Indiana.

19. **INFORMATION TECHNOLOGY ENTERPRISE ARCHITECTURE REQUIREMENTS:** If Contractor provides any information technology related products or services to the State, Contractor shall comply with all Indiana Office of Technology (IOT) standards, policies, and guidelines, which are online at <http://iot.in.gov/architecture/>. Contractor specifically agrees that all hardware, software, and services provided to or purchased by the State shall be compatible with the principles and goals contained in the electronic and information technology accessibility standards adopted under Section 508 of the Federal Rehabilitation Act of 1973 (29 U.S.C. 794d) and IC 4-13.1-3. Any deviation from these architecture requirements must be approved in writing by IOT in advance. The State may terminate this Agreement for default if Contractor fails to cure a breach of this provision within a commercially reasonable time.

1 (a) As referenced in **Section 1a** of the **Terms and Conditions** (page 4 of 21) and the **Sample Contract** included within the bid documents, please indicate acceptance of the mandatory contract terms in the field below. Also, please review the rest of the contract and indicate your acceptance of the non-mandatory contract clauses. If a non-mandatory clause is not acceptable as worded, suggest specific alternative wording to address issues raised by the specific clause. If you require additional contract terms please include them in this section. To reiterate, it is the State's strong desire to not deviate from the sample contract provided in the attachment and, as such, the State reserves the right to reject any and all of these requested changes. **Failure to provide your agreement, rejection, or alternative wording of the contract terms may lead to the rejection of your bid. Please be sure to include responses in the designated field below.**

ACCEPTED.

ePROCUREMENT GUIDELINES

1. Register as a valid bidder for the State of Indiana (SOI)
2. Basic commitment and level of effort in supporting:
 - Attend supplier summit meeting to identify State of Indiana catalog requirements
 - Catalog development (Internal Catalogs)
 - a. Include only items identified on QPA contract
 - b. Include only established prices identified on QPA contract
 - Catalog development (PunchOut) if vendor supports cXML standards
 - Supports the specific data elements outlined by the SOI
 - a. MBE/WBE
 - b. Recycled Content
 - c. US Manufacture
 - d. Alternative Fuel Vehicle
 - e. Case Pack
 - f. Action
 - g. Effective Date (of the item)
 - h. Supplier's Name
 - i. Supplier's ID #
 - j. Product Description (Short)
 - k. Product Description (Long)
 - l. Supplier Part #
 - m. Supplier Part # Extension
 - n. UOM
 - o. List Unit Price
 - p. Minimum Quantity
 - q. Effective Date (of the price)
 - r. Manufacturer Name
 - s. Manufacturer Part #
 - t. UNSPSC Segment Description
 - u. UNSPSC Family Description
 - v. UNSPSC Class Description
 - w. UNSPSC Commodity Description
 - x. UNSPSC Code
 - y. ETA (Lead Time)
 - z. Currency Code
 - aa. Expiration Date
 - bb. Image FileName or URL
 - cc. Type of Image
 - Catalog maintenance and transaction capabilities
3. Adhere to UN/SPSC mapping requirements. UN/SPSC information can be found at the following website. <http://www.unspsc.org>
4. Adhere to UN or ANSI X.12 standard UOM's. UOM information can be found at the following website. http://www.unece.org/fileadmin/DAM/cefact/recommendations/rec20/rec20_rev3_Annex2e.pdf

CLAIMING PURCHASING PREFERENCES

Each bidder should review the various procurement preferences allowed by State statute. A summary of the preferences can be found in the vendor's handbook at, <http://www.in.gov/idoa/files/VendorHandbook.pdf>, beginning on page 15.

Each bidder must answer the following questions pertaining to purchasing preferences. **No preference will be applied unless these questions have been answered and any required attachments included.**

1. Are you claiming the U.S. Manufactured Product Preference (IC 5-22-15-21)? (This is per individual line and should be noted below)

Yes No

Vendor must provide information at the individual line level in regards to this preference. If yes, the bidder is certifying under penalties of perjury that each of the bidder's end products, except those listed under the Exceptions section, is a U.S. Manufactured Product as described in IC 5-22-15-21. A product is manufactured in the United States, if the cost of its components mined, produced, or manufactured in the United States exceeds 50% of the cost of all its components. (In determining if a product is manufactured in the United States, only the product and its components shall be considered.)

Please list what line items this preference will apply to:

Lines 1-60

2. Are you claiming the Indiana Business Preference (IC 5-22-15-20.5)?

Yes No

Indicate under which provision you are claiming to qualify as an Indiana business. For 1, 2, and 3, fully complete the *Indiana Economic Impact Form* (State Form # 51778), and include it with your bid/proposal. If you are claiming this preference based 4 or 5, please submit the documentation as requested under each category.

- (1) A business whose principal place of business is located in Indiana
 (2) A business that pays a majority of its payroll (in dollar volume) to residents of Indiana
 (3) A business that employs Indiana residents as a majority of its employees

Any company that can demonstrate a minimum capital investment of \$5 million or more in plant and/or equipment or annual lease payments of \$2.5 million or more qualifies as an Indiana business under category 4. If an out of state company does not meet one of these criteria, it can submit documentation/justification to the State for review for inclusion under this category.

- (4) A business that makes significant capital investments in Indiana

Any company that is in the top 500 companies (adjusted) for one of the following categories: number of employees (DWD), unemployment taxes (DWD), payroll withholding taxes (DOR), or Corporate Income Taxes (DOR), qualifies as an Indiana business under category 5. To verify that your company qualifies, you can e-mail buyindianainvest@idoa.in.gov. Please submit the response received from that e-mail for verification purposes.

- (5) A business that has a substantial positive economic impact on Indiana

There are the following price preferences for supplies purchased from an Indiana business:

- (1) Five percent (5%) for a purchase expected by the state agency to be less than five hundred thousand dollars (\$500,000);
(2) Three percent (3%) for a purchase expected by the state agency to be at least five hundred thousand dollars (\$500,000), but less than one million dollars (\$1,000,000);
(3) One percent (1%) for a purchase expected by the state agency to be at least one million dollars (\$1,000,000)

3. Are you claiming the Indiana Manufactured Preference?

Yes No

If an Indiana business offers to provide supplies manufactured, assembled, or produced in Indiana, and if two (2) or more bids submitted were the same, the following price preference is available to the Indiana business, **in addition to** the price preference available under supplies purchased from an Indiana Business:

- (1) Three percent (3%) for a purchase expected by the state agency to be less than five hundred thousand dollars (\$500,000);
(2) Two percent (2%) for a purchase expected by the state agency to be at least five hundred thousand dollars (\$500,000) but less than one million dollars (\$1,000,000);
(3) One percent (1%) for a purchase expected by the state agency to be at least one million dollars (\$1,000,000)

Indiana manufactured is defined as a substantial amount of manufacturing, assembly or production occurring in the State of Indiana. To be eligible to claim the Indiana Manufactured Preference, necessary documentation confirming the supplies meet Indiana manufactured must be provided for review by the state.

4. Are you claiming the Indiana Small Business Preference (IC 5-22-15-23)?

Yes _____ No X

To be eligible to claim the Indiana Small Business Preference, the bidder must be an Indiana business (as defined above in the Indiana Business Preference section) and qualify in at least one of the following categories:

- _____ (1) A wholesale business with annual sales of \$4,000,000 or less during the last fiscal year
- _____ (2) A service business with average sales of \$500,000 or less for the current and preceding three fiscal years, and employs no more than 25 persons
- _____ (3) A retail business or a business selling services with annual sales and receipts of \$500,000 or less
- _____ (4) A manufacturing business which employs no more than 100 persons
- _____ (5) A business in the sector of Information Technology, Life Sciences, Transportation, or Logistics, not employing more than 100 persons or annual sales exceeding \$5,000,000
- _____ (6) A business that has a current verification as a veteran owned small business as defined by IC 5-22-14-3.5(a)(1-3).

5. Are you claiming the preference for supplies that contain recycled or post-consumer materials (IC 5-22-15-16)?

Yes _____ No X

To be eligible to claim the recycled products preference, qualifying products must contain at least 20% recycled materials (30% post-consumer for white copy-paper). Bidders *must* provide manufacturer certification to substantiate their claim. However, if recycled content is listed as a requirement in the item specifications, the preference is not applicable and cannot be claimed.

6. Are you claiming the preference for soybean oil based ink (IC 5-22-15-18)?

Yes _____ No X

7. Are you claiming the preference for soy diesel/bio diesel (IC 5-22-15-19)?

Yes _____ No X

8. Are you claiming the preference for Indiana farm products (IC 5-22-15-23.5)?

Yes _____ No X

9. Are you claiming the preference for foods/beverages that contain high levels of calcium (IC 5-22-15-24)?

Yes _____ No X

MINORITY & WOMEN'S BUSINESS ENTERPRISES SUBCONTRACTOR COMMITMENT FORM

In accordance with 25 IAC 5-5, if the purchase is for a Commodity/Services the contract goal for this solicitation is 4% Minority participation and 9% for Women participation. It is the intent of IDOA Procurement Division to meet or exceed the above mentioned M/WBE goals. If participation exists the vendor must submit with its quote/bid a MWBE Subcontractor Commitment Form. The Form must show that there are, participating in the proposed contract, Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) listed in the Minority and Women's Business Enterprises Division (MWBED) directory of certified firms located at <http://www.in.gov/idoa/mwbe/2743.htm>. If participation is met through use of vendors who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this quote/bid and the cost of direct supplies for this quote/bid. Respondents must complete the Subcontractor Commitment Form in its entirety.

The Department reserves the right to verify all information included on the MWBE Subcontractor Commitment Form.

Respondents are encouraged to contact and work with MWBED at 317-232-3061 to design a subcontractor commitment to meet established goals as referenced in this solicitation.

Prime Contractors must ensure that the proposed subcontractors meet the following criteria:

- Must be listed on the IDOA Directory of Certified Firms
- Each firm may only serve as once classification – MBE or WBE
- A Prime Contractor who is an MBE or WBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement.
- **Must serve a commercially useful function. The firm must serve a value-added purpose on the engagement.**
- Must provide goods or service only in the industry area for which it is certified as listed in the directory at <http://www.in.gov/idoa/mwbe/2743.htm>
- Must be used to provide the goods or services specific to the contract
- National Diversity Plans are generally not acceptable

MINORITY & WOMEN'S BUSINESS ENTERPRISES SUBCONTRACTOR LETTER OF COMMITMENT

A signed letter(s), on company letterhead, from the MBE and/or WBE must accompany the MWBE Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the MBE and/or WBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract.

By submission of the quote/bid, the Respondent acknowledges and agrees to be bound by the regulatory processes involving the State's M/WBE Program. Questions involving the regulations governing the MWBE Subcontractor Commitment Form should be directed to: Minority and Women's Business Enterprises Division at (317) 232-3061 or mwbe@idoa.in.gov.

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

IMPORTANT NOTE: IF YOUR COMPANY IS COMMITTING TO UTILIZE MWBE SUBCONTRACTORS FOR THE REQUESTED SERVICES, THIS FORM **MUST** BE COMPLETED IN ITS **ENTIRETY** WITH COMPLETED LETTERS OF COMMITMENT. COMMITMENTS WILL BE APPLIED TO ALL SALT TYPES, INDOT DISTRICTS, AND ENTITY CATEGORIES INCLUDED IN YOUR BID UNLESS OTHERWISE STATED IN THE BID RESPONSE. BIDDERS **MUST** ATTACH ADDITIONAL, SEPARATE MWBE FORMS (AND COMMITMENT LETTERS) IF COMMITMENTS VARY BY DISTRICT, ENTITY TYPE, AND/OR SALT TYPE.

| |
|--------------------------------------------|
| BID: ASA-19-086, Road Salt |
| DUE DATE: May 1, 2019 by 3:00PM EST |
| TOTAL BID AMOUNT: TBD |

| | |
|---------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm | |
| Company Name: Monarch Trucking Services, Inc. | Contact Person: Charlene Devalal |
| Address: 245 West Troy Avenue Indianapolis, IN 46225 | E-mail: |
| Sub-Contract Amount: To be determined at the time of award | Telephone Number: (812) 780-7033 |
| Sub-Contract Percentage of Total Bid: To be determined at the time of award | Fax Number: () |
| Provide approximate dates when Sub-Contractor will perform on this project: | Describe service/product to be provided: Hauling salt to city and state garages for Brookfield Sand & Gravel |
| August 1, 2019-July 31, 2020 | |

| | |
|---------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm | |
| Company Name: Oatts Trucking, Inc | Contact Person: Nathan Oatts |
| Address: 3925 E 26th Street Indianapolis, IN 46218 | E-mail: |
| Sub-Contract Amount: To be determined at the time of award | Telephone Number: (812) 849-6346 |
| Sub-Contract Percentage of Total Bid: To be determined at the time of award | Fax Number: () |
| Provide approximate dates when Sub-Contractor will perform on this project: | Describe service/product to be provided: Hauling salt to city and state garages for Brookfield Sand & Gravel |

| |
|--------------------------------------------------------|
| Cargill, Inc. – Salt, Road Safety |
| Respondent Firm 24950 Country Club Blvd., Suite 450 |
| Address North Olmsted, Ohio 44070 |
| City/State/Zip Code Deborah D Williams |
| Representative |
| Date April 29, 2019 |
| Date |

| |
|---------------------------------------------------------------------------|
| 800-600-7258 (SALT) |
| Telephone Number 888-739-8705 |
| Fax Number Deborah_Williams@cargill.com |
| Email Address |
| Authorizing Signature Deborah D Williams, Customer Care Representative |
| Printed Name and Title |

Please check if additional forms are attached.
Page 1 of 6

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

IMPORTANT NOTE: IF YOUR COMPANY IS COMMITTING TO UTILIZE MWBE SUBCONTRACTORS FOR THE REQUESTED SERVICES, THIS FORM **MUST** BE COMPLETED IN ITS **ENTIRETY** WITH COMPLETED LETTERS OF COMMITMENT. COMMITMENTS WILL BE APPLIED TO ALL SALT TYPES, INDOT DISTRICTS, AND ENTITY CATEGORIES INCLUDED IN YOUR BID UNLESS OTHERWISE STATED IN THE BID RESPONSE. BIDDERS **MUST** ATTACH ADDITIONAL, SEPARATE MWBE FORMS (AND COMMITMENT LETTERS) IF COMMITMENTS VARY BY DISTRICT, ENTITY TYPE, AND/OR SALT TYPE.

| |
|--------------------------------------------|
| BID: ASA-19-086, Road Salt |
| DUE DATE: May 1, 2019 by 3:00PM EST |
| TOTAL BID AMOUNT: TBD |

| | |
|------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm | |
| Company Name: St. John Trucking | Contact Person: Cindy and Gale Lawyer |
| Address: 3625 West US Highway 50 North Vernon, IN 47265 | E-mail: |
| Sub-Contract Amount: To be determined at the time of award. | Telephone Number: (812) 346-4824 Fax Number: () |
| Sub-Contract Percentage of Total Bid: | Describe service/product to be provided: Hauling salt to the city and state garages for River Bend Transport. |
| Provide approximate dates when Sub-Contractor will perform on this project: | |

| | |
|------------------------------------------------------------------------------------|---------------------------------------------------------|
| <input type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm | |
| Company Name: | Contact Person: |
| Address: | E-mail: |
| Sub-Contract Amount: | Telephone Number: () Fax Number: () |
| Sub-Contract Percentage of Total Bid: | Describe service/product to be provided: |
| Provide approximate dates when Sub-Contractor will perform on this project: | |

Respondent Firm

Address

City/State/Zip Code

Representative

Date

Telephone Number

Fax Number

Email Address

Authorizing Signature

Printed Name and Title

Please check if additional forms are attached.
Page 2 of 6



STATE OF INDIANA

Michael R. Pence., Governor

DEPARTMENT OF ADMINISTRATION
Minority and Women's Business Enterprises Division

Indiana Government Center South
402 West Washington Street, Room W478
Indianapolis, IN 46204
(317) 232 - 3061

October 9, 2015

Charlene Devalal
Monarch Trucking Services, Inc.
245 W. Troy Ave
Indianapolis, IN 46225

Subject: Application for WBE certification

Dear Ms. Devalal:

Congratulations! The Indiana Department of Administration, Women's Business Enterprises Division is pleased to inform you that Monarch Trucking Services, Inc., is hereby certified as a WBE.

Your company provides a commercially useful function in the areas listed below. Only work performed in these areas will be counted towards Women Business Enterprise participation:

UNSPSC CODE(S)

| <i>Code</i> | <i>Description</i> |
|-------------|--------------------------------------|
| 72153507 | Construction site haul away services |
| 78101801 | Local area trucking services |

On September 13, 2010, the Governor's Commission on Minority and Women's Business Enterprises approved the department's effort to streamline its recertification process. Instead of conducting an onsite visit to each company seeking recertification, the department now has the discretion to waive the visit after a thorough review of the company's file and recertification documents. We have approved your recertification and it is valid through 10/31/2018. Please note that IDOA continues to reserve the right to conduct a site visit or phone interview at any time to certified companies.

Although your certification is valid for a three-year period, you are required to submit an annual *Affidavit of Continued Eligibility (ACE)* form, located at http://www.in.gov/idoa/files/ACE_Form.pdf. Please remember you must notify us immediately if any changes occur. Failure to notify us of changes or to provide an ACE form annually will result in revocation of your certification. Changes include, but are not limited to, changes in location, contact information, ownership and control.

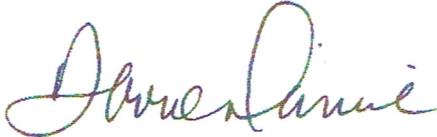
We encourage you to visit IDOA's procurement website, <http://www.in.gov/idoa/2463.htm>, and update your Business Registration Profile. It is important that you review and update your profile regularly, because state purchasing agents and prime contractors may use this information to contact you for business opportunities

RE: Monarch Trucking Services, Inc.

While this letter serves as notification of certification, it does not serve to prove continued eligibility. Please visit <http://www.in.gov/idoa/minority/Certifications.xls> to verify certification status.

We ask that you please contact our Supplier Diversity Department at (317) 232-3061 if you have any questions or concerns about your letter.

Sincerely,

A handwritten signature in cursive script, appearing to read "Terrie Daniel".

Terrie F. Daniel, Deputy Commissioner
Indiana Department of Administration
Minority and Women's Business Enterprises Division

TFD/lms/Kr



INDIANA DEPARTMENT OF TRANSPORTATION
Driving Indiana's Economic Growth

100 North Senate Avenue
 Room N750
 Indianapolis, Indiana 46204-2216 (317) 233-6511 FAX: (317) 233-0891

Mitchell E. Daniels, Jr., Governor
 Michael W. Reed, Commissioner

04/22/2009

Oatts Trucking
 3925 East 26th Street
 Indianapolis, IN 46226

Dear Mr. Oatts,

This letter is in regards to your application for DBE certification (submitted on 2002-07-13).
 Details of your certification are as follows:

Certification Type: DBE
 Certification Date: 2004-08-23
 Application Status: Certified

The Category Codes in which you are certified as DBE are:
 0054.0H Hauler (Hauling asphalt, Sand, Stone, Topsoil)

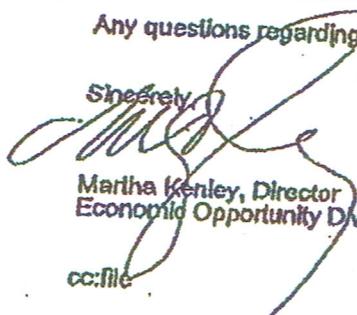
The Indiana Department of Transportation Economic Opportunity Division (INDOT), hereby confirms that this company is currently certified as a Disadvantaged Business Enterprise (DBE) with the State of Indiana and shall remain certified unless and until INDOT revokes such certification for cause and affords your firm due process in accordance with 49 CFR § 26.87.

This certification allows your company to participate as a DBE on Federally-funded projects or contracts in the State of Indiana.

This document is not intended to be a recertification; it is an acknowledgement that the above-referenced firm is DBE certified as of the date of this correspondence..

Any questions regarding this certification may be addressed at (317) 232-5305.

Sincerely,



Martha Kenley, Director
 Economic Opportunity Division

cc:file



River Bend Transport Company

200 THREE RIVERS PARKWAY
NORTH BEND, OHIO 45052
513-941-1200

April 24, 2019

Cargill Deicing Technologies
24950 Country Club Drive
Suite 450
North Olmstead, Ohio 44070

Re: INDOT MBW/WBE/IVBE

Good afternoon,

We at River Bend just checked in with Bryan Gramlin and he no longer has his IVBE status (I guess he's busy enough without all of the paperwork needed for certification) and St. John Trucking has been purchased and Jerry and Janet St. John have retired. The new owners will also have WBE status, but they will not have their paperwork/certification for 30 to 45 days. The business was purchased by Cindy and Gale Lawyer and they are keeping the St. John Trucking name and they purchased all of the assets. We can forward their certification as soon as they send it to River Bend.

We also checked the list of certified contractors and of the few that were in our area, none were interested in hauling salt at this time.

Thank you,

Diane Goldsmith
Bulk Freight Division
513-941-1200

INDIANA VETERANS' BUSINESS ENTERPRISE SUBCONTRACTOR COMMITMENT FORM

The Form must show that there are, participating in the proposed contract, Indiana Veterans' Business Enterprises (IVBE) listed in the VetBiz Registry, <http://www.vetbiz.gov/>, that conform to the IVBE rules as laid out at <http://www.in.gov/idoa/2862.htm>.

If participation is met through use of vendors who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety.

The Department reserves the right to verify all information included on the IVBE Subcontractor Commitment Form.

Prime Contractors must ensure that the proposed subcontractors meet the following criteria:

Prime Contractors must ensure that the proposed subcontractors meet the following criteria:

- Must be listed on Federal Center for Veterans Business Enterprise VetBiz registry, on or before the proposal due date
- Must qualify as a Buy Indiana Business under designation 1, on or before the proposal due date. See section 2.7 for more information
- Each firm may only serve as one classification – MBE, WBE (see Section 1.21) or IVBE
- A Prime Contractor who is an IVBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement.
- **Must serve a commercially useful function. The firm must serve a value-added purpose on the engagement.**
- Must provide goods or service only in the industry area for which it is certified as listed in the VetBiz directory <http://www.in.gov/idoa/2862.htm>
- Must be used to provide the goods or services specific to the contract

INDIANA VETERANS' BUSINESS ENTERPRISES RFP SUBCONTRACTOR LETTER OF COMMITMENT

A signed letter(s), on company letterhead, from the IVBE must accompany the IVBE Subcontractor Commitment Form. This letter of commitment shall state and will serve as acknowledgement from the IVBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound by the regulatory processes involving the State's IVBE Program. Questions involving the regulations governing the IVBE Subcontractor Commitment Form should be directed to: indianaveteranspreference@idoa.in.gov

STATE OF INDIANA IVBE SUBCONTRACTOR COMMITMENT FORM

IMPORTANT NOTE: IF YOUR COMPANY IS COMMITTING TO UTILIZE IVBE SUBCONTRACTORS FOR THE REQUESTED SERVICES, THIS FORM **MUST** BE COMPLETED IN ITS **ENTIRETY** WITH COMPLETED LETTERS OF COMMITMENT. COMMITMENTS WILL BE APPLIED TO ALL SALT TYPES, INDOT DISTRICTS, AND ENTITY CATEGORIES INCLUDED IN YOUR BID UNLESS OTHERWISE STATED IN THE BID RESPONSE. BIDDERS **MUST** ATTACH ADDITIONAL, SEPARATE MWBE FORMS (AND COMMITMENT LETTERS) IF COMMITMENTS VARY BY DISTRICT, ENTITY TYPE, AND/OR SALT TYPE.

BID# ASA-19-086, Road Salt

DUE DATE: May 1, 2019 by 3:00PM EST

TOTAL BID AMOUNT:

| | | |
|-----------------------------------------------------------------------------|------------------------------------------|-----------------------|
| Company Name: | Contact Person: | |
| Address: | E-mail: | |
| Sub-Contract Amount: | Telephone Number: () | Fax Number: () |
| Sub-Contract Percentage of Total Bid: | Describe service/product to be provided: | |
| Provide approximate dates when Sub-Contractor will perform on this project: | | |

| | | |
|-----------------------------------------------------------------------------|------------------------------------------|-----------------------|
| Company Name: | Contact Person: | |
| Address: | E-mail: | |
| Sub-Contract Amount: | Telephone Number: () | Fax Number: () |
| Sub-Contract Percentage of Total Bid: | Describe service/product to be provided: | |
| Provide approximate dates when Sub-Contractor will perform on this project: | | |

Respondent Firm

Address

City/State/Zip Code

Representative

Date

Telephone Number

Fax Number

Email Address

Authorizing Signature

Printed Name and Title

Please check if additional forms are attached.
Page _____ of _____

DRUG-FREE WORKPLACE CERTIFICATION

The Contractor hereby covenants and agrees to make a good faith effort to provide and maintain a drug-free workplace. The Contractor will give written notice to the State within ten (10) days after receiving actual notice that the Contractor or an employee of the Contractor in the State of Indiana has been convicted of a criminal drug violation occurring in the workplace. False certification or violation of this certification may result in sanctions including, but not limited to, suspension of contract payments, termination of this Contract and/or debarment of contracting opportunities with the State for up to three (3) years.

The Contractor/Grantee certifies and agrees that it will provide a drug-free workplace by:

- (a) Publishing and providing to all of its employees a statement notifying employees that the unlawful manufacturer, distribution, dispensing, possession or use of a controlled substance is prohibited in the Vendor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; and
- (b) Establishing a drug-free awareness program to inform employees about (1) the dangers of drug abuse in the workplace; (2) the Vendor's policy of maintaining a drug-free workplace; (3) any available drug counseling, rehabilitation, and employee assistance programs; and (4) the penalties that may be imposed upon an employee for drug abuse violations occurring in the workplace; and
- (c) Notifying all employees in the statement required by subparagraph (a) above that as a condition of continued employment the employee will (1) abide by the terms of the statement; and (2) notify the employer of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction; and
- (d) Notifying in writing the contracting State Agency and the Indiana Department of Administration within ten (10) days after receiving notice from an employee under subdivision(c) (2) above, or otherwise receiving actual notice of such conviction; and
- (e) Within thirty (30) days after receiving notice under subdivision (c) (2) above of conviction, imposing the following sanctions or remedial measures on any employee who is convicted of drug abuse violations occurring in the workplace: (1) take appropriate personnel action against the employee, up to and including termination; or (2) require such employee to satisfactorily participate in a drug abuse assistance or rehabilitation program approved for such purposes by a Federal, State or local health, law enforcement, or other appropriate agency; and
- (f) Making a good faith effort to maintain a drug-free workplace through the implementation of subparagraphs (a) through (e) above.

SECRETARY OF STATE REGISTRATION

In accordance with IC 5-22-16-4, an offeror or subcontractor desiring to perform any portion of the work described by this bid/quote that is a business required to register with the Secretary of State. The registration requirement is applicable to all limited liability partnerships, limited partnerships, corporations, S-corporations, nonprofit corporations and limited liability companies.

Information concerning registration with the Secretary of State may be obtained by contacting:

Indiana Secretary of State of Indiana
Corporation Section
302 W. Washington St. Rom E018
Indianapolis, IN 46204
(317) 232-6576

EXTEND PRICING TO OTHER GOVERNMENTAL BODIES

1. Will you extend your prices of awarded products or services to other governmental bodies?
 - a. Other governmental body means an agency, board, branch bureau, commission, council, department, institution, office or establishment of (a) the judicial branch, (b) the legislative branch, (c) a political subdivision, which includes towns, cities, school corporations and local governments, (d) a state educational institution.
 - b. The State DOES NOT accept any responsibility for purchase orders issued by other governmental bodies.
 - c. All other governmental bodies must be willing to accept bid items as described in the specifications without any changes once the bid is awarded.

Yes No

INVOICE AUTOMATION PROGRAM

The purpose of the Invoice Automation Program is to enable the state of Indiana to establish a more efficient, cost-effective method of processing payments by going paperless.

The program is designed as an alternative to the traditional method of submitting paper copies of invoices. Vendors will be authorized to enter invoices directly into the state's new system thus enabling both the state of Indiana and vendors with the ability to track and monitor their payments. Thus adding transparency to ensure invoices are being processed and paid on time. In addition, this program will result in a significant reduction in printing and

mailing paper copies to the respective state agency and avoid invoices being lost in transit.

The appropriate email address will be indicated under the Instructions & Comments section of the Purchase Order.

Please indicate your agreement to submit invoices electronically via email to the State of Indiana and other governmental agencies.

Yes No

***OneIndiana* DESCRIPTION AND REQUIREMENTS**

In 2005, Governor Daniels launched the **Operating with New Efficiency (ONE)** Indiana initiative to benefit the State's overall budget. The practices and principles established under *OneIndiana* continue to be used in solicitations to establish State QPA contracts. In 2008, Governor Daniels *OneIndiana* initiative was expanded to reach other governmental bodies throughout the State of Indiana. *OneIndiana.net* is a secure and credentials based website for all State QPA products and services. Hundreds of governmental bodies have the ability to log onto *OneIndiana.net* to see what products and services are available to them through QPA's. **If you answered "yes" to extending prices to Other Governmental Bodies, please complete the following questions. In order for your awarded products and services to be included in *OneIndiana.net*, IDOA requires a yes response to the questions 1-4.**

1. Do you agree to provide the following data fields, in the described format, of awarded products or services to the Department of Administration? An excel spreadsheet template will be provided to you for completion by the Department of Administration upon contract award.

Yes No

| | |
|------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Product Category-</i> | This is a required field. The system uses product categories for indexing the catalogs which provides for easier searching for end users. |
| <i>Item Number-</i> | This is a required field. A SKU or unique internal ID is required for all products. This is not the Manufacturer Part Number or Universal Product Code. This is your internal product code. If you don't have a unique internal SKU system, create an ordered list, giving each product a number: 1, 2, 3, 4, etc. The system will use this item number throughout the system including for ordering, on Purchase Orders, and in reporting. |
| <i>Unit of Measure-</i> | This is a required field and must reflect the state approved Units of Measure . Examples include: Each (EA), Dozen (DZ), and Carton (CT). |
| <i>Short Description-</i> | This is a required field. A short, simple description of your product. Include the most relevant keywords that describe your product. The short description is what users will see in search results. |
| <i>Long Description-</i> | This is a required field . Use this field to provide detailed information regarding your product and its features. Users will see the long description when they click on an individual item to pull up an item detail page. |
| <i>Keywords-</i> | This is a required field . Use this field to list all relevant words and phrases a user might enter when searching for your product. Separate keywords and phrases in this field by a comma. **The system uses an algorithm to return our search results using a combination of Short Description, Long Description, and Keywords. It is very important to provide as complete of information as possible in each of these fields to ensure accurate placement of your products in our search results. |
| <i>Sales Rank-</i> | Use this field if you want to list the ranking of you products in order of most sales. When searching, users have the option of sorting by Sales Rank to view the most purchased/popular items a vendor offers. |
| <i>Weight (lbs.)-</i> | Enter the shipping weight of your product in this field. |
| <i>Manufacturer Name-</i> | This is a required field. Enter the name of the manufacturer or brand of your product in this field. If you personally manufacture the item, enter your company name. |
| <i>Manufacturer PN-</i> | This is a required field. Please be sure you are entering the correct manufacturer part number. It is important not to add or delete characters from the actual manufacturer part number. |
| <i>Manufacturer Desc.-</i> | If you want to provide additional information about the manufacturer of the product, enter that information in this field. |
| <i>Is Assembly Required-</i> | If assembly is required, enter TRUE in the field. If no assembly required, enter FALSE. This will be indicated to the user throughout the system. |
| <i>Contains Recycled-</i> | More and more consumers want to be aware if products contain recycled material. Enter TRUE if your product does contain recycled material. Enter FALSE if it does not. This is a required field . |
| <i>Is UPSable-</i> | Enter TRUE if your product qualifies for standard shipping. If special shipping is required, enter FALSE. |
| <i>Is Value Pack-</i> | Some industries have the same item available in to purchase in an each quantity as well as larger "value pack" quantities such as by dozen, case, etc. Enter TRUE in this field if you want to indicate it is a value pack. |
| <i>Is Green-</i> | An item is considered Green based on criteria including: Contains Recycled Content, Helps to Recycle, Energy |

Saver, Renewable Source/ Rechargeable, Biodegradable/Compostable, Non-toxic, "Greener" Alternative/ Reusable, Low VOC's, CFC's, etc., and other Green criteria.

- UPC Code-* This is a **required** field (if UPC is available for the product). Universal Product Codes are either 10 or 12 digits long. Please make sure you enter the correct UPC code and do not add or delete any digits.
- MSDS URL-* If your product has a MSDS sheet associated with it, provide the URL for the image of the MSDS sheet here. Be sure to include https:// in the link. Users will be able to pull up the MSDS sheet from the Item Detail page in the system.
- UNSPSC-* This is a **required field**. Provide the UN Standard Product Service Code in this field. This classification code may be used by the client for reporting purposes.
- Small Image URL-* This is a **required field**. This is the URL of for the small image of the product you are selling. The small image will appear in search results and should be approximately 100h x 100w. **Be sure to include https:// in the link.** The system operates under SSL security settings. When providing image URL's, please provide secure URL's whenever possible.
- Medium Image URL-* This **field is strongly recommended**. This is the URL of for the medium image of the product you are selling. The medium image will appear in the individual item detail page and should be approximately 240h x 240w. **Be sure to include https:// in the link.** The system operates under SSL security settings. When providing image URL's, please provide secure URL's whenever possible.
- Large Image URL-* This **field is strongly recommended**. This is the URL of for the large image of the product you are selling. The large image will appear when the user clicks on the "view larger image" link on the individual item detail page and should be approximately 400h x 400w. **Be sure to include https:// in the link.** The system operates under SSL security settings. When providing image URL's, please provide secure URL's whenever possible.
- Attribute Name/Value-* You may create up to 3 attributes for your product. An example of an attribute name may be "Size" and its value may be "Large". **Required** Attributes are:

| Attribute Name | Value Syntax |
|----------------------------|-------------------------------------------------|
| <i>QPA Number</i> | The assigned number of the QPA |
| <i>QPA Expiration Date</i> | On what date the QPA Expire - DD/MM/YYYY format |
- Status-* A product can either be ACTIVE or DISCONTINUED. An item is considered to be ACTIVE unless you specify DISCONTINUED in this field. An item with a DISCONTINUED value in this field will not be accessible to end users in the system
- Price-* This is a **required** field. This is your net selling price of the product to the customer. If the price is not marked up, use 0.00 for the price.
- Price Effective Date-* Enter the date that the net price you listed for the product becomes effective. Pricing in the system will change accordingly on the date you list in this field.
- Is Contract Item-* This is a **required field**. Enter TRUE in this field if the specific product is part of contract that you have with the customer. Example: An MRO supply vendor may have a catalog of 5,000 items, of which the customer has negotiated a "market basket" of 100 items that are on contract with fixed pricing for a specific period of time. In this case the MRO vendor would enter TRUE in this field for the 100 market basket items. In other cases, the entire catalog may be on contract. As such, you would enter TRUE for all items listed in the catalog. These Market Basket Items will be visible in the catalog, marked with an icon.
- List Price-* Use this field to enter the Manufacturers Suggested Retail Price (MSRP) or "List Price"

2. Do you agree to provide the product information described in question 1 within 10 business days of receiving the excel spreadsheet template from the Department of Administration?

Yes No

If no, please provide an alternate timeline for product information submission. _____

3. Do you agree to provide updates of awarded products or services in the excel spreadsheet template format on a mutually agreed upon frequency based on volatility of product additions, deletions and changes and price changes?

Yes No

4. Do you agree to provide your company logo in a 100 X 100 pixel jpeg file format within 10 business days of receiving notification of award?

Yes No

5. Are you able to transmit data regarding your products, services and pricing via an automatic cXML upload process? This process would be in lieu of the manual upload process described in questions 1 through 3. A detailed specification document will be provided to you by the Department of Administration upon contract award.

Yes _____ No

EMERGENCY INFORMATION

In the event of an emergency or disaster, the State of Indiana is requesting that your company be a pre-qualified supplier of the goods and/or services requested in this solicitation if awarded. Respondents are advised that the goods and/or services contracted for as a result of this contract/solicitation may be called upon by the State of Indiana or other governmental entities at times of emergencies or disasters. Indicate below if you agree to honor the terms and conditions (with the exception of shipping and delivery locations) of the resulting contract. Shipping and delivery arrangements will be coordinated directly with the stricken entity.

Indicate your agreement to provide the items and/or services specified in this contract/solicitation to the State of Indiana and other governmental agencies in the event of an emergency or disaster.

Yes No _____

If yes, please list a contact name, phone and e-mail address of the person who would be on-call 24/7 in the event of an emergency/disaster.

Name: Cargill, Inc.-Salt, Road Safety

Phone: 800-600-7258(salt)

Cell Phone: 800-600-7258 (salt)

E-mail: Requested to use the 24/7 telephone number

COMPLIANCE CERTIFICATION

Responses to this bid solicitation serve as a warrant that the responding entity has properly registered as required by law with the Secretary of State and that it has no current or outstanding criminal, civil, or enforcement actions initiated by the State of Indiana, and it agrees that it will immediately notify the State of any such actions. The respondent also certifies that neither it nor its principals are presently in arrears in payment of its taxes, permit fees or other statutory, regulatory or judicially required payments to the State of Indiana. Any respondent agrees that the State may confirm, at any time, that no such liabilities exist, and, if such liabilities are discovered, that State may bar the respondent from contracting with the State, cancel existing contracts, withhold payments to set off such obligations, and withhold further payments or purchases until the entity is current in its payments on its liability to the State and has submitted proof of such payment to the State.

ETHICS OBLIGATIONS

The contractor and its agents shall abide by all ethical requirements that apply to persons who have a business relationship with the State, as set forth in Indiana Code § 4-2-6 et seq. and Indiana Code 4.2.7, the regulations promulgated thereunder, and Executive Order 04-08, dated April 27, 2004. If the contractor is not familiar with these ethical requirements, the contractor should refer any questions to the Indiana State Ethics Commission, or visit the Indiana State Ethics Commission website at <http://www.in.gov/ig/2335.htm>. If the contractor or its agents violate any applicable ethical standards, the State may, in its sole discretion, terminate this contract immediately upon notice to the contractor. In addition, the Contractor may be subject to penalties under Indiana Code § 4-2-6-12 and 4.2.7.

PRICING

Unit price must be entered and extended, and the total price of the bid must be shown. Unit prices are to be bid on the basis of the unit specified. If there is an error between the unit price and total price, the unit price shall prevail. ***Awarded Prices: Prices listed for each item are firm and cannot be changed.***

F.O.B. DESTINATION

The State requires all bids to be submitted on the basis of F.O.B. destination.

OPEN COMPETITION

The specifications are intended to be nonrestrictive. Although at times brand names and model numbers may be used, they are merely intended to be guidelines to establish criteria and quality for competitive bidding. Unless otherwise stated, alternate bids will be evaluated and may be acceptable as long as they can be verified as equal or better than specified as determined by the State. All bidders with alternate products shall submit detailed specifications with their bid.

CREATION OF BINDING AGREEMENT

A binding Agreement will be created only by the issuance of a Purchase Order at any time within the period stated on the Request for Quotation/Invitation to Bid form. The Binding Agreement will be governed by the terms and conditions included in this bid package. The Contractor shall make no deliveries on verbal orders except from the Using Agency on purchases less than \$5,000 and only with written approval on purchases greater than \$5,000 from the Indiana Department of Administration, Procurement Division.

EMPLOYMENT ELIGIBILITY VERIFICATION

As required by IC §22-5-1.7, the Contractor swears or affirms under the penalties of perjury that:

1. The Contractor does not knowingly employ an unauthorized alien.
2. The Contractor shall enroll in and verify the work eligibility status of all his/her/its newly hired employees through the E-Verify program as defined in IC §22-5-1.7-3. The Contractor is not required to participate should the E-Verify program cease to exist. Additionally, the Contractor is not required to participate if the Contractor is self-employed and does not employ any employees.
3. The Contractor shall not knowingly employ or contract with an unauthorized alien. The Contractor shall not retain an employee or contract with a person that the Contractor subsequently learns is an unauthorized alien.
4. The Contractor shall require his/her/its subcontractors who perform work under this Contract to certify to the Contractor that the subcontractor does not knowingly employ or contract with an unauthorized alien and that the subcontractor has enrolled and is participating in the E-Verify program. The Contractor agrees to maintain this certification throughout the duration of the term of a contract with a subcontractor.

The State may terminate for default if the Contractor fails to cure a breach of this provision no later than thirty (30) days after being notified by the State.

EXCEPTIONS

IMPORTANT NOTE: Alternative requests must be equal or better than those specified as determined by the Indiana Department of Administration, and bidders deviating from outlined specifications should provide, with the company's request, a listing of all areas in which the company's product deviates and fully explain and justify this alternative. **Please be advised the State reserves the right to reject any bid not meeting requested specifications.**

ANY EXCEPTIONS ARE TO BE NOTED BELOW AND LISTED BY LINE ITEM NUMBER.
(If additional space is needed, please attached a separate sheet)

_____ PLEASE CHECK IF APPLICABLE

ADDITIONAL TERMS AND CONDITIONS

1. **Term:** The term of this agreement shall be for that period shown on the Quantity Purchase Agreement..
2. **Patents:** The Contractor agrees to defend, at its own expense, the State of Indiana and the Using Agency and to hold it harmless with respect to any claims that the equipment furnished by the Contractor under this agreement infringes or allegedly infringes any patents of the United States and with respect to any and all suits, controversies, demands, and liabilities arising out of such claim; provided that the foregoing shall not apply to infringement resulting from Contractor's use of a patented invention required to comply with the written instructions of the State, if such patented invention is not normally utilized by the Contractor, and provided that the State:
 - A. Gives the Contractor a prompt written notice of any claim; and
 - B. Allows the Contractor to control and fully cooperates with the Contractor in the defense and all related settlement negotiations.
3. **Obligation:** Contractor's obligation under the Patents Section is further conditioned on the State's agreement that if the operation of the equipment becomes or, in the Contractor's opinion, is likely to become the subject of such a claim, the State will permit Contractor, at its option and expense, either to procure the right for the State to continue using the equipment or to replace or modify it so that it becomes non-infringing. However, if neither of the foregoing alternatives is reasonably available, the State will return the equipment upon written request by the Contractor. The Contractor agrees to grant the State credit for returned equipment as depreciated. The depreciation shall be an equal amount per year over the life of the equipment established by mutual agreement of the State of Indiana and the Contractor.
4. **Default:**
 - A. If the Using Agency, after sixty (60) days written notice, fails to correct or cure any breach of this agreement, then the Contractor may cancel and terminate this Agreement and collect all monies due up to and including the date of termination.
 - B. If the Contractor, after sixty (60) days written notice, fails to correct or cure any breach of this agreement, the Using Agency may cancel and terminate this Agreement and thereafter owe no further monies for equipment usage beyond the termination date.
5. **Assignment:** The Contractor shall not assign or subcontract the whole or any part of this contract without the State's prior written consent. The Contractor may assign its right to receive payments to such third parties as the Contractor may desire without the prior written consent of the State, provided that Contractor gives written notice (including evidence of such assignment) to the State thirty (30) days in advance of any payment so assigned. The assignment shall cover all unpaid amounts under this contract and shall not be made to more than one party.
6. **Alterations and Attachments:** An alteration or attachment to equipment may be made only upon approval by the Contractor, which approval shall not be unreasonably withheld. The State agrees to remove any alteration or attachment and to restore equipment to its normal, unaltered condition, ordinary wear and tear excepted, prior to its return to Contractor, or upon notice from Contractor that the alteration or attachment creates a safety hazard or renders maintenance of the equipment impractical.
7. **Authority to Bind Contractor:** Notwithstanding anything in the contract to the contrary, the signatory for the Contractor represents that he/she has been duly authorized to execute contracts on behalf of the Lessor/Contractor designated in the solicitation package and has obtained all necessary or applicable approval from the home office of the Contractor to make this contract fully binding upon the Contractor when his/her signature is affixed and is not subject to home office acceptance hereto and accepted by the State of Indiana.
8. **Independent Contractor:** Both parties hereto, in the performance of this contract, will be acting in an individual capacity and not as agents, employees, partners, joint ventures, or associates of one another. The employees or agents of one party shall not be deemed or construed to be the employees or agents of the other party for any purposes whatsoever. Neither party will assume any liability for any injury (including death) to any persons or any damage to any property arising out of the acts or omissions of the agents, employees, or subcontractors of the other party.
9. **Penalties/Interest/Attorney's Fees:** The State will in good faith perform its required obligations hereunder but does not agree to pay any penalties, interest, liquidated damages, or attorney's fees except as expressly required by Indiana Law including, but not limited to, IC 5-17-5, IC 34-54-8, IC 34-13-1.
10. **Waiver of Rights:** No right conferred on either party under this contract shall be deemed waived and no breach of this contract excused unless such waiver or excuse shall be in writing and signed by the party claimed to have waived such rights.
11. **Hold Harmless/Indemnification:** The Contractor agrees to indemnify, defend, and hold harmless the State of Indiana and its agents, officers, and employees from all claims and suits, including court costs, attorney's fees, and other expenses, caused by any act or omission of the Contractor and/or its subcontractors, if any. The State shall not provide such indemnification to the Contractor.
12. **General:** This contract embodies the entire agreement between the parties. It may not be modified or terminated except as provided herein or by a written agreement signed by all authorized and required parties. The terms, conditions, and specifications of the original solicitation, if any, and/or any award made in connection with this transaction are incorporated herein by reference and made a part hereof just as if they have been fully set out herein.
13. **Open Competition:** The specifications contained herein are intended to be nonrestrictive. Although at times brand names and model numbers may be used, they are merely intended to be guidelines to establish criteria and quality for competitive bidding. Alternate bids will be evaluated and may be acceptable as long as they can be verified as equal or better than specified as determined by the Indiana Department of Administration and the Using Agency. All offerors bidding alternate products are requested to submit detailed specifications with their quote/bid.
14. **Insurance:** If this agreement provides for work to be performed by the Contractor on property owned or controlled by the State of Indiana, or on property of others named herein, Contractor shall be responsible for providing all necessary unemployment and workers' compensation insurance for the Contractor's employees.

If required by contract, the Contractor shall furnish to the Indiana Department of Administration Procurement Division, upon request, a written

certificate obtained from an approved insurance company or proper governmental authority establishing that said insurance of employees has been procured and that premiums therefore have been paid and specifying the name of the insurer and the policy number and expiration dates.

15. **Work Standards:** The Contractor agrees to execute its respective responsibilities by following and applying at all times the highest professional and technical guidelines and standards. If the State becomes dissatisfied with the work product or the working relationship with those individuals assigned to work on this Contract, the State may request the replacement of any or all such individuals.
16. **Contract Confidentiality of State Information:** The Contractor understands and agrees that data, materials, and information disclosed to Contractor may contain confidential and protected data; therefore, the Contractor promises and assures that data, material, and information gathered, based upon, or disclosed to the Contractor for the purpose of this contract will not be disclosed to others or discussed with other parties without the prior written consent of the State.
17. **Confidentiality of Data, Property Rights in Products, and Copyright Prohibition:** The/Contractor further agrees that all information, data, findings, recommendations, proposals, etc., by whatever name described and by whatever form therein secured, developed, written, or produced by the /Contractor in furtherance of this Contract, shall be the property of the State and that the Contractor shall take such action as is necessary under law to preserve such property rights in and of the State while such property is within the control and/or custody of the Contractor. By this contract the Contractor specifically waives and/or releases to the State any cognizable property right in the Contractor to copyright or patent such information, data, findings, recommendations, proposals, etc.
18. **Ownership of Documents and Materials:** All documents, records, programs, data, film, tape, articles, memos, and other materials developed under this contract will be the property of the State of Indiana. Use of these materials other than related to contract performance by the Contractor without prior written consent of the State is prohibited. During the performance of the services specified, the Contractor shall be responsible for any loss or damage to these materials developed for or supplied by the State and used to develop or assist in the services provided herein while they are in the possession of the /Contractor and any loss or damage thereto shall be restored at the Contractor's expense. Full, immediate, and unrestricted access to the work product of the Contractor during the term of this contract shall be available to the State.
19. **Progress Reports:** The Contractor will submit a progress report to the State upon request. The report will be oral, unless the State, upon receipt of the oral report, should deem it necessary to have it in written form. The progress report shall serve the purpose of assuring the State that work is progressing in line with the schedule and the completion can be reasonably assured on the scheduled date.
20. **Access to Records:** The Contractor and all subcontractors shall maintain all books, documents, papers, accounting records, and other evidence pertaining to the cost incurred and shall make such materials available at their respective offices at all reasonable times during the contract period and for three (3) years from the date of final payment under the contract, for inspection by the State or by any other authorized representative of the State Government and copies thereof shall be furnished at no cost to the State if requested.
21. **Substantial Performance:** This contract shall be deemed to have been substantially performed only when fully performed according to its terms and conditions and any modification thereof.
22. **Conflict of Interest:**
 - A. As used in this section:
 - "Immediate family" means the spouse and the unemancipated children of an individual.
 - "Interested party" means:
 1. The individual executing this Contract;
 2. An individual who has an interest of three percent (3%) or more of Contractor, if Contractor is not an individual; or
 3. Any member of the immediate family of an individual specified under subdivision 1 or 2.
 - "Department" means the Indiana Department of Administration.
 - "Commission" means the State Ethics Commission.
 - B. The Department may cancel this Contract without recourse by Contractor if any interested party is an employee of the State of Indiana.
 - C. The Department will not exercise its right of cancellation under section B above if the Contractor gives the Department an opinion by the Commission indicating that the existence of this contract and the employment by the State of Indiana of the interested party does not violate any statute or code relating to ethical conduct of state employees. The Department may take action, including cancellation of this Contract consistent with an opinion of the Commission obtained under this section.
 - D. Contractor has an affirmative obligation under this Contract to disclose to the Department when an interested party is or becomes an employee of the State of Indiana. The obligation under this section extends only to those facts that Contractor knows or reasonably could know.
23. **Renewal Option:** This agreement may be renewed upon the same terms and conditions contained herein. Such renewal is subject to the approval of the Commissioner of the Indiana Department of Administration and the State Budget Director (except Quantity Purchase Agreements) and compliance with IC 5-22-17-4. The total term of this contract, including all renewals, shall not exceed four (4) years.

NON-COLLUSION CERTIFICATION

This is to certify that the Bidder, being duly affirmed under oath says, that he or she is the contracting party; that he or she has not, nor has any other employee of the company represented by him or her, directly or indirectly, entered into or offered to enter into any combination, collusion or agreement to receive or pay, and that he or she has not received or paid, any sum of money or other consideration for the execution of the annexed contract other than that which appears upon the face of the contract.

SIGNATURE

This is to certify that the bidder or any person on his or her behalf has examined and understands and agrees to the specifications, including General and Special conditions of this document.

BIDDER Cargill, Inc. – Salt, Road Safety FEDERAL ID NUMBER 41-0177680 (Please circle to indicate if your **FIN** is a TIN or SSN)

ORDERING ADDRESS 24950 Country Club Blvd, Suite 450

CITY North Olmsted STATE OH ZIP CODE 44070

REMITTANCE ADDRESS PO BOX 415927

CITY BOSTON STATE MA ZIP CODE 02241-8927

TYPE OF BUSINESS (i.e. Corporation, Sole Proprietor, LLC, etc) Corporation

NORTH AMERICAN INDUSTRY CLASSIFICATION SYTEM (NAICS CODE) N/A

TELEPHONE NUMBER (800) 600-7258 (SALT)

E-MAIL ADDRESS: deborah_williams@cargill.com

If awarded a contract, the bidder will provide supplies, equipment, and/or services to the State of Indiana in accordance with the general conditions, specifications, certifications and other documents of this solicitation.

I, _____, the undersigned Customer Care Representative
(Signature) (Print Office Held)

of the above named bidder under penalties of perjury this 29th day of April, 2019, certify that I hold the aforementioned Office in the above bidder and that the representations are true and accurate.

IF YOU HAND-DELIVER SOLICITATION RESPONSES:

To facilitate weapons restrictions at Indiana Government Center North and Indiana Government Center South, as of **July 21, 2008**, the public must enter IGC buildings through a designated public entrance. The public entrance to Indiana Government Center South is located at 302 W. Washington St.(the eastern-most Washington St. entrance). This entrance will be equipped with metal detectors and screening devices monitored by Indiana State Police Capitol Police.

Passing through the public entrance may take some time. Please be sure to take this information into consideration if your company plans to submit a solicitation response in person.

SIGNATURE

This is to certify that the bidder or any person on his or her behalf has examined and understands and agrees to the specifications, including General and Special conditions of this document.

BIDDER Cargill, Inc. – Salt, Road Safety FEDERAL ID NUMBER 41-0177680 (Please circle to indicate if your **FIN** is a TIN or SSN)

ORDERING ADDRESS 24950 Country Club Blvd, Suite 450

CITY North Olmsted STATE OH ZIP CODE 44070

REMITTANCE ADDRESS PO BOX 415927

CITY BOSTON STATE MA ZIP CODE 02241-8927

TYPE OF BUSINESS (i.e. Corporation, Sole Proprietor, LLC, etc) Corporation

NORTH AMERICAN INDUSTRY CLASSIFICATION SYTEM (NAICS CODE) N/A

TELEPHONE NUMBER (800) 600-7258 (SALT)

E-MAIL ADDRESS: deborah_williams@cargill.com

If awarded a contract, the bidder will provide supplies, equipment, and/or services to the State of Indiana in accordance with the general conditions, specifications, certifications and other documents of this solicitation.

I, Deborah D Williams, the undersigned Customer Care Representative
(Signature) (Print Office Held)

of the above named bidder under penalties of perjury this 29th day of April, 2019, certify that I hold the aforementioned Office in the above bidder and that the representations are true and accurate.

IF YOU HAND-DELIVER SOLICITATION RESPONSES:

To facilitate weapons restrictions at Indiana Government Center North and Indiana Government Center South, as of **July 21, 2008**, the public must enter IGC buildings through a designated public entrance. The public entrance to Indiana Government Center South is located at 302 W. Washington St.(the eastern-most Washington St. entrance). This entrance will be equipped with metal detectors and screening devices monitored by Indiana State Police Capitol Police.

Passing through the public entrance may take some time. Please be sure to take this information into consideration if your company plans to submit a solicitation response in person.

Indiana Economic Impact Form, Attachment C

Instructions

1. Complete lines 1 - 15 with the information requested about the company in the Attachment C worksheet.

All companies desiring to do business with state agencies must complete an "Indiana Economic Impact" form (Attachment C). The collection and recognition of the information collected with the Indiana Economic Impact form places a strong emphasis on the economic impact a project will have on Indiana and its residents regardless of where a business is located. The collection of this information does not restrict any company or firm from doing business with the state.

2. Line 16: Enter total amount of this proposal, bid, or current contract.

This figure is the respondent's total cost proposal to the the state (as submitted in Attachment D, Cost Proposal Template). Additionally, this total shall be utilized when completing your Attachment A, MWBE Subcontractor Commitment Form.

3. Lines 18 and 21 measure the full-time equivalent (FTE) count of Indiana residents; this number will be auto-populated on Attachment C worksheet. Respondents shall populate the yellow-shaded cells in the FTE Details worksheet.

The state defines FTE as a measurement of an employee's productivity on a specific project or contract. An FTE of 1 would mean that there is one worker fully engaged on a project. If there are two employees each spending 1/2 of their working time on a project that would also equal 1 FTE.

Please populate the yellow-shaded cells in the FTE Details worksheet.

Respondents shall provide a job title for each of the FTE's proposed for The State of Indiana contract as well as the number of FTE that job title contributes to the total.

PROJECT MANAGER - 1 FTE

Please keep in mind that the only FTE's that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: 10 employees working on 4 contracts (1 of them being the State of Indiana contract) - each of the 10 employees would only count as 1/4 of an FTE or .25. Therefore, the total number of FTE's for this scenario would be 2.5.



INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS

State Form 51778 (R4 / 1-06)
 DEPARTMENT OF ADMINISTRATION
 Approved by State Board of Accounts, 2006

This information is required by the Indiana Department of Administration for all contractors, vendors/suppliers to the State of Indiana (complete all 22 items).

| | | |
|----|--------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|
| 1 | Legal Name of firm: | Cargill Incorporated |
| 2 | Address/City/State/Zip Code: | 9320 Excelsior Blvd MS86P Hopkins MN 55343 |
| 3 | Telephone #/Fax #/Website: | 852-742-2000 www.cargill.com |
| 4 | Federal Tax Identification Number: | 41-0177680 |
| 5 | State/Country of domicile/incorporation: | Delaware USA |
| 6 | Location of firm's headquarters or principal place of business: | Wayzata MN USA |
| 7 | Name of parent company or holding company (if applicable): | Not applicable |
| 8 | State/Country of domicile/incorporation of company listed in #7: | Not applicable |
| 9 | Address of company listed in #7: | Not applicable |
| 10 | IN Department of Workforce Development (DWD) account number: | 40395 |
| 11 | IN Department of Revenue (DOR) account number: | 0003347699 001 |
| 12 | Number of Indiana resident employees per most recently completed IRS Form W-2 distribution: | 603 |
| 13 | Total number of employees per most recently completed IRS Form W-2 distribution: | 16,357 |
| 14 | Total amount of payroll paid to Indiana resident employees per most recently completed IRS Form W-2 distribution: | 32,857,706.68 |
| 15 | Total amount of payroll paid to all employees per the most recently completed IRS Form W-2 distribution: | 1,390,393,027.00 |
| 16 | Total amount of this proposal, bid, or current contract: | |

ACCOUNTING OF INDIANA RESIDENT EMPLOYEES

| | | |
|----|---------------------------------------|--|
| 17 | Prime Contractor Company Name: | |
|----|---------------------------------------|--|

FTE DETAILS
Job Titles and Contributing FTE

- **Populate the yellow-shaded cells; with all applicable job titles and the total FTE count.**
- **Respondents may insert additional rows to account for all job titles attributing to the total FTE count.**
Please keep in mind that the only FTEs that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: The project length of the contract is 24 months. There are 10 employees working on the contract over the 24 month contract period. 5 employees are working solely on the project for 24 months. 3 employees are working equal time on 2 projects for 24 months. 2 employees are working solely on the project for 6 months.
The FTEs would be calculated as follows:
5 employees x 24 months (24 months working solely on this project) x 1 (time spent solely on this project) = 120 months / 24 months (length of contract) = 5 FTEs
3 employees x 24 months x .5 (splitting time equally between 2 projects) = 36 months / 24 months = 1.5 FTEs
2 employees x 6 months (6 months dedicated solely to this project) x 1 (time spent solely on this project) = 12 months / 24 months = .5 FTEs

Column Title Definitions:
Number of Employees = Number of employees working on this State contract.
Duration (In Months) = Amount of time that the employee(s) will spend on the State contract.
Time Spent (Percentage) = Percentage of time the employee(s) will be working on the contract.

| | | | | |
|------------------------------------------------------|----------------------------|----------------------------------------|--------------------------------|----------------------|
| Duration of Initial Contract Term (In Months) | 12 | *Number based on initial contract term | | |
| PRIME CONTRACTOR COMPANY | | | | |
| EMPLOYEE JOB TITLE | Number of Employees | Duration (In Months) | Time Spent (Percentage) | NUMBER OF FTE |
| <i>Example: Project Managers</i> | 5 | 24 | 100% | 10.00 |
| <i>Example: Project Coordinators</i> | 3 | 24 | 50% | 3.00 |
| <i>Example: Project Directors</i> | 2 | 6 | 100% | 1.00 |
| Active IN employees | 468 | 12 | 100.00% | 468.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| TOTAL FTE COUNT | | | | 468.00 |
| SUB CONTRACTOR COMPANY NAME | | | | |
| JOB TITLE | Number of Employees | Duration (In Months) | Time Spent (Percentage) | NUMBER OF FTE |
| <i>Example: Developer</i> | 2 | 6 | 100% | 1.00 |
| Brookfield Sand & Gravel | | | | 23.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| TOTAL FTE COUNT | | | | 23.00 |
| SUB CONTRACTOR COMPANY NAME | | | | |
| JOB TITLE | Number of Employees | Duration (In Months) | Time Spent (Percentage) | NUMBER OF FTE |
| <i>Example: Developer</i> | 2 | 6 | 100% | 1.00 |
| Frick Services | | | | 8.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| TOTAL FTE COUNT | | | | 8.00 |
| SUB CONTRACTOR COMPANY NAME | | | | |
| JOB TITLE | Number of Employees | Duration (In Months) | Time Spent (Percentage) | NUMBER OF FTE |
| <i>Example: Developer</i> | 2 | 6 | 100% | 1.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| TOTAL FTE COUNT | | | | 0.00 |
| SUB CONTRACTOR COMPANY NAME | | | | |
| JOB TITLE | Number of Employees | Duration (In Months) | Time Spent (Percentage) | NUMBER OF FTE |
| <i>Example: Developer</i> | 2 | 6 | 100% | 1.00 |
| | | | | 0.00 |
| | | | | 0.00 |
| TOTAL FTE COUNT | | | | 0.00 |

State of Indiana
Office of the Secretary of State

Certified Copies

To Whom These Presents Come, Greeting:

I, CONNIE LAWSON, Secretary of State of Indiana, do hereby certify that I am, by virtue of the laws of the State of Indiana, the custodian of the corporate records and the proper official to execute this certificate.

I further certify that this is a true and complete copy of this 160 page document consisting of the following records filed in this office:

Certification Date: April 18, 2019
Business Name: CARGILL INCORPORATED
Business ID: 193094A046

| Transaction | Date Filed | No. of pages |
|------------------------------------------|------------|--------------|
| Application for Certificate of Authority | 01/27/1954 | 160 |
| Total No. of pages | | 160 |



In Witness Whereof, I have caused to be affixed my signature and the seal of the State of Indiana, at the City of Indianapolis, April 18, 2019

Connie Lawson

CONNIE LAWSON
SECRETARY OF STATE

193094A046 / 10931741

All certificates should be validated here: <https://bsd.sos.in.gov/ValidateCertificate>
Expires on May 18, 2019.

Deborah Williams

Subject: FW: Qualifications for Buy Indiana - Cargill Incorporated 41-0177680

From: Buy Indiana Economic Investment <buyindianainvest@idoa.IN.gov>
Sent: Monday, April 22, 2019 9:20 AM
To: Deborah Williams <Deborah_Williams@cargill.com>; Buy Indiana Economic Investment <buyindianainvest@idoa.IN.gov>
Subject: RE: Qualifications for Buy Indiana - Cargill Incorporated 41-0177680

Dear Ms. Williams,

This email certifies that CARGILL INCORPORATED is a Buy Indiana business under category #5.

This certification expires in one year. A new application may be submitted on or before April 22, 2020.

Sincerely,

Tammera J. Glickman
Assistant General Counsel
Indiana Department of Administration

From: Deborah Williams [mailto:Deborah_Williams@cargill.com]
Sent: Thursday, April 18, 2019 4:04 PM
To: Buy Indiana Economic Investment <buyindianainvest@idoa.IN.gov>
Subject: FW: Qualifications for Buy Indiana - Cargill Incorporated 41-0177680

**** This is an EXTERNAL email. Exercise caution. DO NOT open attachments or click links from unknown senders or unexpected email. ****

If claiming **category #5**, please provide your company's legal name, headquarters address, and Federal Employer Identification Number (FEIN).

Thank you for your interest in doing business with the State of Indiana.

From: Deborah Williams [mailto:Deborah_Williams@cargill.com]
Sent: Thursday, April 18, 2019 11:10 AM
To: Buy Indiana Economic Investment <buyindianainvest@idoa.IN.gov>
Subject: Qualifications for Buy Indiana - Cargill Incorporated 41-0177680

To whom it may concern:

I am writing on behalf of Cargill Incorporated to see if we qualify as an Indiana business.

In 2018-2019, we claimed the Indiana Business Preference (IC 5-22-15-20.5) on the IDOA QPA for bulk deicing road salt.

Last year, Cargill was on the top 500 list for corporate taxes paid to the Department of Revenue and we qualified under **category #5**. A business that has substantial positive economic impact on Indiana.”

Please advise what is needed to update/renew our status for the 2018-2019 year.

Our headquarters address is:

Cargill Incorporated
15407 McGinty Rd W
Wayzata MN 55391

FEIN #41-0177680

Please confirm that when we receive your email back and complete the Economic Impact Form that we qualify for the 1% price preference on all points we submit with the bid for 2019-2020.

Let us know if you need additional information.

Thank you in advance for your help.

Debbie Williams
Customer Care Representative
Cargill, Inc. – Salt, Road Safety

Cargill
Helping the world *thrive*

24950 Country Club Blvd., Suite 450 | North Olmsted, OH 44070
phone: 440.716.2581 or 800.600.SALT | fax: 888.739.8705 | email: Deborah_Williams@Cargill.com
Deborah_Williams

Cargill Salt Store Available 24/7. Ask us how you can manage your account online at www.Cargillsaltstore.com

Confidentiality Note: This message is intended only for the named recipient and may contain confidential, proprietary or legally privileged information. Unauthorized individuals or entities are not permitted access to this information. Any dissemination, distribution, or copying of this information is strictly prohibited. If you have received this message in error, please advise the sender by reply e-mail, and delete this message and any attachments. Thank you.

 **Please consider your environmental responsibility before printing this email.**

| | | |
|----|----------------------------------------------------------------------------------------------------------------------------------------|--------|
| 18 | <u>Number of Full Time Equivalent (FTE) employees</u> that are Indiana residents specifically for this proposal or contract: | 468.00 |
|----|----------------------------------------------------------------------------------------------------------------------------------------|--------|

| | | | | | |
|----|----------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|------|------|
| 19 | <u>Subcontractor Company Name:</u> | Brookfield Sand & Gr | Frick Services | | |
| 20 | Address/Contact Person/Telephone Number/Tax ID Number: | 8587 N 850W Fairland, IN 46126 Ed McCurdy 317-357-2253 35-156892 | Frick Services 800 Sun Drive Port of IN Portage IN Kellie Blackwell 219-787-9475 Tax ID : 35-0904419 | | |
| 21 | <u>Number of Full Time Equivalent (FTE) employees</u> that are Indiana residents specifically for this proposal or contract: | 23.00 | 8.00 | 0.00 | 0.00 |

| | | | | | |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|--|--|--|
| 22 | <u>Affirmation by authorized official:</u> I affirm under penalties of perjury that the foregoing representations are true to be the best of my knowledge and belief: | | | | |
| | Signature: | | | | |
| | Name of auththorized official: | Deborah D Williams | | | |
| | Title: | Customer Care Representative | | | |
| | Date: | 29-Apr-19 | | | |



Salt, Road Safety
24950 Country Club Blvd., Suite 450
North Olmsted, OH 44070
Phone: 800-600-7258
Fax: 888-739-8705

April 24, 2019

To Whom It May Concern:

Cargill, Inc.-Salt, Road Safety Business is an American based corporation. **The salt we propose to supply for your deicing requirements is mined in Cleveland, OH and Avery, LA.** Cargill has several domestic stockpiles conveniently located for your salt requirements. The primary stockpiles to be used for your contract is located at **Cleveland, OH and Avery, LA.** For quick deliveries to your storage locations or emergency pick-ups, please call 1-800-600-7258.

Please consider the "BUY AMERICAN" clause when awarding this contract, as well as the close proximity of our stockpiles to your Location.

Sincerely,

A handwritten signature in blue ink that reads "Deborah D. Williams".

Deborah D. Williams
Customer Care Representative
Cargill, Inc.-Salt, Road Safety



**Cargill, Inc.-Salt, Road Safety
Corporate Officers:**

Marcelo Montero, President – Salt Group Leader
9380 Excelsior Blvd., Hopkins, MN 55343

Kenneth G. Howe, Vice President – Road Safety Managing Director
24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070

Christine Rupert, Assistant Vice President – Strategic Market Director, Road Safety
24950 Country Club Blvd., Suite 450, North Olmsted, OH 44070

Cargill, Incorporated
15407 McGinty Road West
Wayzata, Minnesota 55391-2398

Lakeeta M. Hill
Assistant Secretary

I hereby certify that I am Assistant Secretary of the Executive Committee of Cargill, Incorporated, a Delaware corporation (the "Corporation"). I further certify that under the rules of said Committee, when a copy of the record of any action taken by said Committee is certified to be true and correct and is attested by me with the corporate seal, it is sufficient evidence of the taking and effectiveness of said action, without the signature of any member of said Committee. I further certify that the following is a true and correct copy of a resolution(s), rule(s) or action(s) duly adopted or taken, as the case may be, by said Executive Committee on May 5, 2016, and that said resolution(s), rule(s) or action(s) are on this date in full force and effect, to wit:

"WHEREAS, From time to time the salt group(s) seek to bid upon the sale and enter into various sales agreements covering the sale of certain salt products to a state, county, city, municipality or other corporate body; and

"WHEREAS, From time to time the Corporation is required to provide to the party seeking bids or to enter into the agreement, or their agent, evidence of the Corporation's authority to submit a bid and enter into these sale transactions, as well as evidence of the Corporation's signatory's authorization to execute the agreements on behalf of the Corporation.

"NOW, THEREFORE, BE IT RESOLVED, That any President, Senior Vice President or Vice President of the salt group(s) of the Corporation, and such other persons as may be designated from time to time by any of the foregoing officers, are and each of them hereby is authorized to sign and submit the bids or proposals of the Corporation and any related agreements for the sale of mineral rock salt, solar salt, salt chemical mixtures, evaporated salt and/or road deicing salt, to be submitted to any state, county, city, municipality, or corporate body with which the Corporation may do business and to include in such bids or proposals the certificate as to non-collusion as may be required, and for any inaccuracies or misstatements in such certificate this corporate bidder shall be liable under the penalties of perjury.

"RESOLVED FURTHER, That this resolution is hereby designated the "Salt Resolution," and it cancels and supersedes all prior authority given."

WITNESS MY HAND AND THE SEAL of Cargill, Incorporated this 29th day of
April, 2019.


Assistant Secretary



April 19, 2019

Assistant Corporate Secretary
Cargill, Incorporated
15407 McGinty Road West
Wayzata, MN 55391-2398

RE: Cargill, Incorporated Authorizations

Dear Assistant Corporate Secretary:

The authorities granted herein completely supersede all such prior authorities granted.

In accordance with the authority granted to me in the "Salt Resolution" adopted by the Executive Committee of the Board of Directors of Cargill, Incorporated on May 5, 2016, I hereby designate the following persons to perform the acts listed hereunder on behalf of the Corporation.

To sign and submit bids or proposals and any related agreements for the sale of mineral rock salt, solar salt, salt chemical mixtures, evaporated salt and/or road deicing salt to any state, county, city, municipality or corporate body with which the Company may do business and to include in such bids or proposals the certificate as to non-collusion as may be required, and for any inaccuracies or misstatements in such certificate this corporate bidder shall be liable under the penalties of perjury.

Jim Anderson
Thomas Bowling
Hannah Buchs
Pamela S. Burcewicz
Deseree Caver
Brigitte Clark
Patrick Connaughton
Lori Davidson
Jean Davis
Tony DiPietro
Adam Donegan
Joshua D. Evcic
Chris Gampfer
Nadine Gilbert
Jim Hart

Kenneth G. Howe
Gail Hubbell
Brittney Ingold
Rebekah Irish
Kaitlyn L. Jackson
Tom Juhasz
Sara Kaminski
Mary Kleiner
Amanda Knaus
Denise A. Koch
Sarah Liederbach
Alison Marincek
Bill Miller
Raven Mitchell
Katelyn Mondak

Jamie Napier
Angele Peterson
Stewart Petrick
John Petryszyn
Sean M. Riley
Nagala Robinson
Christine M. Rupert
Anna Sarley
Brittany Schwarz
Holly sisetski
Ashley Sliffe
George Varga
Deborah D. Williams
Roger Wilson
Chet Womack

15407 McGinty Road West
Wayzata, MN 55391-2398
PO Box 5724
Minneapolis, MN 55440-5724

These designations are to remain in full effect until the Company otherwise notified you in writing or earlier action by the Executive Committee of the Company's Board of Directors.

Cargill, Incorporated

By: 
Kenneth G. Howe, Vice President, Cargill Salt
Managing Director, Road Safety

cc: Counterparties
14782392

POWER OF ATTORNEY
Cargill, Incorporated – Salt, Road Safety

KNOW ALL MEN BY THESE PRESENTS, That Cargill, Incorporated, a Corporation duly organized and existing under the laws of the State of Delaware, and having its Home Office in the City of Minneapolis, Minnesota, has made, constituted and appointed, and does by these presents, constitute and appoint:

| | | |
|---------------------|--------------------|---------------------|
| Jim Anderson | Kenneth G. Howe | Jamie Napier |
| Thomas Bowling | Gail Hubbell | Angele Peterson |
| Hannah Buchs | Brittney Ingold | Stewart Petrick |
| Pamela S. Burcewicz | Rebekah Irish | John Petryszyn |
| Deseree Caver | Kaitlyn L. Jackson | Sean M. Riley |
| Brigitte Clark | Tom Juhasz | Nagala Robinson |
| Patrick Connaughton | Sara Kaminski | Christine M. Rupert |
| Lori Davidson | Mary Kleiner | Anna Sarley |
| Jean Davis | Amanda Knaus | Brittany Schwarz |
| Tony DiPietro | Denise A. Koch | Holly Sisetski |
| Adam Donegan | Sarah Liederbach | Ashley Sliffe |
| Joshua D. Evcic | Alison Marincek | George Varga |
| Chris Gampfer | Bill Miller | Deborah D. Williams |
| Nadine Gilbert | Raven Mitchell | Roger Wilson |
| Jim Hart | Katelyn Mondak | Chet Womack |

each its true and lawful Attorneys-in-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, seal, acknowledge and deliver bids, bid bonds, contracts, performance bonds, and such other documents as may be necessary or required in connection with the bid, sale or delivery of mineral rock salt, solar salt, salt chemical mixtures, evaporated salt, and/or road deicing salt, to any state, county, city, municipality, or corporate body with which the Company may do business and to bind the Corporation thereby as fully and to the same extent as if such documents were signed by an officer of the Salt group, sealed with the Corporate Seal of the Corporation and duly attested by its Assistant Corporate Secretary, hereby ratifying and confirming all the said Attorney(s)-in-Fact may do in the premises.

IN WITNESS WHEREOF, Cargill, Incorporated has caused these presents to be signed by its Vice President, Cargill Salt, and its Assistant Corporate Secretary, and its Corporate Seal to be hereunto affixed this 19th day of April, 2019.

Cargill, Incorporated

By: 

Kenneth G. Howe, Vice President, Cargill Salt
Managing Director, Road Safety

Attest: 

Lakeeta M. Hill, Assistant Corporate Secretary

STATE OF OHIO

) ss

COUNTY OF LORAIN

On April 26, 2019, before me, a Notary Public in and for said County and State, residing therein, duly commissioned and sworn, personally appeared Deborah D Williams known to me to Attorney-in-Fact of CARGILL, INCORPORATED, the Corporation described in and that executed the within and fore-going instrument, and known to me to be the person who executed the said instrument in behalf of the said corporation; and he duly acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, the day and year stated in the certificate above.



Notary Public



DESEREE CAVER
Notary Public, State of Ohio
My Commission Expires 4/26/2024

EVIDENCE OF CASUALTY INSURANCE

POLICY YEAR
06/01/18-06/01/19

PRODUCER

Hays Companies
IDS Center, Suite 700
80 South 8th Street
Minneapolis, MN 55402

THIS DOCUMENT IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE DOCUMENT HOLDER. THIS DOCUMENT DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE

INSURER A: Old Republic Insurance Company

PHONE NO. 612-333-3323

FAX NO. 612-373-7270

INSURER B:

INSURED

CARGILL, INCORPORATED,
ITS SUBSIDIARIES, AND BUSINESSES
PO BOX 5612, MS-12
MINNEAPOLIS, MN 55440-5612

INSURER C:

INSURER D:

INSURER E:

INSURER F:

COVERAGES

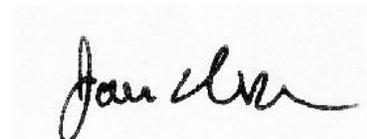
THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS DOCUMENT MAY BE DISPENSED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | ADD L INSR D | TYPE OF INSURANCE | POLICY NUMBER | POLICY EFFECTIVE DATE (MM/DD/YY) | POLICY EXPIRATION DATE (MM/DD/YY) | LIMITS | |
|------------------------------------------|--------------|-----------------------------------------------------------------------------------------------------------------------|-----------------------|----------------------------------|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| A | | GENERAL LIABILITY | MWZY313619 | 06/01/18 | 06/01/19 | EACH OCCURRENCE | \$15,000,000 |
| | | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY | | | | DAMAGE TO RENTED PREMISES (Ea occurrence) | \$1,000,000 |
| | | <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR | | | | MED EXP (Any one person) | \$10,000 |
| | | | | | | PERSONAL & ADV INJURY | \$15,000,000 |
| | | | | | | GENERAL AGGREGATE | \$50,000,000 |
| | | | | | | PRODUCTS-COMP/OP AGG | \$50,000,000 |
| | | | | | | GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC | |
| A | | AUTOMOBILE LIABILITY | MWTB313621 (AOS) | 06/01/18 | 06/01/19 | COMBINED SINGLE LIMIT (Ea Accident) | \$15,000,000 |
| | | <input checked="" type="checkbox"/> ANY AUTO | | | | BODILY INJURY (Per Person) | |
| | | <input type="checkbox"/> ALL OWNED AUTOS | | | | BODILY INJURY (Per Accident) | |
| | | <input type="checkbox"/> SCHEDULED AUTOS | | | | PROPERTY DAMAGE (Per Accident) | |
| | | <input checked="" type="checkbox"/> HIRED AUTOS | | | | | |
| <input type="checkbox"/> NON-OWNED AUTOS | | | | | | | |
| | | <input checked="" type="checkbox"/> CARGO LEGAL LIABILITY AND CONTINGENT CARGO LEGAL LIABILITY | | | | | |
| | | EXCESS/UMBRELLA LIABILITY | | | | EACH OCCURRENCE | |
| | | <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE | | | | AGGREGATE | |
| | | <input type="checkbox"/> DEDUCTIBLE | | | | | |
| | | <input type="checkbox"/> RETENTION | | | | | |
| A | | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY | MWC31362000 (AOS) | 06/01/18 | 06/01/19 | <input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER | |
| | | E.L. EACH ACCIDENT | | | | \$15,000,000 | |
| | | E.L. DISEASE - EA EMPLOYEE | | | | \$15,000,000 | |
| | | E.L. DISEASE - POLICY LIMIT | | | | \$15,000,000 | |
| | | ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? NO If yes, describe under SPECIAL PROVISION BELOW | | | | | |
| A | | OTHER | | | | | |
| | | EXCESS WORKERS COMPENSATION | MWXS313618 (OH, USLH) | 06/01/18 | 06/01/19 | Statutory Excess \$1,000,000 SIR | |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

SEE ATTACHED ADDENDUM

AUTHORIZED SIGNATURE



The Named Insured under the General Liability and Automobile Liability policies includes Cargill, Incorporated and any subsidiary, affiliate, or business where Cargill, Incorporated (Cargill) owns an interest of more than 50% or exercises active management control.

A Partial Listing of U.S. Subsidiaries and Businesses insured by the General and Automobile Liability policies includes (but is not limited to):

Cargill AgHorizons
Cargill Animal Nutrition (Cargill Feed & Nutrition, Cargill Premix & Nutrition and Cargill Aqua Nutrition)
Cargill Case Ready
Cargill Cocoa and Chocolate Inc.
Cargill Corn Milling North America
Cargill Deicing Technology
Cargill Dressings, Sauces & Oils
Cargill Dry Corn Ingredients, Inc.
Cargill Financial Services Corporation
Cargill Food Distribution
Cargill Grain and Oilseed Supply Chain North America
Cargill Kitchen Solutions, Inc.
Cargill Malt
Cargill Meat Logistics Solutions, Inc.
Cargill Meat Solutions Corporation
Cargill Beef
Cargill Salt
Cargill Specialty Seeds & Oils
Cargill Texturizing Solutions
Cargill Turkey Production, LLC
Cargill Value Added Protein
Cargill Turkey & Cooked Meats
G & M Stevedoring Co., Inc.
Provimi North America, Inc.
Toshoku America, Inc.
Five Star Custom Foods LTD
Cargill, Incorporated dba Truvia Company LLC
Diamond V Mills, Inc.
DV Technologies, Inc.
Embria Health Sciences LLC

PLEASE NOTE: Cargill Inc. and certain U.S. subsidiaries are self-insured for Workers' Compensation under the Federal Longshore and Harbor Workers' Compensation Act. Cargill and certain U.S. subsidiaries are self-insured for Workers' Compensation through the Department of Labor in the State of Ohio. Policy number MWXS313618 provides Workers' Compensation coverage excess of the authorized self-insured limit in jurisdictions where Cargill or a Cargill subsidiary is self-insured. Cargill operations in North Dakota, Washington and Wyoming are insured for Workers' Compensation under the monopolistic state fund of each state. The Workers' Compensation policy listed on the preceding page insures Cargill and non-self-insured U.S. subsidiaries in the remaining states where Cargill has operations or employees.

- Under the General Liability policy, Additional Insured—Vendors (CG 20 15 04 13) is provided to vendors of products of the Named Insured as described above, if required in a written contract with such Named Insured.
- Under the General Liability policy, Additional Insured status for persons or organizations, other than vendors, is provided under ISO Additional Insured endorsements, if required in a written contract with the Named Insured as described above, with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by any Named Insured's acts or omissions or the acts or omissions of those acting on any Named Insured's behalf in the performance of any Named Insured's ongoing operations, or in connection with any Named Insured's completed operations, equipment leased to any Named Insured.
- Under the General Liability policy, Additional Insured - Managers or Lessors of Premises (CG 20 11 04 13) is provided if required in a written contract with the Named insured as described above.
- Under the Automobile Liability policies, Additional Insured status is provided if required in a written contract with the Named Insured as described above.
- Under the General Liability, Automobile Liability and Workers Compensation policies, a Waiver of Subrogation is provided if required in a written contract with the Named Insured as described above.
- Contractual Liability (tort liability assumed in an "insured contract") is included under the Commercial General Liability and Automobile Liability policies.



Salt, Road Safety
24950 Country Club Blvd, Suite 450
North Olmsted, OH 44070

Clearlane® Enhanced Deicer References

- 1) Town of Newington (CT)
Contact: Tom Molloy
131 Cedar St
Newington, CT 06111
Ph# (860) 667-5810
- 2) Town of Webster (MA)
Contact: Kenneth Pizzetti
23 Cudworth Rd.
Webster, MA 01570
Ph# (508) 949-3862
- 3) City of St. Paul (MN)
Contact: Chris Reese- Street Maintenance Supervisor III
873 North Dale Street
St. Paul, MN 55103
Ph# (651) 261-9703
- 4) City of Noblesville (IN)
Contact: Patty Johnson
1575 Pleasant Street
Noblesville, IN 46060
Ph# (317) 776-6348 ext. 113
- 5) City of Bloomington (IN)
Contact: Joe Vandeventer
1981 South Henderson
Bloomington, IN 47401
Ph# (812) 327-3336
- 6) City of Indianapolis (IN)
Contact: Steve Pruitt
1725 South West St
Indianapolis, IN 46225
Ph# (317) 327-2912
- 7) Abraxus Snow Removal (OH)
Contact: Frank Dedon
P.O. Box 30550
Cleveland, OH 44130

Ph# (216) 244-6793

Updated 04/15/2019



SAFETY DATA SHEET

1. Identification

Product identifier ClearLane® enhanced deicer
Other means of identification
SDS number NC19
Synonyms Sodium Chloride mixed with Magnesium Chloride
Recommended use Salt may be intended for several industrial applications including deicing.
Recommended restrictions None known.

Manufacturer/Importer/Supplier/Distributor information

Manufacturer

Company name Cargill Incorporated
Address Minneapolis, MN 55440
Telephone 1-888-385-7258
Website www.cargillsalt.com
Emergency telephone number CHEMTREC (800) 424-9300

2. Hazard(s) identification

Physical hazards Not classified.

Health hazards Not classified.

OSHA defined hazards Not classified.

Label elements

Hazard symbol None.
Signal word None.
Hazard statement The mixture does not meet the criteria for classification.

Precautionary statement

Prevention Observe good industrial hygiene practices.
Response Wash hands after handling.
Storage Store away from incompatible materials.
Disposal Dispose of waste and residues in accordance with local authority requirements.

Hazard(s) not otherwise classified (HNOC) None known.

Supplemental information None.

3. Composition/information on ingredients

Mixtures

| Chemical name | CAS number | % |
|--------------------|------------|-------------|
| Sodium Chloride | 7647-14-5 | 91.0-96.0 |
| Water | 7732-18-5 | 2.3-3.6 |
| Magnesium chloride | 7786-30-3 | 1.0-1.3 |
| Sodium Gluconate | 527-07-1 | <0.02 |
| Xanthan gum | 11138-66-2 | <0.02 |
| FD&C Blue No. 1 | 3844-45-9 | 0.05 – 0.20 |
| FD&C Red 40 | 25956-17-6 | 0.05 – 0.20 |
| Tartrazine | 1934-21-0 | 0.05 – 0.20 |

4. First-aid measures

| | |
|-------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Inhalation | If dust from the material is inhaled, remove the affected person immediately to fresh air. Call a physician if symptoms develop or persist. |
| Skin contact | Wash off with soap and water. Get medical attention if irritation develops and persists. |
| Eye contact | Rinse with water. Get medical attention if irritation develops and persists. |
| Ingestion | Give one or two glasses of water if patient is alert and able to swallow. Get medical attention if symptoms occur. |
| Most important symptoms/effects, acute and delayed | Direct contact with eyes may cause temporary irritation. |
| Indication of immediate medical attention and special treatment needed | Treat symptomatically. |
| General information | Ensure that medical personnel are aware of the material(s) involved, and take precautions to protect themselves. |

5. Fire-fighting measures

| | |
|----------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|
| Suitable extinguishing media | Use extinguishing agent suitable for type of surrounding fire. |
| Unsuitable extinguishing media | None known. |
| Specific hazards arising from the chemical | During fire, gases hazardous to health may be formed such as: Carbon oxides (COx), Hydrogen chloride gas, Metal oxides. |
| Special protective equipment and precautions for firefighters | Self-contained breathing apparatus and full protective clothing must be worn in case of fire. |
| Fire fighting equipment/instructions | Use water spray to cool unopened containers. |
| Specific methods | Use standard firefighting procedures and consider the hazards of other involved materials. |
| General fire hazards | This product is not flammable or combustible. |

6. Accidental release measures

| | |
|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Personal precautions, protective equipment and emergency procedures | Keep unnecessary personnel away. Avoid inhalation of dust from the spilled material. Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. Do not touch damaged containers or spilled material unless wearing appropriate protective clothing. For personal protection, see section 8 of the SDS. |
| Methods and materials for containment and cleaning up | If sweeping of a contaminated area is necessary use a dust suppressant agent which does not react with the product. Collect dust using a vacuum cleaner equipped with HEPA filter. Minimize dust generation and accumulation. Avoid release to the environment. Following product recovery, flush area with water. For waste disposal, see section 13 of the SDS. |
| Environmental precautions | Avoid discharge into drains, water courses or onto the ground. |

7. Handling and storage

| | |
|---------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Precautions for safe handling | Provide appropriate exhaust ventilation at places where dust is formed. Minimize dust generation and accumulation. Avoid breathing dust. Avoid contact with eyes. Avoid contact with water and moisture. Keep away from strong acids. May evolve chlorine gas when in contact with strong acids. Hydrogen chloride release above 1400°F. Do not reuse containers. Practice good housekeeping. |
| Conditions for safe storage, including any incompatibilities | Store in original tightly closed container. Store in a well-ventilated place. Store away from incompatible materials (see Section 10 of the SDS). Becomes hygroscopic at 70-75% relative humidity. Avoid humid or wet conditions as product will cake and become hard. Keep out of reach of children. |

8. Exposure controls/personal protection

| | |
|------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Occupational exposure limits | No exposure limits noted for ingredient(s). |
| Biological limit values | No biological exposure limits noted for the ingredient(s). |
| Appropriate engineering controls | Ventilation should be sufficient to effectively remove and prevent buildup of any dusts or fumes that may be generated during handling or thermal processing. |
| Individual protection measures, such as personal protective equipment | |
| Eye/face protection | Unvented, tight fitting goggles should be worn in dusty areas. |

| | |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Skin protection | |
| Hand protection | Wear appropriate chemical resistant gloves. |
| Skin protection | |
| Other | Wear suitable protective clothing. |
| Respiratory protection | If engineering controls do not maintain airborne concentrations below recommended exposure limits (where applicable) or to an acceptable level (in countries where exposure limits have not been established), an approved respirator must be worn. Use a NIOSH/MSHA approved respirator if there is a risk of exposure to dust/fume at levels exceeding the exposure limits. |
| Thermal hazards | Wear appropriate thermal protective clothing, when necessary. |
| General hygiene considerations | 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 to remove contaminants. |

9. Physical and chemical properties

| | |
|-----------------------------------------------------|-----------------------------------------|
| Appearance | Green damp crystalline solid. |
| Physical state | Solid. |
| Form | Damp crystalline solid. |
| Color | Green. |
| Odor | None. |
| Odor threshold | Not available. |
| pH | 7 - 8.6 |
| Melting point/freezing point | 1473.8 °F (801 °C) |
| Initial boiling point and boiling range | 2669 °F (1465 °C) (760 mmHg) |
| Flash point | Not available. |
| Evaporation rate | Not available. |
| Flammability (solid, gas) | Not available. |
| Upper/lower flammability or explosive limits | |
| Flammability limit - lower (%) | Not available. |
| Flammability limit - upper (%) | Not available. |
| Explosive limit - lower (%) | Not available. |
| Explosive limit - upper (%) | Not available. |
| Vapor pressure | 2.4 mm Hg (1376.6 °F (747 °C)) |
| Vapor density | Not available. |
| Relative density | 2.16 (H2O = 1) |
| Solubility(ies) | |
| Solubility (water) | 26.4 % |
| Partition coefficient (n-octanol/water) | Not available. |
| Auto-ignition temperature | Not available. |
| Decomposition temperature | Not available. |
| Viscosity | Not available. |
| Other information | |
| Bulk density | 72 - 80 lb/ft ³ |
| Molecular formula | NaCl, MgCl ₂ |
| Molecular weight | NaCl = 58.44, MgCl ₂ = 95.22 |
| pH in aqueous solution | 5 - 9 |

10. Stability and reactivity

| | |
|---------------------------|-----------------------------------------------------------------------------------------------|
| Reactivity | The product is stable and non-reactive under normal conditions of use, storage and transport. |
| Chemical stability | Material is stable under normal conditions. |

| | |
|-------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Possibility of hazardous reactions | No dangerous reaction known under conditions of normal use. |
| Conditions to avoid | Contact with incompatible materials. Avoid dispersal of dust in the air (i.e., clearing dust surfaces with compressed air). |
| Incompatible materials | Avoid contact with strong acids, caustics, ammonia and cyanides. Sodium chloride is incompatible with lithium and bromine trifluoride. Magnesium chloride is incompatible with Furan-2-peroxycarboxylic acid. |
| Hazardous decomposition products | May evolve chlorine gas when in contact with strong acids. Possibly chlorine, nitrogen and sodium containing compounds. |

11. Toxicological information

Information on likely routes of exposure

| | |
|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
| Inhalation | Inhalation of dusts may cause respiratory irritation. |
| Skin contact | Prolonged or repeated skin contact may cause irritation. If applied to damaged skin, absorption can occur with effects similar to those via ingestion. |
| Eye contact | Dust in the eyes will cause irritation. |
| Ingestion | Expected to be a low ingestion hazard. |

Symptoms related to the physical, chemical and toxicological characteristics

Eye and skin contact: Exposure may cause temporary irritation, redness, or discomfort. For ingestion, consuming less than a few grams would not be harmful. The following effects were observed after ingesting an excessive quantity: nausea and vomiting, diarrhea, cramps, restlessness, irritability, dehydration, water retention, nose bleed, gastrointestinal tract damage, fever, sweating, sunken eyes, high blood pressure, muscle weakness, dry mouth and nose, shock, cerebral edema (fluid on brain), pulmonary edema (fluid in lungs), blood cell shrinkage, and brain damage (due to dehydration of brain cells). Death is generally due to cardiovascular collapse or CNS damage.

Information on toxicological effects

| | |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Acute toxicity | In some cases of confirmed hypertension, ingestion may result in elevated blood pressure. Ingestion of large amounts (greater than 0.1 pound) can cause gastrointestinal upset and irritation of the stomach. Rare cases of over exposure can lead to systemic toxicity related to the binding of ionized blood calcium. |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

| Components | Species | Test Results |
|-----------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|--------------|
| Magnesium chloride (CAS 7786-30-3) | | |
| <u>Acute</u> | | |
| Oral | | |
| LD50 | Rat | 2800 mg/kg |
| Sodium Chloride (CAS 7647-14-5) | | |
| <u>Acute</u> | | |
| Oral | | |
| LD50 | Rat | 3000 mg/kg |
| Skin corrosion/irritation | Prolonged skin contact may cause temporary irritation. | |
| Serious eye damage/eye irritation | Dust in the eyes will cause irritation. | |
| Respiratory or skin sensitization | | |
| Respiratory sensitization | Not available. | |
| Skin sensitization | This product is not expected to cause skin sensitization. | |
| Germ cell mutagenicity | No data available to indicate product or any components present at greater than 0.1% are mutagenic or genotoxic. | |
| Carcinogenicity | This product is not considered to be a carcinogen by IARC, ACGIH, NTP, or OSHA. | |
| IARC Monographs. Overall Evaluation of Carcinogenicity | | |
| FD&C Blue No. 1 (CAS 3844-45-9) | 3 Not classifiable as to carcinogenicity to humans. | |
| NTP Report on Carcinogens | | |
| Not listed. | | |
| OSHA Specifically Regulated Substances (29 CFR 1910.1001-1053) | | |
| Not regulated. | | |
| Reproductive toxicity | This product is not expected to cause reproductive or developmental effects. | |
| Specific target organ toxicity - single exposure | Not classified. | |

Specific target organ toxicity - repeated exposure Not classified.

Aspiration hazard Due to the physical form of the product it is not an aspiration hazard.

12. Ecological information

Ecotoxicity 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.

Persistence and degradability No data is available on the degradability of this product.

Bioaccumulative potential No data available.

Mobility in soil No data available.

Other adverse effects None known.

13. Disposal considerations

Disposal instructions Collect and reclaim or dispose in sealed containers at licensed waste disposal site.

Local disposal regulations Dispose in accordance with all applicable regulations.

Hazardous waste code The waste code should be assigned in discussion between the user, the producer and the waste disposal company.

Waste from residues / unused products 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).

Contaminated packaging 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

DOT

Not regulated as dangerous goods.

IATA

Not regulated as dangerous goods.

IMDG

Not regulated as dangerous goods.

Transport in bulk according to Annex II of MARPOL 73/78 and the IBC Code Not applicable.

15. Regulatory information

US federal regulations This product is not known to be a "Hazardous Chemical" as defined by the OSHA Hazard Communication Standard, 29 CFR 1910.1200.
All components are on the U.S. EPA TSCA Inventory List.

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

Not regulated.

CERCLA Hazardous Substance List (40 CFR 302.4)

Not listed.

SARA 304 Emergency release notification

Not regulated.

OSHA Specifically Regulated Substances (29 CFR 1910.1001-1053)

Not regulated.

Superfund Amendments and Reauthorization Act of 1986 (SARA)

SARA 302 Extremely hazardous substance

Not listed.

SARA 311/312 Hazardous chemical Yes

Classified hazard categories Acute toxicity (any route of exposure)

SARA 313 (TRI reporting)

Not regulated.

Other federal regulations

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

Not regulated.

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

Not regulated.

Safe Drinking Water Act (SDWA)

Not regulated.

US state regulations

US. Massachusetts RTK - Substance List

FD&C Blue No. 1 (CAS 3844-45-9)

US. New Jersey Worker and Community Right-to-Know Act

Not listed.

US. Pennsylvania Worker and Community Right-to-Know Law

Not listed.

US. Rhode Island RTK

Not regulated.

California Proposition 65

California Safe Drinking Water and Toxic Enforcement Act of 2016 (Proposition 65): This material is not known to contain any chemicals currently listed as carcinogens or reproductive toxins. For more information go to www.P65Warnings.ca.gov.

US. California. Candidate Chemicals List. Safer Consumer Products Regulations (Cal. Code Regs, tit. 22, 69502.3, subd. (a))

Magnesium chloride (CAS 7786-30-3)

International Inventories

| Country(s) or region | Inventory name | On inventory (yes/no)* |
|-----------------------------|------------------------------------------------------------------------|------------------------|
| Australia | Australian Inventory of Chemical Substances (AICS) | No |
| Canada | Domestic Substances List (DSL) | Yes |
| Canada | Non-Domestic Substances List (NDSL) | No |
| China | Inventory of Existing Chemical Substances in China (IECSC) | No |
| Europe | European Inventory of Existing Commercial Chemical Substances (EINECS) | No |
| Europe | European List of Notified Chemical Substances (ELINCS) | No |
| Japan | Inventory of Existing and New Chemical Substances (ENCS) | No |
| Korea | Existing Chemicals List (ECL) | No |
| New Zealand | New Zealand Inventory | No |
| Philippines | Philippine Inventory of Chemicals and Chemical Substances (PICCS) | No |
| Taiwan | Taiwan Chemical Substance Inventory (TCSI) | No |
| United States & Puerto Rico | Toxic Substances Control Act (TSCA) Inventory | Yes |

*A "Yes" indicates this product complies with the inventory requirements administered by the governing country(s).

A "No" indicates that one or more components of the product are not listed or exempt from listing on the inventory administered by the governing country(s).

16. Other information, including date of preparation or last revision

| | |
|---------------|------------------------------------------------------------------------------|
| Issue date | 30-December-2014 |
| Revision date | 16-April-2018 |
| Version # | 04 |
| HMIS® ratings | Health: 1 Flammability: 0 Physical hazard: 0 Personal protection: A |

Disclaimer

All statements, technical information and recommendations contained herein are, the best of our knowledge, reliable and accurate; however no warranty, either expressed or implied is made with respect thereto, nor will any liability be assumed for damages resultant from the use of the material described.

It is the responsibility of the user to comply with all applicable federal, state and local laws and regulations. It is also the responsibility of the user to maintain a safe workplace. The user should consider the health hazards and safety information provided herein as a guide and should take the necessary steps to instruct employees and to develop work practice procedures to ensure a safe work environment.

This information is not intended as a license to operate under, or a recommendation to practice or infringe upon any patent of this Company or others covering any process, composition of matter or use.



Salt, Road Safety
24950 Country Club Blvd, Suite 450
North Olmsted, OH 44070

CUSTOMER REFERENCES

CITY OF CLEVELAND, OHIO

Randall Scott, Acting Commissioner
Division of Streets
601 Lakeside City Hall R25
Cleveland, OH 44114
PHONE 216-664-2093

STATE OF KENTUCKY

Michael Williams, Snow and Ice Coordinator
11234 Wilkinson Blvd.
Frankfort, KY 40622-0001
PHONE 502-782-5616

STATE OF OHIO

Thomas Pannett, Administrator
1980 West Broad St.
Columbus, OH 43223
PHONE 614-728-2071

STATE OF WEST VIRGINIA

W.Kyle Stollings PE, Director Maintenance Div.
Bldg 5 Rm A-350
1900 Kanawha Blvd., East
Charleston, WV 25305
PHONE 304-558-2901



Technical Information

Bulk Ice Control Salt

DESCRIPTION:

Bulk Ice Control Salt is a coarse screened, translucent to white crystalline solid obtained from a domal salt deposit in Louisiana by physical mining. The salt is exploited by drilling and blasting with explosives in a manner similar to that used in other types of mineral mining. The mined salt is then crushed, screened and hoisted to the surface where it is loaded directly into barges.

COMPLIANCE:

Bulk Ice Control Salt is not approved for human or animal consumption. It is intended for use only as a chemical deicer on roadways and thoroughfares. This salt complies fully with ASTM Specification D 632-99 Type 1, Grade 1.

ADDITIVES:

Bulk Ice Control Salt contains Yellow Prussiate of Soda, which is added to improve caking resistance.

APPLICATIONS:

Bulk Ice Control Salt is intended for use as an ice and snow removal agent on highways and other roadways.

PACKAGING AND SHIPPING:

Bulk Ice Control Salt is available only in bulk form. Bulk quantities are shipped by barge.

METHODS OF ANALYSIS:

Methods of analysis and product performance evaluation are taken from the ASTM designations D 632 and E 534.

CHEMICAL ANALYSIS:

| Component | Units | Typical | Specification |
|--------------------------------------------|-------|---------|---------------|
| Sodium Chloride (dry basis) ¹ | % | 98.9 | 95.0 min. |
| Calcium & Magnesium (as Ca) ¹ | % | 0.30 | - |
| Sulfate (as SO ₄) ¹ | % | 0.74 | - |
| Water Insolubles ¹ | % | 0.07 | 2.0 max. |
| Surface Moisture ² | % | 0.02 | 0.1 max. |
| Yellow Prussiate of Soda ³ | ppm | 50 | 100 max. |

¹By difference of impurities before conditioning.

²110°C for 2 hours before conditioning.

³Optional anticaking agent (sodium ferrocyanide decahydrate).

SIEVE ANALYSIS:

| U.S.S. Mesh | Opening Inches | Opening Microns | Typical | Specification |
|-------------|----------------|-----------------|---------|---------------|
| 1/2" | 0.500 | 12500 | 100 | 100 min. |
| 3/8" | 0.375 | 9500 | 98 | 95 - 100 |
| 4 | 0.187 | 4750 | 79 | 20 - 90 |
| 8 | 0.0937 | 2360 | 42 | 10 - 60 |
| 30 | 0.0232 | 600 | 11 | 15 max. |

Note: Sieve analysis is reported as percent passing.

BULK DENSITY:

| Parameter | Typical | Specification |
|-----------------------|---------|---------------|
| Pounds per Cubic Foot | 74 | 70 - 78 |
| Grams per Liter | 1185 | 1120 - 1250 |

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

PRODUCING LOCATION: AVERY ISLAND, LA

Material Number 100011135

No. 5701 Revised December 2013

CARGILL SALT

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

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



Technical Information

Bulk Ice Control Salt

DESCRIPTION:

Bulk Ice Control Salt is a coarse screened, translucent to white crystalline solid obtained from underground bedded salt deposits by physical mining. The salt is exploited by drilling and blasting with explosives in a manner similar to that used in other types of mineral mining. The mined salt is then crushed, screened and hoisted to the surface where it is stockpiled awaiting distribution as a highway deicing product.

COMPLIANCE:

Bulk Ice Control Salt is not approved for human or animal consumption. It is intended for use only as a chemical deicer on roadways and thoroughfares. This salt complies fully with ASTM Specification D 632-99 Type 1, Grade 1.

ADDITIVES:

Bulk Ice Control Salt may contain Yellow Prussiate of Soda, which is added to improve caking resistance.

APPLICATIONS:

Bulk Ice Control Salt is intended for use as an ice and snow removal agent on highways and other roadways.

PACKAGING AND SHIPPING:

Bulk Ice Control Salt is available only in bulk form. Bulk quantities are shipped by rail or truck.

METHODS OF ANALYSIS:

Methods of analysis and product performance evaluation are taken from the ASTM designations D 632 and E 534.

CHEMICAL ANALYSIS:

| Component | Units | Typical | Specification |
|--------------------------------------------|-------|---------|---------------|
| Sodium Chloride (dry basis) ¹ | % | 95.8 | 95.0 min. |
| Calcium & Magnesium (as Ca) ¹ | % | 1.1 | - |
| Sulfate (as SO ₄) ¹ | % | 2.7 | - |
| Water Insolubles ¹ | % | 0.4 | 2.0 max. |
| Surface Moisture ² | % | 0.1 | 1.0 max. |
| Yellow Prussiate of Soda ³ | ppm | 50 | 100 max. |

¹By difference of impurities before conditioning.

²110°C for 2 hours before conditioning.

³Optional anticaking agent (sodium ferrocyanide decahydrate).

SIEVE ANALYSIS:

| U.S.S. Mesh | Opening Inches | Opening Microns | Typical | Specification |
|-------------|----------------|-----------------|---------|---------------|
| 1/2" | 0.500 | 12500 | 100 | 100 min. |
| 3/8" | 0.375 | 9500 | 98 | 95 - 100 |
| 4 | 0.187 | 4750 | 71 | 20 - 90 |
| 8 | 0.0937 | 2360 | 39 | 10 - 60 |
| 30 | 0.0232 | 600 | 11 | 15 max. |

Note: Sieve analysis is reported as percent passing.

BULK DENSITY:

| Parameter | Typical | Specification |
|-----------------------|---------|---------------|
| Pounds per Cubic Foot | 75 | 71 - 79 |
| Grams per Liter | 1200 | 1135 - 1265 |

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

PRODUCING LOCATION: CLEVELAND, OH

Material Number 100011135

No. 4700 Revised December 2013

CARGILL SALT

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

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



Date: January 1, 2019

To: Cargill, Incorporated – Salt, Road Safety Employees & Applicants

From: Kenneth Howe
Cargill, Incorporated – Salt, Road Safety Managing Director

RE: Equal Employment Opportunity, Affirmative Action and Anti-Harassment Policy

Cargill, Incorporated – Salt, Road Safety fully endorses and supports the principles of Equal Employment Opportunity as expressed in Cargill's attached Corporate Equal Employment Opportunity, Affirmative Action and Anti-Harassment Policy. As the policy states, our employment decisions are made without regard to race, ethnicity, color, religion, national origin, gender, gender identity or expression, sexual orientation, age, disability, genetic information, marital status, family status, citizenship status, veteran status, active military status, union affiliation or any other status protected by law.

All Cargill, Incorporated – Salt, Road Safety employees will take affirmative action to ensure equal employment opportunities in all aspects of the employment relationship including recruiting, hiring, training and promotion as well as compensation, benefits, performance appraisal, transfer, layoff, recall from layoff, and company-sponsored training, education, social and recreation programs. These practices are fairly administered and available to employees in strict accordance with all federal, state and local laws in the communities where we do business.

As managers of this facility, we are personally committed to a firm and just policy of Equal Employment Opportunity, Affirmative Action and Anti-Harassment. We expect full cooperation of every employee of this facility. Any violation of this policy will result in appropriate disciplinary action, up to and including termination of employment.

If you have a question or need to report an issue, please feel free to contact our Ethics Open Line. To call the Ethics Open Line: Inside the United States, dial 1-800-357-OPEN. Outside the United States, access [this link](#) to find a country-specific telephone number. To write to the Ethics Open Line: access <http://www.cargill.com/ethics-open-line/index.jsp> from any computer with Internet access.

All policies and procedures of this facility will be reviewed on a continuing basis to ensure that the full spirit and intent of our corporate stated policy is being adhered to in every respect.

A handwritten signature in black ink, appearing to read "Ken Howe", is written over the bottom portion of the letter's text.

TREATED SALT

AWARDED
US MFR PREFERENCE

NO BID OR N/A

| Line Item | INDOT District | Entity | Commitment Range | 2019/2020 Early Fill Quantity (100%) | 2019/2020 Seasonal Quantity (100%) | Unit of Measure | Delivery Method |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|
| 1 | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120% | 0 | 4,655 | TON | Delivered |
| 2 | | | | | | TON | Delivered & Loaded |
| 3 | | | | | | TON | Pick Up |
| 4 | | Local Governmental Entities | 80%-120% | 0 | 17,370 | TON | Delivered |
| 5 | | | | | | TON | Pick Up |
| 6 | 20-Fort Wayne | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered |
| 7 | | | | | | TON | Delivered & Loaded |
| 8 | | | | | | TON | Pick Up |
| 9 | | Local Governmental Entities | 80%-120% | 0 | 2,640 | TON | Delivered |
| 10 | | | | | | TON | Pick Up |
| 11 | 30-Greenfield | INDOT & Other State Agencies | 80%-120% | 0 | 12,315 | TON | Delivered |
| 12 | | | | | | TON | Delivered & Loaded |
| 13 | | | | | | TON | Pick Up |
| 14 | | Local Governmental Entities | 80%-120% | 0 | 49,840 | TON | Delivered |
| 15 | | | | | | TON | Pick Up |
| 16 | 40-LaPorte | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered |
| 17 | | | | | | TON | Delivered & Loaded |
| 18 | | | | | | TON | Pick Up |
| 19 | | Local Governmental Entities | 80%-120% | 0 | 32,310 | TON | Delivered |
| 20 | | | | | | TON | Pick Up |
| 21 | 50-Seymour | INDOT & Other State Agencies | 80%-120% | 0 | 200 | TON | Delivered |
| 22 | | | | | | TON | Delivered & Loaded |
| 23 | | | | | | TON | Pick Up |
| 24 | | Local Governmental Entities | 80%-120% | 0 | 23,855 | TON | Delivered |
| 25 | | | | | | TON | Pick Up |
| 26 | 60-Vincennes | INDOT & Other State Agencies | 80%-120% | 0 | 25 | TON | Delivered |
| 27 | | | | | | TON | Delivered & Loaded |
| 28 | | | | | | TON | Pick Up |
| 29 | | Local Governmental Entities | 80%-120% | 0 | 1,910 | TON | Delivered |
| 30 | | | | | | TON | Pick Up |

CARGILL - IN BUSINESS AND US MANUFACTURED PREFERENCE

| 2019/2020 Early Fill Price Per Ton | 2019/2020 Seasonal Price Per Ton | Total Bid Amount Calculation | IBP Price Preference | Total Bid Amount Calculation |
|------------------------------------|----------------------------------|------------------------------|----------------------|------------------------------|
| \$94.62 | \$104.62 | \$440,456.10 | 5% | \$418,433.30 |
| \$95.00 | \$92.70 | \$1,610,199.00 | 1% | \$1,594,097.01 |
| \$94.00 | | | | |
| | | | | |
| | | | | |
| \$98.61 | \$99.00 | \$260,330.40 | 5% | \$247,313.88 |
| | | | | |
| | | | | |
| \$96.82 | \$106.82 | \$1,192,338.30 | 1% | \$1,180,414.92 |
| \$97.00 | \$96.33 | \$4,801,087.20 | 1% | \$4,733,076.33 |
| \$97.00 | | | | |
| | | | | |
| | | | | |
| \$91.23 | \$93.00 | \$2,947,641.30 | 1% | \$2,918,164.89 |
| | | | | |
| | | | | |
| \$98.59 | \$108.59 | \$21,718.00 | 5% | \$20,632.10 |
| \$99.00 | \$93.65 | \$2,234,020.75 | 1% | \$2,211,680.54 |
| \$97.00 | | | | |
| | | | | |
| | | | | |
| \$104.21 | \$114.21 | \$2,605.25 | 5% | \$2,474.99 |
| \$105.00 | \$99.28 | \$189,624.80 | 5% | \$180,143.56 |
| \$100.00 | | | | |

TREATED SALT

| Total Early Fill (Tons) | Total Seasonal (Tons) |
|----------------------------------|-----------------------|
| 0 | 145,120 |
| TOTAL TREATED SALT (TONS) | |
| 145,120 | |

TOTAL TREATED BID AWARD AMOUNT

\$13,700,021.10

TOTAL TREATED BID AMOUNT

\$13,700,021.10

TOTAL TREATED EVALUATED BID AWARD AMOUNT

\$13,526,431.51

2019/2020 Road Salt Quantities by State Agency

Treated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | Deliver To Zip Code | Contact Phone Number | Other Delivery Notes |
|---------------------------------|-----------------------------------------|--------------------|---------------------------|-----------------|---------------------|--------------------|------------------------------|-----------------|------------------|---------------------|-----------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| Crawfordsville - 10 | DOC-Indiana Women's Prison | Other State Agency | 40 | TON | Treated | Delivered | 2596 Girls School Rd | Indianapolis | IN | 46214 | 317-244-3387 | Contact is Mike Callahan |
| | DOC-Putnamville Correctional Facility | Other State Agency | 75 | TON | Treated | Delivered | 1946 W US Hwy 40 | Greencastle | IN | 46135 | 765-653-8441, Ext 214 | Contact is Dennis Taylor. Please call ahead prior to delivery so staff may meet the delivery truck. |
| | DOC-Rockville Correctional Facility | Other State Agency | 40 | TON | Treated | Delivered | 811 W 50 N | Rockville | IN | 47872 | 765-569-3178, ext 342 | Contact is Richard Buehler, PPD / Can also be reached via email at or Rbuehler@idoc.in.gov |
| TOTAL TONS | | | 155 | | | | | | | | | |
| Greenfield - 30 | Richmond State Hospital | Other State Agency | 75 | TON | Treated | Delivered | 498 N.W. 18th St, | Richmond | IN | 47374 | 765-935-9260 | Contact is Karen Smallwood. Upon arrival to location's campus for salt delivery, please call for detail on where salt should be taken. |
| | IDOA Facilities | Other State Agency | 160 | TON | Treated | Delivered | 601 West McCarty St. | Indianapolis | IN | 46225 | 317-605-3936 | |
| | Indiana State Fair Commission | Other State Agency | 80 | TON | Treated | Delivered | 1202 E. 38th St. | Indianapolis | IN | 46205 | 317-459-2708 | Jimmy Stucky is contact - please call him for directions onto the grounds during delivery. |
| TOTAL TONS | | | 315 | | | | | | | | | |
| Seymour - 50 | Camp Atterbury | Other State Agency | 200 | TON | Treated | Delivered + Loaded | Camp Atterbury, Building 232 | Edinburgh | IN | 46124 | 812-526-1104 | Contact is Dave Stropo - Email address is david.jstropo.nfg@mail.mil |
| TOTAL TONS | | | 200 | | | | | | | | | |
| Vincennes - 60 | DOC-Wabash Valley Correctional Facility | Other State Agency | 25 | TON | Treated | Delivered | 6908 S Old US Hwy 41 | Carlisle | IN | 47838 | 812-398-5050 | Contact is Greg Eaton |
| TOTAL TONS | | | 25 | | | | | | | | | |
| TOTAL OSAs' TREATED TONS | | | 695 | | | | | | | | | |

Untreated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | Entity Phone Number | Other Delivery Notes | |
|-----------------------------------|-------------------------------------------|--------------------|---------------------------|-----------------|---------------------|-----------------|----------------------------|-----------------|------------------|---------------------|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Crawfordsville - 10 | Plainfield Complex | Other State Agency | 100 | TON | Untreated | Delivered | 501 W. Main St. | Plainfield | IN | 46168 | 317-839-7751 | Contact is Alan Wehrman |
| TOTAL | | | 100 | | | | | | | | | |
| Greenfield - 30 | DOC-Correctional Industrial Facility / IR | Other State Agency | 80 | TON | Untreated | Delivered | 4490 West Reformatory Road | Pendleton | IN | 46064 | 317-965-0596 | Brad Weesner is the contact. |
| TOTAL | | | 80 | | | | | | | | | |
| LaPorte - 40 | DOC-Indiana State Prison | Other State Agency | 50 | TON | Untreated | Delivered | 1 Park Row | Michigan City | IN | 46360 | 219-874-7256 x3516 219-874-7256 x1200 | Contacts are: 1st - Art Kaufman, 219.874.7256 x3516 2nd - Don Parkes 219.874.7256 x1200 Entrance to facility for deliveries is on the North side. Delivery times are Monday – Friday from 7 am to 1 pm |
| | DOC-Westville Correctional Facility | Other State Agency | 100 | TON | Untreated | Delivered | 5501 S. 1100 W | Westville | IN | 46391 | 219-608-0822 | Leon Stuller or Cory Simic |
| TOTAL TONS | | | 150 | | | | | | | | | |
| Seymour - 50 | DOC-Madison Correctional Facility | Other State Agency | 50 | TON | Untreated | Delivered | 800 MSH Bus Stop Dr. | Madison | IN | 47250 | 812-265-6154 | Contact is Jeff Meece |
| | Madison State Hospital | Other State Agency | 50 | TON | Untreated | Delivered | 711 Green Rd. | Madison | IN | 47250 | 812-265-7747 812-265-7448 | Patty Chandler-Phagan: 812-265-7448 |
| TOTAL TONS | | | 100 | | | | | | | | | |
| Vincennes - 60 | Branchville Correctional Facility | Other State Agency | 0 | TON | N/A | N/A | 21390 Old State Rd. 37 | Branchville | IN | 47514 | 812-843-4201 | Contact is Rob Howerton |
| TOTAL OSAs' UNTREATED TONS | | | 430 | | | | | | | | | |

2019/2020 Local Governmental Entity Tonnage By INDOT District

Treated Salt

| INDOT District | Customer Name | Requested Quantity (100%) | Unit Of Measure | Salt Description | County | Total Tons By District |
|-------------------------------------------|-----------------------------------------------|---------------------------|-----------------|------------------|------------|------------------------|
| Crawfordsville - 10 | Boone County - OneIndiana | 1500 | TON | Treated Salt | Boone | 17,370 |
| | City of Covington - OneIndiana | 25 | TON | Treated Salt | Fountain | |
| | City of Greencastle Public Works - OneIndiana | 700 | TON | Treated Salt | Putnam | |
| | City of Lebanon - OneIndiana | 600 | TON | Treated Salt | Boone | |
| | City of Terre Haute Street - OneIndiana | 1000 | TON | Treated Salt | Vigo | |
| | Clay County - OneIndiana | 150 | TON | Treated Salt | Clay | |
| | Clinton County Government - OneIndiana | 1000 | TON | Treated Salt | Clinton | |
| | Fountain Co. Highway - OneIndiana | 275 | TON | Treated Salt | Fountain | |
| | Hendricks County - OneIndiana | 2800 | TON | Treated Salt | Hendricks | |
| | Indiana State University - K12Indiana | 100 | TON | Treated Salt | Vigo | |
| | Lebanon Comm School Corp - K12Indiana | 130 | TON | Treated Salt | Boone | |
| | Montgomery County Highway Dept - OneIndiana | 1500 | TON | Treated Salt | Montgomery | |
| | MSD of Wayne Township - K12Indiana | 150 | TON | Treated Salt | Fountain | |
| | Town of Avon - OneIndiana | 1600 | TON | Treated Salt | Hendricks | |
| | Town of Cloverdale - OneIndiana | 100 | TON | Treated Salt | Putnam | |
| | Town of Danville - OneIndiana | 800 | TON | Treated Salt | Hendricks | |
| | Town of Fairview Park - OneIndiana | 25 | TON | Treated Salt | Vermillion | |
| | Town of Mooresville - OneIndiana | 500 | TON | Treated Salt | Morgan | |
| | Town of Otterbein - OneIndiana | 80 | TON | Treated Salt | Benton | |
| | Town of Oxford - OneIndiana | 40 | TON | Treated Salt | Benton | |
| | Town of Plainfield - OneIndiana | 2200 | TON | Treated Salt | Hendricks | |
| | Town of Speedway - OneIndiana | 400 | TON | Treated Salt | Lake | |
| | Town of Veedersburg - OneIndiana | 40 | TON | Treated Salt | Fountain | |
| | Town of Whitestown - OneIndiana | 1000 | TON | Treated Salt | Boone | |
| | Town of Williamsport - OneIndiana | 60 | TON | Treated Salt | Warren | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| West Lebanon Utilities | 20 | TON | Treated Salt | Warren | | |
| Zionsville Community Schools - K12Indiana | 275 | TON | Treated Salt | Boone | | |
| Fort Wayne - 20 | City of Angola - OneIndiana | 200 | TON | Treated Salt | Steuben | |
| | City of Bluffton - OneIndiana | 500 | TON | Treated Salt | Wells | |
| | City of Butler - OneIndiana | 80 | TON | Treated Salt | DeKalb | |
| | City of Ligonier - OneIndiana | 300 | TON | Treated Salt | Noble | |
| | City of Montpelier - OneIndiana | 75 | TON | Treated Salt | Blackford | |
| | Town of Andrews - OneIndiana | 20 | TON | Treated Salt | Huntington | |
| | Town of Cromwell | 20 | TON | Treated Salt | Noble | |
| | Town of Hamilton | 140 | TON | Treated Salt | Steuben | |
| | Town of North Manchester - OneIndiana | 180 | TON | Treated Salt | Wabash | |
| | Town of North Webster - OneIndiana | 150 | TON | Treated Salt | Kosciusko | |
| | Town of Ossian - OneIndiana | 100 | TON | Treated Salt | Wells | |
| | Town of Topeka - OneIndiana | 125 | TON | Treated Salt | LaGrange | |

| | | | | | | |
|-----------------------------------|-------------------------------------------------------------|------|--------------|--------------|------------|-------|
| | Town of Winona Lake - OneIndiana | 350 | TON | Treated Salt | Kosciusko | |
| | Wells County Highway - OneIndiana | 400 | TON | Treated Salt | Wells | 2,640 |
| Greenfield - 30 | City of Alexandria - OneIndiana | 200 | TON | Treated Salt | Madison | |
| | City of Anderson Street - OneIndiana | 3000 | TON | Treated Salt | Madison | |
| | City of Beech Grove - OneIndiana | 900 | TON | Treated Salt | Marion | |
| | City of Elwood - OneIndiana | 80 | TON | Treated Salt | Madison | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 5000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Lawrence - OneIndiana | 1000 | TON | Treated Salt | Marion | |
| | City of New Castle - OneIndiana | 600 | TON | Treated Salt | Henry | |
| | City of Richmond - OneIndiana | 1200 | TON | Treated Salt | Wayne | |
| | City of Shelbyville Street - OneIndiana | 500 | TON | Treated Salt | Shelby | |
| | Franklin Township Community School Corporation - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | Hancock County Highway - OneIndiana | 2100 | TON | Treated Salt | Hancock | |
| | Henry County Highway - OneIndiana | 1000 | TON | Treated Salt | Henry | |
| | IUPUI - OneIndiana | 650 | TON | Treated Salt | Marion | |
| | MSD Lawrence Township - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | MSD of Decatur Township - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | MSD of Warren Township - OneIndiana | 150 | TON | Treated Salt | Marion | |
| | MSD of Wayne Township - K12Indiana | 150 | TON | Treated Salt | Marion | |
| | MSD Washington Township - OneIndiana | 400 | TON | Treated Salt | Marion | |
| | Shelby County Government - OneIndiana | 600 | TON | Treated Salt | Shelby | |
| | Town of Cambridge City - OneIndiana | 60 | TON | Treated Salt | Wayne | |
| | Town of Chesterfield - OneIndiana | 80 | TON | Treated Salt | Madison | |
| | Town of Clermont - OneIndiana | 50 | TON | Treated Salt | Marion | |
| | Town of Eaton - OneIndiana | 120 | TON | Treated Salt | Delaware | |
| | Town of Fortville - OneIndiana | 140 | TON | Treated Salt | Hancock | |
| | Town of Fountain City - OneIndiana | 50 | TON | Treated Salt | Wayne | |
| | Town of Frankton - OneIndiana | 60 | TON | Treated Salt | Madison | |
| | Town of Hagerstown - OneIndiana | 100 | TON | Treated Salt | Wayne | |
| Town of Lapel - OneIndiana | 100 | TON | Treated Salt | Madison | | |
| Town of McCordsville - OneIndiana | 240 | TON | Treated Salt | Hancock | | |
| Town of Pendleton - OneIndiana | 200 | TON | Treated Salt | Madison | | |
| Town of Shirley - OneIndiana | 50 | TON | Treated Salt | Hancock | | |
| Town of Summitville - OneIndiana | 60 | TON | Treated Salt | Madison | | |
| Town of Yorktown - OneIndiana | 700 | TON | Treated Salt | Delaware | 49,840 | |
| | City of East Chicago - OneIndiana | 3000 | TON | Treated Salt | Lake | |
| | City of Gary - OneIndiana | 5000 | TON | Treated Salt | Lake | |
| | City of Hammond - OneIndiana | 6700 | TON | Treated Salt | Lake | |
| | City of Lake Station - OneIndiana | 800 | TON | Treated Salt | Lake | |
| | City of Mishawaka - OneIndiana | 2500 | TON | Treated Salt | St. Joseph | |
| | City of Monticello - OneIndiana | 320 | TON | Treated Salt | White | |
| | City of Rensselaer - OneIndiana | 160 | TON | Treated Salt | Jasper | |

| | | | | | |
|--------------------------------------------|------------------------------------------------------------------|------|--------------|--------------|------------|
| La Porte - 40 | City of Rochester - OneIndiana | 100 | TON | Treated Salt | Fulton |
| | City of Whiting - OneIndiana | 550 | TON | Treated Salt | Lake |
| | Indiana University Northwest | 100 | TON | Treated Salt | Lake |
| | Merrillville Community Schools - K12Indiana | 250 | TON | Treated Salt | Lake |
| | New Prairie United School Corp - K12Indiana | 150 | TON | Treated Salt | La Porte |
| | Newton County - OneIndiana | 1400 | TON | Treated Salt | Newton |
| | Purdue University Northwest | 160 | TON | Treated Salt | Lake |
| | Starke County Highway Department - OneIndiana | 250 | TON | Treated Salt | Starke |
| | Town of Camden - OneIndiana | 30 | TON | Treated Salt | Carroll |
| | Town of Cedar Lake Public Works - OneIndiana | 1000 | TON | Treated Salt | Lake |
| | Town of Dyer - OneIndiana | 1250 | TON | Treated Salt | Lake |
| | Town of Kingsford Heights - OneIndiana | 60 | TON | Treated Salt | LaPorte |
| | Town of Kouts - OneIndiana | 75 | TON | Treated Salt | Porter |
| | Town Of Long Beach - OneIndiana | 600 | TON | Treated Salt | La Porte |
| | Town of Munster - OneIndiana | 3000 | TON | Treated Salt | Lake |
| | Town of Ogden Dunes - OneIndiana | 300 | TON | Treated Salt | Porter |
| | Town of St John - OneIndiana | 2400 | TON | Treated Salt | Lake |
| | Town of Trail Creek - OneIndiana | 100 | TON | Treated Salt | LaPorte |
| | Town of Westville - OneIndiana | 80 | TON | Treated Salt | LaPorte |
| | Town of Winamac - OneIndiana | 100 | TON | Treated Salt | Pulaski |
| Town of Winfield - OneIndiana | 800 | TON | Treated Salt | Lake | |
| Twin Lakes School Corporation - K12Indiana | 75 | TON | Treated Salt | White | |
| White County Highway - OneIndiana | 1000 | TON | Treated Salt | White | |
| Seymour - 50 | Brown County Government - OneIndiana | 2000 | TON | Treated Salt | Brown |
| | City of Batesville - OneIndiana | 450 | TON | Treated Salt | Ripley |
| | City of Charlestown - OneIndiana | 250 | TON | Treated Salt | Clark |
| | City of Franklin - OneIndiana | 500 | TON | Treated Salt | Johnson |
| | City of Greendale - OneIndiana | 500 | TON | Treated Salt | Dearborn |
| | City of Greensburg - OneIndiana | 450 | TON | Treated Salt | Decatur |
| | City of Lawrenceburg - OneIndiana | 500 | TON | Treated Salt | Dearborn |
| | City of New Albany - OneIndiana | 1200 | TON | Treated Salt | Floyd |
| | City of Rising Sun - OneIndiana | 100 | TON | Treated Salt | Ohio |
| | City of Salem - OneIndiana | 175 | TON | Treated Salt | Washington |
| | Clark County Highway Dept | 2500 | TON | Treated Salt | Clark |
| | Cordry-Sweetwater Conservancy District | 50 | TON | Treated Salt | Brown |
| | Dearborn County Dept. of Transportation - OneIndiana | 5000 | TON | Treated Salt | Dearborn |
| | Decatur County Highway - OneIndiana | 100 | TON | Treated Salt | Decatur |
| | Floyd County Road - OneIndiana | 2500 | TON | Treated Salt | Floyd |
| | Franklin County Highway - OneIndiana | 1600 | TON | Treated Salt | Franklin |
| | Harrison County Highway - OneIndiana | 2000 | TON | Treated Salt | Harrison |
| | Jennings County Highway - OneIndiana | 800 | TON | Treated Salt | Jennings |
| | Johnson County Highway - OneIndiana | 400 | TON | Treated Salt | Johnson |
| | New Albany-Floyd County Consolidated School Corporation - K12Ind | 80 | TON | Treated Salt | Floyd |
| Ohio County Highway - OneIndiana | 250 | TON | Treated Salt | Dearborn | |
| Town of Bargersville - OneIndiana | 300 | TON | Treated Salt | Johnson | |
| Town of Brooklyn - OneIndiana | 50 | TON | Treated Salt | Morgan | |
| Town of Brookville - OneIndiana | 80 | TON | Treated Salt | Franklin | |
| Town of Clarksville Street - OneIndiana | 600 | TON | Treated Salt | Clark | |

32,310

| | | | | | | |
|----------------|--------------------------------------------------------|-----|-----|--------------|-------------|--------|
| | Town of Georgetown - OneIndiana | 150 | TON | Treated Salt | Floyd | |
| | Town of Hope Utilities - OneIndiana | 40 | TON | Treated Salt | Bartholomew | |
| | Town of Morgantown - OneIndiana | 40 | TON | Treated Salt | Morgan | |
| | Town of New Whiteland - OneIndiana | 150 | TON | Treated Salt | Johnson | |
| | Town of Princes Lakes - OneIndiana | 80 | TON | Treated Salt | Johnson | |
| | Town of Sellersburg - OneIndiana | 200 | TON | Treated Salt | Clark | |
| | Town of Trafalgar - OneIndiana | 60 | TON | Treated Salt | Johnson | |
| | Town of Whiteland - OneIndiana | 400 | TON | Treated Salt | Johnson | |
| | Washington County - OneIndiana | 300 | TON | Treated Salt | Washington | 23,855 |
| Vincennes - 60 | City of Bedford - OneIndiana | 800 | TON | Treated Salt | Lawrence | |
| | City of Princeton - OneIndiana | 200 | TON | Treated Salt | Gibson | |
| | City of Washington - OneIndiana | 300 | TON | Treated Salt | Daviess | |
| | Evansville Vanderburgh School Corporation - OneIndiana | 230 | TON | Treated Salt | Vanderburgh | |
| | Martin County - OneIndiana | 100 | TON | Treated Salt | Martin | |
| | Town of English - OneIndiana | 40 | TON | Treated Salt | Crawford | |
| | Town of Ferdinand - OneIndiana | 40 | TON | Treated Salt | Dubois | |
| | Town of Orleans - OneIndiana | 50 | TON | Treated Salt | Orange | |
| | Town of Paoli - OneIndiana | 150 | TON | Treated Salt | Orange | 1910 |

| |
|---------------------------------------|
| TOTAL LOCALS' TREATED TONS |
| 127,925 |

Untreated Salt

| INDOT District | Customer Name | Requested Quantity (100%) | Unit Of Measure | Salt Description | County | Total Tons By District |
|---------------------|--------------------------------------------|---------------------------|-----------------|------------------|------------|------------------------|
| Crawfordsville - 10 | Avon Community School - K12Indiana | 140 | TON | Untreated Salt | Hendricks | |
| | Boone County - OneIndiana | 100 | TON | Untreated Salt | Boone | |
| | City of Attica - OneIndiana | 75 | TON | Untreated Salt | Fountain | |
| | City of Crawfordsville Street - OneIndiana | 700 | TON | Untreated Salt | Montgomery | |
| | City of Frankfort - OneIndiana | 200 | TON | Untreated Salt | Clinton | |
| | City of Lafayette - OneIndiana | 150 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 200 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 2000 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 2500 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 6000 | TON | Untreated Salt | Tippecanoe | |
| | Hendricks County - OneIndiana | 1800 | TON | Untreated Salt | Hendricks | |
| | Putnam County - OneIndiana | 1000 | TON | Untreated Salt | Putnam | |
| | Town of Brownsburg - OneIndiana | 2000 | TON | Untreated Salt | Hendricks | |
| | Town of Zionsville - OneIndiana | 1500 | TON | Untreated Salt | Boone | |
| | Vigo County Highway - OneIndiana | 1250 | TON | Untreated Salt | Vigo | |
| | Vigo County Highway - OneIndiana | 1250 | TON | Untreated Salt | Vigo | |
| | Adams County Highway - OneIndiana | 170 | TON | Untreated Salt | Adams | 20,865 |

| | | | | | |
|-------------------------------------|--------------------------------------------|------|----------------|----------------|---------------|
| Fort Wayne - 20 | City of Angola - OneIndiana | 1200 | TON | Untreated Salt | Steuben |
| | City of Auburn - OneIndiana | 900 | TON | Untreated Salt | DeKalb |
| | City of Columbia City - OneIndiana | 600 | TON | Untreated Salt | Whitley |
| | City of Garrett - OneIndiana | 300 | TON | Untreated Salt | DeKalb |
| | City of Gas City - OneIndiana | 50 | TON | Untreated Salt | Grant |
| | City of Goshen - OneIndiana | 1000 | TON | Untreated Salt | Elkhart |
| | City of Hartford City - OneIndiana | 350 | TON | Untreated Salt | Blackford |
| | City of Huntington - OneIndiana | 700 | TON | Untreated Salt | Huntington |
| | City of Jonesboro - OneIndiana | 60 | TON | Untreated Salt | Grant |
| | City of Kendallville - OneIndiana | 300 | TON | Untreated Salt | Noble |
| | City of Nappanee - OneIndiana | 250 | TON | Untreated Salt | Elkhart |
| | City of Peru - OneIndiana | 400 | TON | Untreated Salt | Miami |
| | City of Wabash Street - OneIndiana | 400 | TON | Untreated Salt | Wabash |
| | City of Warsaw Public Works - OneIndiana | 1800 | TON | Untreated Salt | Kosciusko |
| | DeKalb County Central Schools - K12Indiana | 40 | TON | Untreated Salt | DeKalb |
| | DeKalb County Highway - OneIndiana | 2000 | TON | Untreated Salt | DeKalb |
| | Elkhart County Highway - OneIndiana | 500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 4000 | TON | Untreated Salt | Elkhart |
| | Huntington County Highway - OneIndiana | 1500 | TON | Untreated Salt | Huntington |
| | Kosciusko County - OneIndiana | 3000 | TON | Untreated Salt | Kosciusko |
| | Noble County - OneIndiana | 1600 | TON | Untreated Salt | Noble |
| | Steuben County Highway - OneIndiana | 2000 | TON | Untreated Salt | Steuben |
| | Town of Albion - OneIndiana | 150 | TON | Untreated Salt | Noble |
| | Town of Avilla - OneIndiana | 100 | TON | Untreated Salt | Noble |
| | Town of Fremont - OneIndiana | 100 | TON | Untreated Salt | Steuben |
| | Town of Geneva - OneIndiana | 27 | TON | Untreated Salt | Adams |
| | Town of Lagrange - OneIndiana | 100 | TON | Untreated Salt | LaGrange |
| | Town of Middlebury - OneIndiana | 320 | TON | Untreated Salt | Elkhart |
| Town of Rome City - OneIndiana | 80 | TON | Untreated Salt | Noble | |
| Town of Shpshewana - OneIndiana | 120 | TON | Untreated Salt | LaGrange | |
| Town of South Whitley - OneIndiana | 100 | TON | Untreated Salt | Whitley | |
| Town of St. Joe - OneIndiana | 16 | TON | Untreated Salt | DeKalb | |
| Town of Syracuse - OneIndiana | 175 | TON | Untreated Salt | Kosciusko | |
| Whitley County Highway - OneIndiana | 1200 | TON | Untreated Salt | Whitley | |
| | | | | | 30,108 |
| | Ball State University - OneIndiana | 200 | TON | Untreated Salt | Delaware |
| | City of Dunkirk - OneIndiana | 90 | TON | Untreated Salt | Jay |
| | City of Greenfield Street - OneIndiana | 1200 | TON | Untreated Salt | Hancock |
| | City of Kokomo - OneIndiana | 4000 | TON | Untreated Salt | Howard |
| | City of Muncie - OneIndiana | 4000 | TON | Untreated Salt | Delaware |
| | City of Portland - OneIndiana | 400 | TON | Untreated Salt | Jay |
| | City of Rushville Street - OneIndiana | 160 | TON | Untreated Salt | Rush |
| | City of Shelbyville Street - OneIndiana | 20 | TON | Untreated Salt | Shelby |
| | City of Tipton - OneIndiana | 40 | TON | Untreated Salt | Tipton |
| | City of Union City - OneIndiana | 80 | TON | Untreated Salt | Randolph |
| | Delaware County Highway - OneIndiana | 1500 | TON | Untreated Salt | Delaware |

| | | | | |
|---------------------------------------------|------|-----|----------------|-----------|
| Howard County - OneIndiana | 500 | TON | Untreated Salt | Howard |
| Indianapolis Airport Authority - OneIndiana | 200 | TON | Untreated Salt | Marion |
| Indianapolis Airport Authority - OneIndiana | 2000 | TON | Untreated Salt | Hendricks |
| Jay County Highway - OneIndiana | 520 | TON | Untreated Salt | Jay |
| Madison County - OneIndiana | 700 | TON | Untreated Salt | Madison |
| Randolph County - OneIndiana | 500 | TON | Untreated Salt | Randolph |
| Town of Fairmount - OneIndiana | 30 | TON | Untreated Salt | Grant |
| Wayne County Highway - OneIndiana | 600 | TON | Untreated Salt | Wayne |

16,740

La Porte - 40

| | | | | |
|-----------------------------------------------|------|-----|----------------|------------|
| Carroll County Highway - OneIndiana | 600 | TON | Untreated Salt | Carroll |
| Cass County Highway - OneIndiana | 1400 | TON | Untreated Salt | Cass |
| City of Delphi - OneIndiana | 125 | TON | Untreated Salt | Carroll |
| City of Hobart - OneIndiana | 2800 | TON | Untreated Salt | Lake |
| City of Knox - OneIndiana | 200 | TON | Untreated Salt | Starke |
| City of LaPorte - OneIndiana | 2000 | TON | Untreated Salt | LaPorte |
| City of Logansport - OneIndiana | 600 | TON | Untreated Salt | Cass |
| City of Michigan City - OneIndiana | 5400 | TON | Untreated Salt | La Porte |
| City of Monticello - OneIndiana | 100 | TON | Untreated Salt | White |
| City of Plymouth Street - OneIndiana | 1200 | TON | Untreated Salt | Marshall |
| City of Portage - OneIndiana | 4000 | TON | Untreated Salt | Porter |
| City of South Bend - OneIndiana | 7000 | TON | Untreated Salt | St. Joseph |
| City of Valparaiso - OneIndiana | 4500 | TON | Untreated Salt | Porter |
| Duneland School Corporation - OneIndiana | 150 | TON | Untreated Salt | Porter |
| Fulton County Highway - OneIndiana | 600 | TON | Untreated Salt | Fulton |
| Jasper County Highway - OneIndiana | 800 | TON | Untreated Salt | Jasper |
| Lake Central School Corporation - K12Indiana | 300 | TON | Untreated Salt | Lake |
| Lake County Highway - OneIndiana | 2000 | TON | Untreated Salt | Lake |
| Lake County Highway - OneIndiana | 4000 | TON | Untreated Salt | Lake |
| LaPorte County - OneIndiana | 4000 | TON | Untreated Salt | LaPorte |
| Marshall County Highway - OneIndiana | 2000 | TON | Untreated Salt | Marshall |
| Portage Township Schools - K12Indiana | 200 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 1000 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 1000 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 5000 | TON | Untreated Salt | Porter |
| Pulaski County - OneIndiana | 300 | TON | Untreated Salt | Pulaski |
| St. Joseph County Highway - OneIndiana | 250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1500 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1500 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 2000 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 2250 | TON | Untreated Salt | St. Joseph |
| Starke County Highway Department - OneIndiana | 1500 | TON | Untreated Salt | Starke |
| Town of Bourbon - OneIndiana | 120 | TON | Untreated Salt | Marshall |
| Town of Bremen - OneIndiana | 175 | TON | Untreated Salt | Marshall |
| Town of Chesterton Street - OneIndiana | 1500 | TON | Untreated Salt | Porter |
| Town of Flora - OneIndiana | 80 | TON | Untreated Salt | Carroll |
| Town of Griffith - OneIndiana | 3000 | TON | Untreated Salt | Lake |
| Town of Hebron - OneIndiana | 120 | TON | Untreated Salt | Porter |

| | | | | | | |
|-------------------------------------|----------------------------------------------------|------|----------------|----------------|-------------|--------|
| | Town of Highland - OneIndiana | 2500 | TON | Untreated Salt | Lake | 77,890 |
| | Town of Lowell - OneIndiana | 800 | TON | Untreated Salt | Lake | |
| | Town of Merrillville - OneIndiana | 2800 | TON | Untreated Salt | Lake | |
| | Town of New Carlisle - OneIndiana | 200 | TON | Untreated Salt | St. Joseph | |
| | Town of North Judson - OneIndiana | 120 | TON | Untreated Salt | Starke | |
| | Town Of Porter - OneIndiana | 1200 | TON | Untreated Salt | Porter | |
| | Town of Schererville - OneIndiana | 100 | TON | Untreated Salt | Lake | |
| | Town of Schererville - OneIndiana | 1900 | TON | Untreated Salt | Lake | |
| | Town of Walkerton Water - OneIndiana | 125 | TON | Untreated Salt | St. Joseph | |
| | Town of Walkerton Water - OneIndiana | 125 | TON | Untreated Salt | St. Joseph | |
| | Tri-Creek School Corporation - K12Indiana | 200 | TON | Untreated Salt | Lake | |
| | Valparaiso Community Schools | 50 | TON | Untreated Salt | Porter | |
| | White County Highway - OneIndiana | 1000 | TON | Untreated Salt | White | |
| Seymour - 50 | Bartholomew County Highway - OneIndiana | 4000 | TON | Untreated Salt | Bartholomew | 16,835 |
| | Center Grove Comm School Corp - K12Indiana | 150 | TON | Untreated Salt | Johnson | |
| | City of Madison - OneIndiana | 400 | TON | Untreated Salt | Jefferson | |
| | City of Seymour - OneIndiana | 400 | TON | Untreated Salt | Jackson | |
| | Cordy-Sweetwater Conservancy District | 200 | TON | Untreated Salt | Johnson | |
| | Floyd County Road - OneIndiana | 1500 | TON | Untreated Salt | Floyd | |
| | Harrison County Highway - OneIndiana | 1000 | TON | Untreated Salt | Harrison | |
| | Jackson County Highway - OneIndiana | 1000 | TON | Untreated Salt | Jackson | |
| | Jefferson County Highway - OneIndiana | 120 | TON | Untreated Salt | Jefferson | |
| | Johnson County Highway Department - OneIndiana | 2900 | TON | Untreated Salt | Johnson | |
| | Lawrenceburg Community School Corp - OneIndiana | 20 | TON | Untreated Salt | Dearborn | |
| | Monroe County Highway - OneIndiana | 2000 | TON | Untreated Salt | Monroe | |
| | Morgan County Highway - OneIndiana | 1600 | TON | Untreated Salt | Morgan | |
| | Ripley County - OneIndiana | 950 | TON | Untreated Salt | Ripley | |
| | Town of Edinburgh - OneIndiana | 300 | TON | Untreated Salt | Johnson | |
| | Town of Hanover - OneIndiana | 80 | TON | Untreated Salt | Jefferson | |
| | Town of Milltown - OneIndiana | 75 | TON | Untreated Salt | Crawford | |
| | Town of Nashville - OneIndiana | 40 | TON | Untreated Salt | Brown | |
| Town of New Whiteland - OneIndiana | 100 | TON | Untreated Salt | Johnson | | |
| Vincennes - 60 | City of Evansville-Vanderburgh County - OneIndiana | 3500 | TON | Untreated Salt | Vanderburgh | 9,180 |
| | City of Huntingburg Street - OneIndiana | 120 | TON | Untreated Salt | Dubois | |
| | City of Jasper - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Jasper Street - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Vincennes - OneIndiana | 500 | TON | Untreated Salt | Knox | |
| | Daviess County Highway - OneIndiana | 50 | TON | Untreated Salt | Daviess | |
| | Daviess County Highway - OneIndiana | 150 | TON | Untreated Salt | Daviess | |
| | Dubois County - OneIndiana | 350 | TON | Untreated Salt | Dubois | |
| | Perry County Highway - OneIndiana | 300 | TON | Untreated Salt | Perry | |
| | Town of Bloomfield - OneIndiana | 40 | TON | Untreated Salt | Greene | |
| | Town of Darmstadt - OneIndiana | 50 | TON | Untreated Salt | Vanderburgh | |
| | Town of Ferdinand - OneIndiana | 20 | TON | Untreated Salt | Dubois | |
| | University of Southern Indiana - OneIndiana | 200 | TON | Untreated Salt | Vanderburgh | |
| | Vanderburgh County Highway - OneIndiana | 2000 | TON | Untreated Salt | Vanderburgh | |
| Warrick County Highway - OneIndiana | 1100 | TON | Untreated Salt | Warrick | | |

| |
|-----------------------------------------|
| TOTAL LOCALS' UNTREATED TONS |
|-----------------------------------------|

| |
|----------------|
| 171,618 |
|----------------|

| Year | Month | Day | Time | Location | Activity | Participant | Duration | Notes |
|------|-------|-----|-------|----------|----------|-------------------|----------|------------------------|
| 2023 | Jan | 01 | 08:00 | Room 101 | Meeting | John Doe | 1h | Initial meeting |
| 2023 | Jan | 02 | 09:00 | Room 102 | Workshop | Jane Smith | 2h | Product workshop |
| 2023 | Jan | 03 | 10:00 | Room 103 | Training | Mike Johnson | 1.5h | Software training |
| 2023 | Jan | 04 | 11:00 | Room 104 | Review | Sarah Lee | 30m | Project review |
| 2023 | Jan | 05 | 12:00 | Room 105 | Workshop | David Kim | 2h | Design workshop |
| 2023 | Jan | 06 | 13:00 | Room 106 | Meeting | Emily White | 1h | Client meeting |
| 2023 | Jan | 07 | 14:00 | Room 107 | Workshop | Chris Brown | 2h | Marketing workshop |
| 2023 | Jan | 08 | 15:00 | Room 108 | Training | Alex Green | 1.5h | Customer training |
| 2023 | Jan | 09 | 16:00 | Room 109 | Review | Mia Black | 30m | Weekly review |
| 2023 | Jan | 10 | 17:00 | Room 110 | Workshop | Noah Grey | 2h | UX workshop |
| 2023 | Jan | 11 | 18:00 | Room 111 | Meeting | Olivia Blue | 1h | Team meeting |
| 2023 | Jan | 12 | 19:00 | Room 112 | Workshop | Liam Purple | 2h | Strategy workshop |
| 2023 | Jan | 13 | 20:00 | Room 113 | Training | Ava Yellow | 1.5h | Leadership training |
| 2023 | Jan | 14 | 21:00 | Room 114 | Review | Ethan Red | 30m | Quarterly review |
| 2023 | Jan | 15 | 22:00 | Room 115 | Workshop | Sophia Orange | 2h | Process workshop |
| 2023 | Jan | 16 | 23:00 | Room 116 | Meeting | Lucas Silver | 1h | Stakeholder meeting |
| 2023 | Jan | 17 | 00:00 | Room 117 | Workshop | Zoe Gold | 2h | Brainstorming workshop |
| 2023 | Jan | 18 | 01:00 | Room 118 | Training | Ben Bronze | 1.5h | Technical training |
| 2023 | Jan | 19 | 02:00 | Room 119 | Review | Chloe Iron | 30m | Project review |
| 2023 | Jan | 20 | 03:00 | Room 120 | Workshop | Harry Steel | 2h | Design workshop |
| 2023 | Jan | 21 | 04:00 | Room 121 | Meeting | Ivy Tin | 1h | Client meeting |
| 2023 | Jan | 22 | 05:00 | Room 122 | Workshop | Jack Lead | 2h | Marketing workshop |
| 2023 | Jan | 23 | 06:00 | Room 123 | Training | Karen Zinc | 1.5h | Customer training |
| 2023 | Jan | 24 | 07:00 | Room 124 | Review | Leo Nickel | 30m | Weekly review |
| 2023 | Jan | 25 | 08:00 | Room 125 | Workshop | Nora Copper | 2h | UX workshop |
| 2023 | Jan | 26 | 09:00 | Room 126 | Meeting | Oliver Aluminum | 1h | Team meeting |
| 2023 | Jan | 27 | 10:00 | Room 127 | Workshop | Peter Magnesium | 2h | Strategy workshop |
| 2023 | Jan | 28 | 11:00 | Room 128 | Training | Quinn Silicon | 1.5h | Leadership training |
| 2023 | Jan | 29 | 12:00 | Room 129 | Review | Ryan Phosphorus | 30m | Quarterly review |
| 2023 | Jan | 30 | 13:00 | Room 130 | Workshop | Sarah Sulfur | 2h | Process workshop |
| 2023 | Jan | 31 | 14:00 | Room 131 | Meeting | Tom Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 01 | 15:00 | Room 132 | Workshop | Uma Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 02 | 16:00 | Room 133 | Training | Victor Bismuth | 1.5h | Technical training |
| 2023 | Jan | 03 | 17:00 | Room 134 | Review | Wendy Manganese | 30m | Project review |
| 2023 | Jan | 04 | 18:00 | Room 135 | Workshop | Xavier Cadmium | 2h | Design workshop |
| 2023 | Jan | 05 | 19:00 | Room 136 | Meeting | Yara Mercury | 1h | Client meeting |
| 2023 | Jan | 06 | 20:00 | Room 137 | Workshop | Zane Silver | 2h | Marketing workshop |
| 2023 | Jan | 07 | 21:00 | Room 138 | Training | Alice Gold | 1.5h | Customer training |
| 2023 | Jan | 08 | 22:00 | Room 139 | Review | Bob Iron | 30m | Weekly review |
| 2023 | Jan | 09 | 23:00 | Room 140 | Workshop | Charlie Steel | 2h | UX workshop |
| 2023 | Jan | 10 | 00:00 | Room 141 | Meeting | Diana Tin | 1h | Team meeting |
| 2023 | Jan | 11 | 01:00 | Room 142 | Workshop | Ethan Lead | 2h | Strategy workshop |
| 2023 | Jan | 12 | 02:00 | Room 143 | Training | Fiona Zinc | 1.5h | Leadership training |
| 2023 | Jan | 13 | 03:00 | Room 144 | Review | George Nickel | 30m | Quarterly review |
| 2023 | Jan | 14 | 04:00 | Room 145 | Workshop | Helen Sulfur | 2h | Process workshop |
| 2023 | Jan | 15 | 05:00 | Room 146 | Meeting | Ian Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 16 | 06:00 | Room 147 | Workshop | Jane Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 17 | 07:00 | Room 148 | Training | Karl Bismuth | 1.5h | Technical training |
| 2023 | Jan | 18 | 08:00 | Room 149 | Review | Laura Manganese | 30m | Project review |
| 2023 | Jan | 19 | 09:00 | Room 150 | Workshop | Mark Cadmium | 2h | Design workshop |
| 2023 | Jan | 20 | 10:00 | Room 151 | Meeting | Nancy Mercury | 1h | Client meeting |
| 2023 | Jan | 21 | 11:00 | Room 152 | Workshop | Oscar Silver | 2h | Marketing workshop |
| 2023 | Jan | 22 | 12:00 | Room 153 | Training | Peter Gold | 1.5h | Customer training |
| 2023 | Jan | 23 | 13:00 | Room 154 | Review | Quinn Iron | 30m | Weekly review |
| 2023 | Jan | 24 | 14:00 | Room 155 | Workshop | Ryan Steel | 2h | UX workshop |
| 2023 | Jan | 25 | 15:00 | Room 156 | Meeting | Sarah Tin | 1h | Team meeting |
| 2023 | Jan | 26 | 16:00 | Room 157 | Workshop | Tom Lead | 2h | Strategy workshop |
| 2023 | Jan | 27 | 17:00 | Room 158 | Training | Uma Zinc | 1.5h | Leadership training |
| 2023 | Jan | 28 | 18:00 | Room 159 | Review | Victor Nickel | 30m | Quarterly review |
| 2023 | Jan | 29 | 19:00 | Room 160 | Workshop | Wendy Sulfur | 2h | Process workshop |
| 2023 | Jan | 30 | 20:00 | Room 161 | Meeting | Xavier Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 31 | 21:00 | Room 162 | Workshop | Yara Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 01 | 22:00 | Room 163 | Training | Zane Bismuth | 1.5h | Technical training |
| 2023 | Jan | 02 | 23:00 | Room 164 | Review | Alice Manganese | 30m | Project review |
| 2023 | Jan | 03 | 00:00 | Room 165 | Workshop | Bob Cadmium | 2h | Design workshop |
| 2023 | Jan | 04 | 01:00 | Room 166 | Meeting | Charlie Mercury | 1h | Client meeting |
| 2023 | Jan | 05 | 02:00 | Room 167 | Workshop | Diana Silver | 2h | Marketing workshop |
| 2023 | Jan | 06 | 03:00 | Room 168 | Training | Ethan Gold | 1.5h | Customer training |
| 2023 | Jan | 07 | 04:00 | Room 169 | Review | Fiona Iron | 30m | Weekly review |
| 2023 | Jan | 08 | 05:00 | Room 170 | Workshop | George Steel | 2h | UX workshop |
| 2023 | Jan | 09 | 06:00 | Room 171 | Meeting | Helen Tin | 1h | Team meeting |
| 2023 | Jan | 10 | 07:00 | Room 172 | Workshop | Ian Lead | 2h | Strategy workshop |
| 2023 | Jan | 11 | 08:00 | Room 173 | Training | Jane Zinc | 1.5h | Leadership training |
| 2023 | Jan | 12 | 09:00 | Room 174 | Review | Karl Nickel | 30m | Quarterly review |
| 2023 | Jan | 13 | 10:00 | Room 175 | Workshop | Laura Sulfur | 2h | Process workshop |
| 2023 | Jan | 14 | 11:00 | Room 176 | Meeting | Mark Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 15 | 12:00 | Room 177 | Workshop | Nancy Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 16 | 13:00 | Room 178 | Training | Oscar Bismuth | 1.5h | Technical training |
| 2023 | Jan | 17 | 14:00 | Room 179 | Review | Peter Manganese | 30m | Project review |
| 2023 | Jan | 18 | 15:00 | Room 180 | Workshop | Quinn Cadmium | 2h | Design workshop |
| 2023 | Jan | 19 | 16:00 | Room 181 | Meeting | Ryan Mercury | 1h | Client meeting |
| 2023 | Jan | 20 | 17:00 | Room 182 | Workshop | Sarah Silver | 2h | Marketing workshop |
| 2023 | Jan | 21 | 18:00 | Room 183 | Training | Tom Gold | 1.5h | Customer training |
| 2023 | Jan | 22 | 19:00 | Room 184 | Review | Uma Iron | 30m | Weekly review |
| 2023 | Jan | 23 | 20:00 | Room 185 | Workshop | Victor Steel | 2h | UX workshop |
| 2023 | Jan | 24 | 21:00 | Room 186 | Meeting | Wendy Tin | 1h | Team meeting |
| 2023 | Jan | 25 | 22:00 | Room 187 | Workshop | Xavier Lead | 2h | Strategy workshop |
| 2023 | Jan | 26 | 23:00 | Room 188 | Training | Yara Zinc | 1.5h | Leadership training |
| 2023 | Jan | 27 | 00:00 | Room 189 | Review | Zane Nickel | 30m | Quarterly review |
| 2023 | Jan | 28 | 01:00 | Room 190 | Workshop | Alice Sulfur | 2h | Process workshop |
| 2023 | Jan | 29 | 02:00 | Room 191 | Meeting | Bob Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 30 | 03:00 | Room 192 | Workshop | Charlie Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 31 | 04:00 | Room 193 | Training | Diana Bismuth | 1.5h | Technical training |
| 2023 | Jan | 01 | 05:00 | Room 194 | Review | Ethan Manganese | 30m | Project review |
| 2023 | Jan | 02 | 06:00 | Room 195 | Workshop | Fiona Cadmium | 2h | Design workshop |
| 2023 | Jan | 03 | 07:00 | Room 196 | Meeting | George Mercury | 1h | Client meeting |
| 2023 | Jan | 04 | 08:00 | Room 197 | Workshop | Helen Silver | 2h | Marketing workshop |
| 2023 | Jan | 05 | 09:00 | Room 198 | Training | Ian Gold | 1.5h | Customer training |
| 2023 | Jan | 06 | 10:00 | Room 199 | Review | Jane Iron | 30m | Weekly review |
| 2023 | Jan | 07 | 11:00 | Room 200 | Workshop | Karl Steel | 2h | UX workshop |
| 2023 | Jan | 08 | 12:00 | Room 201 | Meeting | Laura Tin | 1h | Team meeting |
| 2023 | Jan | 09 | 13:00 | Room 202 | Workshop | Mark Lead | 2h | Strategy workshop |
| 2023 | Jan | 10 | 14:00 | Room 203 | Training | Nancy Zinc | 1.5h | Leadership training |
| 2023 | Jan | 11 | 15:00 | Room 204 | Review | Oscar Nickel | 30m | Quarterly review |
| 2023 | Jan | 12 | 16:00 | Room 205 | Workshop | Peter Sulfur | 2h | Process workshop |
| 2023 | Jan | 13 | 17:00 | Room 206 | Meeting | Quinn Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 14 | 18:00 | Room 207 | Workshop | Ryan Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 15 | 19:00 | Room 208 | Training | Sarah Bismuth | 1.5h | Technical training |
| 2023 | Jan | 16 | 20:00 | Room 209 | Review | Tom Manganese | 30m | Project review |
| 2023 | Jan | 17 | 21:00 | Room 210 | Workshop | Uma Cadmium | 2h | Design workshop |
| 2023 | Jan | 18 | 22:00 | Room 211 | Meeting | Victor Mercury | 1h | Client meeting |
| 2023 | Jan | 19 | 23:00 | Room 212 | Workshop | Wendy Silver | 2h | Marketing workshop |
| 2023 | Jan | 20 | 00:00 | Room 213 | Training | Xavier Gold | 1.5h | Customer training |
| 2023 | Jan | 21 | 01:00 | Room 214 | Review | Yara Iron | 30m | Weekly review |
| 2023 | Jan | 22 | 02:00 | Room 215 | Workshop | Zane Steel | 2h | UX workshop |
| 2023 | Jan | 23 | 03:00 | Room 216 | Meeting | Alice Tin | 1h | Team meeting |
| 2023 | Jan | 24 | 04:00 | Room 217 | Workshop | Bob Lead | 2h | Strategy workshop |
| 2023 | Jan | 25 | 05:00 | Room 218 | Training | Charlie Zinc | 1.5h | Leadership training |
| 2023 | Jan | 26 | 06:00 | Room 219 | Review | Diana Nickel | 30m | Quarterly review |
| 2023 | Jan | 27 | 07:00 | Room 220 | Workshop | Ethan Sulfur | 2h | Process workshop |
| 2023 | Jan | 28 | 08:00 | Room 221 | Meeting | Fiona Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 29 | 09:00 | Room 222 | Workshop | George Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 30 | 10:00 | Room 223 | Training | Helen Bismuth | 1.5h | Technical training |
| 2023 | Jan | 31 | 11:00 | Room 224 | Review | Ian Manganese | 30m | Project review |
| 2023 | Jan | 01 | 12:00 | Room 225 | Workshop | Jane Cadmium | 2h | Design workshop |
| 2023 | Jan | 02 | 13:00 | Room 226 | Meeting | Karl Mercury | 1h | Client meeting |
| 2023 | Jan | 03 | 14:00 | Room 227 | Workshop | Laura Silver | 2h | Marketing workshop |
| 2023 | Jan | 04 | 15:00 | Room 228 | Training | Mark Gold | 1.5h | Customer training |
| 2023 | Jan | 05 | 16:00 | Room 229 | Review | Nancy Iron | 30m | Weekly review |
| 2023 | Jan | 06 | 17:00 | Room 230 | Workshop | Oscar Steel | 2h | UX workshop |
| 2023 | Jan | 07 | 18:00 | Room 231 | Meeting | Peter Tin | 1h | Team meeting |
| 2023 | Jan | 08 | 19:00 | Room 232 | Workshop | Quinn Lead | 2h | Strategy workshop |
| 2023 | Jan | 09 | 20:00 | Room 233 | Training | Ryan Zinc | 1.5h | Leadership training |
| 2023 | Jan | 10 | 21:00 | Room 234 | Review | Sarah Nickel | 30m | Quarterly review |
| 2023 | Jan | 11 | 22:00 | Room 235 | Workshop | Tom Sulfur | 2h | Process workshop |
| 2023 | Jan | 12 | 23:00 | Room 236 | Meeting | Uma Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 13 | 00:00 | Room 237 | Workshop | Victor Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 14 | 01:00 | Room 238 | Training | Wendy Bismuth | 1.5h | Technical training |
| 2023 | Jan | 15 | 02:00 | Room 239 | Review | Xavier Manganese | 30m | Project review |
| 2023 | Jan | 16 | 03:00 | Room 240 | Workshop | Yara Cadmium | 2h | Design workshop |
| 2023 | Jan | 17 | 04:00 | Room 241 | Meeting | Zane Mercury | 1h | Client meeting |
| 2023 | Jan | 18 | 05:00 | Room 242 | Workshop | Alice Silver | 2h | Marketing workshop |
| 2023 | Jan | 19 | 06:00 | Room 243 | Training | Bob Gold | 1.5h | Customer training |
| 2023 | Jan | 20 | 07:00 | Room 244 | Review | Charlie Iron | 30m | Weekly review |
| 2023 | Jan | 21 | 08:00 | Room 245 | Workshop | Diana Steel | 2h | UX workshop |
| 2023 | Jan | 22 | 09:00 | Room 246 | Meeting | Ethan Tin | 1h | Team meeting |
| 2023 | Jan | 23 | 10:00 | Room 247 | Workshop | Fiona Lead | 2h | Strategy workshop |
| 2023 | Jan | 24 | 11:00 | Room 248 | Training | George Zinc | 1.5h | Leadership training |
| 2023 | Jan | 25 | 12:00 | Room 249 | Review | Helen Nickel | 30m | Quarterly review |
| 2023 | Jan | 26 | 13:00 | Room 250 | Workshop | Ian Sulfur | 2h | Process workshop |
| 2023 | Jan | 27 | 14:00 | Room 251 | Meeting | Jane Selenium | 1h | Stakeholder meeting |
| 2023 | Jan | 28 | 15:00 | Room 252 | Workshop | Karl Tellurium | 2h | Brainstorming workshop |
| 2023 | Jan | 29 | 16:00 | Room 253 | Training | Laura Bismuth | 1.5h | Technical training |
| 2023 | Jan | 30 | 17:00 | Room 254 | Review | Mark Manganese | 30m | Project review |
| 2023 | Jan | 31 | 18:00 | Room 255 | Workshop | Nancy Cadmium | 2h | Design workshop |
| 2023 | Jan | 01 | 19:00 | Room 256 | Meeting | Oscar Mercury | 1h | Client meeting |
| 2023 | Jan | 02 | 20:00 | Room 257 | Workshop | Peter Silver | 2h | Marketing workshop |
| 2023 | Jan | 03 | 21:00 | Room 258 | Training | Quinn Gold | 1.5h | Customer training |
| 2023 | Jan | 04 | 22:00 | Room 259 | Review | Ryan Iron | 30m | Weekly review |
| 2023 | Jan | 05 | 23:00 | Room 260 | Workshop | Sarah Steel | 2h | UX workshop |
| 2023 | Jan | 06 | 00:00 | Room 261 | Meeting | Tom Tin | 1h | Team meeting |
| 2023 | Jan | 07 | 01:00 | Room 262 | Workshop | Uma Lead | 2h | Strategy workshop |
| 2023 | Jan | 08 | 02:00 | Room 263 | Training | Victor Zinc | 1.5h | Leadership training |
| 2023 | Jan | | | | | | | |

2019/2020 INDOT Sub-District Breakout

| INDOT DISTRICT | INDOT SUB-DISTRICT | ESTIMATED TONS BY SUB-DISTRICT (Untreated Salt) | ESTIMATED TONS BY SUB-DISTRICT (Treated Salt) |
|-----------------------------|--------------------|-------------------------------------------------|-----------------------------------------------|
| Crawfordsville | Crawfordsville | 16,788 | 0 |
| | West Lafayette | 16,285 | 3,000 |
| | Frankfort | 15,798 | 1,500 |
| | Terre Haute | 11,053 | 0 |
| | Cloverdale | 17,734 | 0 |
| Crawfordsville Total | | 77,658 | 4,500 |
| Fort Wayne | Elkhart | 14,000 | 0 |
| | Fort Wayne | 26,000 | 0 |
| | Wabash | 11,200 | 0 |
| | Bluffton | 13,800 | 0 |
| Fort Wayne Total | | 65,000 | 0 |
| Greenfield | Cambridge City | 11,577 | 1,000 |
| | Albany | 7,381 | 3,000 |
| | Indianapolis | 13,954 | 5,000 |
| | Greenfield | 8,515 | 2,000 |
| | Tipton | 9,573 | 1,000 |
| Greenfield Total | | 51,000 | 12,000 |
| LaPorte | Gary | 24,400 | 0 |
| | LaPorte | 20,200 | 0 |
| | Monticello | 9,200 | 0 |
| | Rensselaer | 10,000 | 0 |
| | Plymouth | 15,000 | 0 |
| LaPorte Total | | 78,800 | 0 |
| Seymour | Aurora | 6,363 | 0 |
| | Bloomington | 11,817 | 0 |
| | Columbus | 7,575 | 0 |
| | Falls City | 6,060 | 0 |
| | Madison | 8,080 | 0 |
| | District | 605 | 0 |
| Seymour Total | | 40,500 | 0 |
| Vincennes | Linton | 3,880 | 0 |
| | Evansville | 840 | 0 |
| | Paoli | 4,920 | 0 |
| | Tell City | 5,040 | 0 |
| | Vincennes | 9,320 | 0 |
| Vincennes Total | | 24,000 | 0 |

| Grand Totals | ESTIMATED TONS (Untreated Salt) | ESTIMATED TONS (Treated Salt) |
|---------------------|--------------------------------------------|------------------------------------------|
| | 336,958 | 16,500 |

2019/2020 INDOT STORAGE CAPACITIES & EARLY STORAGE REQUIREMENTS

| <i>CRAWFORDSVILLE DISTRICT</i> | | | | | |
|--------------------------------------|---------------------------|-------------------------------------------------------|---------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Crawfordsville Sub | 1201 C-ville | 3,697 | 2179 | 0 | 0 |
| | 1202 Bloomingdale | 2,376 | 1215 | 0 | 0 |
| | 1203 Newport | 1,699 | 1161 | 0 | 0 |
| | 1204 Veedersburg | 2,478 | 1,983 | 0 | 0 |
| Subtotal | | 10,250 | 6,538 | 0 | 0 |
| West Lafayette Sub | 1300 West Lafayette | 1,060 | 802 | 0 | 3,000 |
| | 1301 Fowler | 2,597 | 2,902 | 0 | 0 |
| | 1302 Carbondale | 2,088 | 695 | 0 | 0 |
| | 1303 Lafayette | 2,955 | 3,186 | 0 | 0 |
| | Pile 1 Remington | 0 | 0 | 0 | 0 |
| Subtotal | | 8,700 | 7,585 | 0 | 3,000 |
| Frankfort Sub | 1401 Frankfort | 3,832 | 3,853 | 0 | 0 |
| | 1402 Lebanon | 2,570 | 2,763 | 0 | 1,500 |
| | 1403 Romney | 1,448 | 1,332 | 0 | 0 |
| Subtotal | | 7,850 | 7,948 | 0 | 1,500 |
| Terre Haute Sub | 1101 T.H. -I-70 | 2,321 | 3,013 | 0 | 0 |
| | 1102 Ashboro | 1,906 | 1,019 | 0 | 0 |
| | 1103 T.H.-Ft. Harrison Rd | 1,778 | 1,016 | 0 | 0 |
| Subtotal | | 6,005 | 5,048 | 0 | 0 |
| Cloverdale Sub | 1501 Cloverdale | 2,795 | 478 | 0 | 0 |
| | 1502 Bainbridge | 2,407 | 4,068 | 0 | 0 |
| | 1503 Lizton | 2,452 | 1,398 | 0 | 0 |
| | 1504 Plainfield | 2,396 | 1,740 | 0 | 0 |
| Subtotal | | 10,050 | 7,684 | 0 | 0 |
| CRAWFORDSVILLE DISTRICT TOTAL | | 42,855 | 34,803 | 0 | 4,500 |

FORT WAYNE DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|----------------------------------|------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Elkhart Sub | 2201 Elkhart | 5,000 | 0 | 0 | 0 |
| | 2202 New Paris | | 0 | 0 | 0 |
| | 2203 Warsaw | 3,000 | 0 | 0 | 0 |
| | 2204 Brimfield | 3,000 | 0 | 0 | 0 |
| | 2205 Shpshewana | 3,000 | 0 | 0 | 0 |
| Subtotal | | 14,000 | 0 | 0 | 0 |
| Fort Wayne Sub | 2301 Fort Wayne | 6,000 | 5,000 | 0 | 0 |
| | 2302 US 27 South | 3,000 | 1,000 | 0 | 0 |
| | 2303 New Haven | 5,000 | 0 | 0 | 0 |
| | 2304 Angola | 3,000 | 0 | 0 | 0 |
| | 2305 Waterloo | 3,000 | 0 | 0 | 0 |
| | 2306 Orland | 0 | 0 | 0 | 0 |
| Subtotal | | 20,000 | 6,000 | 0 | 0 |
| Wabash Sub | 2501 Wabash | 3,000 | 0 | 0 | 0 |
| | 2502 Peru | 3,000 | 1,500 | 0 | 0 |
| | 2504 Laud | 3,000 | 700 | 0 | 0 |
| Subtotal | | 9,000 | 2,200 | 0 | 0 |
| Bluffton Sub | 2601 Bluffton | 3,000 | 0 | 0 | 0 |
| | 2602 Markle | 3,000 | 0 | 0 | 0 |
| | 2603 Monroe | 3,000 | 800 | 0 | 0 |
| | 2604 Gas City | 3,000 | 1,000 | 0 | 0 |
| Subtotal | | 12,000 | 1,800 | 0 | 0 |
| FORT WAYNE DISTRICT TOTAL | | 55,000 | 10,000 | 0 | 0 |

| <i>GREENFIELD DISTRICT</i> | | | | | |
|----------------------------|------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |

| | | | | | |
|----------------------------------|---------------------|---------------|---------------|----------|---------------|
| Cambridge City | 3301 Richmond | 2,210 | 1,425 | 0 | 0 |
| | 3302 Cambridge City | 3,250 | 1,850 | 0 | 1,000 |
| | 3303 New Castle | 1,105 | 725 | 0 | 0 |
| | 3304 Liberty | 572 | 440 | 0 | 0 |
| Subtotal | | 7,137 | 4,440 | 0 | 1,000 |
| Albany Sub | 3600 Albany Sub | 0 | 0 | 0 | 1,000 |
| | 3601 Muncie | 1,000 | 722 | 0 | 0 |
| | 3603 Albany Unit | 372 | 357 | 0 | 0 |
| | 3604 Winchester | 1,750 | 1,520 | 0 | 0 |
| | 3605 Alexandria | 1,450 | 210 | 0 | 2,000 |
| Subtotal | | 4,572 | 2,809 | 0 | 3,000 |
| Indianapolis Sub | 3101 Brookville | 2,050 | 1,560 | 0 | 1,500 |
| | 3102 Tibbs | 0 | 0 | 0 | 0 |
| | 3103 71st St. | 1,950 | 1,261 | 0 | 0 |
| | 3104 65th St. | 1,950 | 1,476 | 0 | 3,500 |
| | 3105 Madison/Mor | 1,950 | 1,757 | 0 | 0 |
| Subtotal | | 7,900 | 6,054 | 0 | 5,000 |
| Greenfield Sub | 3201 Greenfield | 1,250 | 1,020 | 0 | 1,000 |
| | 3202 Anderson | 1,760 | 1,811 | 0 | 1,000 |
| | 3203 Rushville | 875 | 688 | 0 | 0 |
| | 3204 Shelbyville | 675 | 436 | 0 | 0 |
| Subtotal | | 4,560 | 3,955 | 0 | 2,000 |
| Tipton Sub | 3501 Tipton | 1,600 | 1,210 | 0 | 0 |
| | 3502 Kokomo | 372 | 196 | 0 | 0 |
| | 3503 Westfield | 1,409 | 636 | 0 | 1,000 |
| | 3504 Fortville | 2,450 | 1,700 | 0 | 0 |
| Subtotal | | 5,831 | 3,742 | 0 | 1,000 |
| GREENFIELD DISTRICT TOTAL | | 30,000 | 21,000 | 0 | 12,000 |

LAPORTE DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|-------------------------------|-------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Gary Sub | 4701 Crown Point | 4,700 | 2,500 | 0 | 0 |
| | 4702 Miller | 5,000 | 0 | 0 | 0 |
| | 4703 Gary | 4,700 | 2,500 | 0 | 0 |
| | 4106 Chesterton | 5,000 | 0 | 0 | 0 |
| Subtotal | | 19,400 | 5,000 | 0 | 0 |
| LaPorte | 4101 LaPorte | 4,000 | 2,000 | 0 | 0 |
| | 4103 Mich. City | 5,400 | 0 | 0 | 0 |
| | 4104 Wanatah | 3,500 | 2,000 | 0 | 0 |
| | Pile 2 South Bend | 2,300 | 1,000 | 0 | 0 |
| Subtotal | | 15,200 | 5,000 | 0 | 0 |
| Monticello | 4201 Monticello | 2,000 | 0 | 0 | 0 |
| | 4202 Logansport | 3,000 | 0 | 0 | 0 |
| | 4203 Flora | 1,000 | 0 | 0 | 0 |
| | Winamac | 2,200 | 1,000 | 0 | 0 |
| Subtotal | | 8,200 | 1,000 | 0 | 0 |
| Rensselaer Sub | Rensselaer | 4,000 | 0 | 0 | 0 |
| | Roselawn | 2,000 | 1,000 | 0 | 0 |
| | Kentland | 1,000 | 0 | 0 | 0 |
| | Medaryville | 1,000 | 1,000 | 0 | 0 |
| Subtotal | | 8,000 | 2,000 | 0 | 0 |
| Plymouth Sub | 4301 Plymouth | 7,000 | 0 | 0 | 0 |
| | 4602 Rochester | 2,000 | 1,000 | 0 | 0 |
| | Mishawaka | 4,000 | 1,000 | 0 | 0 |
| Subtotal | | 13,000 | 2,000 | 0 | 0 |
| LAPORTE DISTRICT TOTAL | | 63,800 | 15,000 | 0 | 0 |

SEYMOUR DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|-------------------------------|-----------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Aurora Sub | 5101 Penntown | 1,100 | 200 | 0 | 0 |
| | 5102 Aberdeen | 1,100 | 200 | 0 | 0 |
| | 5103 Aurora | 1,100 | 221 | 0 | 0 |
| | 5104 Brookville | 1,000 | 200 | 0 | 0 |
| | 5105 Versailles | 1,042 | 200 | 0 | 0 |
| Subtotal | | 5,342 | 1,021 | 0 | 0 |
| Bloomington Sub | 5201 Spencer | 1,984 | 350 | 0 | 0 |
| | 5202 Martinsville | 1,984 | 350 | 0 | 0 |
| | 5203 Bloomington | 1,984 | 497 | 0 | 0 |
| | 5204 BeanBlossm | 1,984 | 350 | 0 | 0 |
| | 5205 Brownstown | 1,984 | 350 | 0 | 0 |
| Subtotal | | 9,920 | 1,897 | 0 | 0 |
| Columbus Sub | 5301 Greensburg | 2,120 | 416 | 0 | 0 |
| | 5302 Amity | 2,119 | 400 | 0 | 0 |
| | 5303 Columbus | 2,120 | 400 | 0 | 0 |
| Subtotal | | 6,359 | 1,216 | 0 | 0 |
| Falls City Sub | 5402 Sellersburg | 2,544 | 523 | 0 | 0 |
| | 5403 Corydon | 2,543 | 450 | 0 | 0 |
| Subtotal | | 5,087 | 973 | 0 | 0 |
| Madison Sub | 5501 Madison | 1,696 | 397 | 0 | 0 |
| | 5502 No. Vernon | 1,696 | 300 | 0 | 0 |
| | 5504 Scottsburg | 1,696 | 300 | 0 | 0 |
| | 5505 Salem | 1,695 | 300 | 0 | 0 |
| Subtotal | | 6,783 | 1,297 | 0 | 0 |
| Seymour District | 185 Agrico Lane 47274 | 509 | 96 | 0 | 0 |
| Subtotal | | 509 | 96 | 0 | 0 |
| SEYMOUR DISTRICT TOTAL | | 34,000 | 6,500 | 0 | 0 |

VINCENNES DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|---------------------------------|---------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Linton Sub | 6101 Linton | 660 | 660 | 0 | 0 |
| | 6102 Crane | 460 | 460 | 0 | 0 |
| | 6103 Sullivan | 820 | 820 | 0 | 0 |
| Subtotal | | 1,940 | 1,940 | 0 | 0 |
| Evansville Sub | 6301 Eville Addison | 120 | 120 | 0 | 0 |
| | 6302 Eville Boyle | 160 | 160 | 0 | 0 |
| | 6303 Poseyville | 140 | 140 | 0 | 0 |
| | 6304 Chandler | 0 | 0 | 0 | 0 |
| Subtotal | | 420 | 420 | 0 | 0 |
| Paoli Sub | 6401 Paoli | 1,260 | 1,260 | 0 | 0 |
| | 6402 Shoals | 0 | 0 | 0 | 0 |
| | 6403 Bedford | 760 | 760 | 0 | 0 |
| | 6404 Jasper | 440 | 440 | 0 | 0 |
| Subtotal | | 2,460 | 2,460 | 0 | 0 |
| Tell City Sub | 6501 Grantsburg | 0 | 0 | 0 | 0 |
| | 6502 Derby | 180 | 180 | 0 | 0 |
| | 6503 Birdseye | 780 | 780 | 0 | 0 |
| | 6504 Dale | 780 | 780 | 0 | 0 |
| | 6505 Chrisney | 780 | 780 | 0 | 0 |
| Subtotal | | 2,520 | 2,520 | 0 | 0 |
| Vincennes Sub | 6601 Petersburg | 1,360 | 1,360 | 0 | 0 |
| | 6602 Vincennes | 1,000 | 1,000 | 0 | 0 |
| | 6603 Washington | 980 | 980 | 0 | 0 |
| | 6402 Loogootee | 660 | 660 | 0 | 0 |
| | 6604 Princeton | 660 | 660 | 0 | 0 |
| Subtotal | | 4,660 | 4,660 | 0 | 0 |
| VINCENNES DISTRICT TOTAL | | 12,000 | 12,000 | 0 | 0 |

| INDOT TOTALS | UNTREATED SALT SEASONAL TOTAL | UNTREATED SALT EARLY FILL TOTAL | TREATED SALT EARLY FILL TOTAL TONS | TREATED SALT SEASONAL TOTAL TONS |
|--------------|-------------------------------------|---------------------------------------|------------------------------------------|----------------------------------------|
| | 237,655 | 99,303 | 0 | 16,500 |

| INDOT Facility Addresses | | | | |
|--------------------------|----------------------------------|-----------------------------|------------------------------|---------------------|
| Site Code | Facility | Address | City-State Zip | Phone Number |
| 10401 | Fowler Unit | 600 S Grant Ave | Fowler IN 47944-1638 | 765-884-1501 |
| 10601 | Lebanon Unit | 2637 N State Road 52 | Lebanon IN 46052 | 765-482-1240 |
| 11101 | Ashboro Unit | 179 N. SR-59 | Centerpoint IN 47840 | 812-835-4493 |
| 11201 | Frankfort Subdistrict & Unit | 1675 W State Road 28 | Frankfort IN 46041-6999 | 765-659-3360 |
| 12301 | Veedersburg Unit | 201 S Sterling Ave | Veedersburg IN 47987 | 765-294-2241 |
| 13201 | Lizton Unit | I 74 and State Road 39 | Lizton IN 46149 | 317-994-5397 |
| 13202 | Plainfield Unit | 1000 S Center St | Plainfield IN 46168 | 317-839-0189 |
| 15401 | Crawfordsville District Complex | 41 W CR 300N | Crawfordsville IN 47933-9088 | 765-361-5200 |
| 16101 | Bloomingtondale Unit | 3422 N US Highway 41 | Bloomingtondale IN 47832 | 765-498-3653 |
| 16701 | Cloverdale Subdistrict | 10 N High Street | Cloverdale IN 46120-0749 | 765-795-6825 |
| 16702 | Bainbridge Unit | 1558 W US Highway 36 | Bainbridge IN 46105 | 765-498-3653 |
| 17902 | Romney Unit | 12800 US Highway 231 S | Romney IN 47981 | 765-538-3711 |
| 17903 | Lafayette Unit | 5110 St. Rd. 43 N | West Lafayette IN 47906 | 765-463-4403 |
| 18301 | Newport Unit | 990 S. Old SR-63 | Hilldale IN 47854 | 765-492-3536 |
| 18401 | Terre Haute Subdistrict Complex | 5693 E Sony Dr | Terre Haute IN 47801-0006 | 812-232-1176 |
| 18402 | Fort Harrison Unit | 2900 Ft. Harrison Rd. | Terre Haute IN 47805 | 812-466-4261 |
| | West Lafayette Subdistrict | 2319 U.S. 231 | West Lafayette IN 47906 | 765-743-3253 |
| 18601 | Carbondale Unit | 1538 W. 200N | Williamsport IN 47993 | 765-762-6020 |
| | Remington/S.R. 24 Dome | NE Quadrant of I-65/S.R. 24 | Remington, IN 47977 | N/A |
| 20101 | Monroe Unit | RR 1 CR 100 W | Monroe IN 46772 | 260-692-6324 |
| 20201 | Fort Wayne District Complex | 5333 Hatfield Rd | Fort Wayne IN 46808-1042 | 260-484-9541 |
| 20202 | New Haven Unit | 2111 McConnel Rd | New Haven IN 46774 | 260-749-8612 |
| 20203 | US27 South Unit & Test Lab | 10422 US27 South | Fort Wayne IN 46816 | 260-447-6746 |
| 21701 | Waterloo Unit | 3407 US 6 | Waterloo IN 46793 | 260-837-8491 |
| 22001 | Elkhart Subdistrict | 58905 County Road 9 | Elkhart IN 46517-9531 | 574-294-3178 |
| 22002 | New Paris Unit | 21335 US 6 | New Paris IN 46553 | 574-831-4267 vacant |
| 22701 | Gas City Unit | 5291 East 500 South | Gas City IN 46953 | 765-674-1461 |
| 23501 | Markle Unit | 555 Harrison Street | Markle IN 46770 | N/A VACANT |
| 24301 | Warsaw Subdistrict | 2790 Fox Farm Rd | Warsaw IN 46582-6545 | 574-267-6847 |
| 24401 | Shipshewana Unit | CR 675 W | Shipshewana IN 46565 | 260-768-4597 |
| 25201 | Peru Unit | 2892 W 200 N | Peru IN 46970 | 260-768-4597 |
| 25701 | Brimfield Unit | 0507 East US 6 | Wawaka, IN 46720 | 260-636-7445 |
| 27601 | Angola Subdistrict | 315 S Gerald Lett Ave | Angola IN 46703-2177 | 260-665-9507 |
| 27603 | Orland Unit & Testing Lab | SR 327 | Orland, IN 46776 | 260-668-3929 |
| 28501 | Wabash Subdistrict & Testing Lab | 1178 Manchester Ave | Wabash IN 46992-1637 | 260-563-0682 |
| 28503 | North Manchester Unit | 11758 N SR 13 | North Manchester 46962 | SOLD |
| 29001 | Bluffton Subdistrict | 2800 W State Road 124 | Bluffton IN 46716-9745 | 260-694-6383 |
| 29201 | Laud Unit | 5631 SR 9 | Columbia City IN 46725 | 260-396-2929 |
| 31801 | Muncie Unit | 5400 N Old SR 3N | Muncie IN 47302 | 765-289-2652 |
| 32901 | Westfield Unit | 651 SR 32 West | Westfield IN 46074-6849 | 317-896-2240 |
| 33001 | Greenfield District Complex | 32 S Broadway St | Greenfield IN 46140-2227 | 317-462-7751 |
| 33301 | New Castle Unit | 3906 S SR 3 | New Castle IN 47362 | 765-529-6520 |
| 33401 | Kokomo Unit | 3814 E 00 North South | Kokomo IN 46901-6649 | 765-457-7909 |
| 33801 | Portland Unit | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 34801 | Anderson Unit | 6536 Columbus Ave | Anderson IN 48013-3433 | 765-683-1097 |
| 34802 | Alexandria Unit | 76 E SR 28, | Alexandria IN 46001 | 765-724-7491 |
| 34803 | Fortville Unit | 7400 S SR 13 | Pendleton IN 46064 | 317-485-6628 |
| 34901 | Indianapolis Subdistrict | 7105 Brookville Rd | Indianapolis IN 46239 | 317-356-2412 |
| 34906 | 71st Street Unit | 7160 Lafayette Rd | Indianapolis IN 46278 | 317-297-0962 |
| 34907 | 65th Street Unit | 5350 E 65th St | Indianapolis IN 46220 | 317-849-1436 |
| 34908 | Madison & Morris Unit | 1040 S Madison Ave | Indianapolis IN 46225 | 317-634-1987 |
| 36801 | Albany Subdistrict | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 36802 | Winchester Unit | 101 Inks Dr (SR 32) | Winchester IN 47394 | 765-584-5541 |
| 37001 | Rushville Unit | 2123 W SR 44 | Rushville IN 46173 | 765-932-2636 |
| 37301 | Shelbyville Unit | 76 Rampart St | Shelbyville IN 46176 | 317-398-7647 |
| 38001 | Tipton Subdistrict | 2152 W State Road 28 | Tipton IN 46062-8209 | 765-675-7402 |
| 38101 | Liberty Unit | 4902 W SR 44 | Liberty IN 47353 | 765-458-5771 |
| 38901 | Centerville Subdistrict | 5247 W US Highway 40 | Centerville IN 47330-9785 | N/A |
| 38902 | Cambridge City Subdistrict Site | 1241 S SR 1 | Cambridge City IN 47327 | 765-334-8168 |
| 38903 | Cambridge City Unit | 14178 Frontage Rd | Cambridge City IN 47327 | N/A |
| 38904 | Richmond Unit | 2790 Salisbury Rd | Richmond IN 47374 | 765-962-2166 |
| 40801 | Monticello Subdistrict | 12209 N 1200 W | Monticello IN 47960-2789 | 574-583-4173 |
| 40803 | Flora Unit | 1011 S State Road 75 | Flora IN 46929 | 574-967-3796 |
| 40901 | Logansport Unit | 2098 S State Road 25 | Logansport IN 46947 | 574-753-3592 |
| 42501 | Rochester Unit | 8 W 50 N | Rochester IN 46975 | 574-223-3162 |

| | | | | |
|-------|----------------------------------------------|-------------------------------|---------------------------|------------------------------|
| 43701 | Rensselaer Subdistrict | 1130 E Maple St | Rensselaer IN 47978 | 219-866-5820 |
| 43702 | Roselawn Unit | 9958 N. 600 East | Roselawn IN 46372 | 219-345-4400 |
| 44501 | Gary Subdistrict | 7601 Melton Rd | Gary IN 46404 | 219-939-3901 |
| 44502 | Gary (West) Unit | 7306 W. 15 th Ave. | Gary IN 46404 | 219-949-7867 |
| 44503 | Crown Point Unit | 1717 E. 129 th St. | Crown Point IN 46307 | 219-663-5084 |
| 44601 | LaPorte District Complex | 315 E Boyd Ave | LaPorte IN 46350-6734 | 219-362-6125 |
| 44602 | Michigan City Unit | 6100 E. Michigan Blvd. | Michigan City IN 46360 | 219-874-8944 |
| 44603 | Wanatah Unit | 10621 W. US 30 | Wanatah IN 46390 | 219-733-0303 |
| 45001 | Plymouth Subdistrict | 2845 Jack Greenlee Dr | Plymouth IN 46563-8420 | 574-914-0544 |
| 45601 | Kentland Unit | 12788 S. US 41 | Kentland IN 47951 | 574-866-5820 |
| 46401 | Chesterton Unit | 142 E. US 20 | Chesterton IN 46304 | 219-926-7301 |
| 46601 | Winamac Unit | 1651 N US35 | Winamac IN 46996 | 574-946-3567 |
| 46602 | Medaryville Unit | 15028 N. 600 East | Medaryville IN 47957 | 219-843-8262 |
| | South Bend | 55650 Mayflower Rd. | South Bend IN 46619 | |
| 47101 | Mishawaka Unit | 915 S Beiger St | Mishawaka IN 46544 | 574-259-1162 |
| 50301 | Columbus Subdistrict & Columbus Unit | 3545 Two Milehouse RD | Columbus IN 47201-9242 | 812-372-7837 812-525-8965 |
| 50701 | Beanblossom Salt Building | 6751 N SR135 | Bean Blossom, IN 46160 | 812-216-3582 |
| 50001 | Falls City Subdistrict & Sellersburg Unit | 5701 US 31 | Clarksville IN 47129-9243 | 812-282-7493 812-528-1474 |
| 50501 | Aurora Subdistrict & Aurora Unit | 10995 Marsh Road | Aurora IN 47001-9132 | 513-623-7638 |
| 50602 | Greensburg Unit | 2499 North Cleo Lane | Greensburg 47240 | 812-569-0901 |
| 50401 | Brookville Unit | 540 E. Ninth ST | Brookville 47012 | 812-530-0932 |
| 50101 | Corydon Unit | 3180 Harrison Way NW | Corydon IN 47112 | 812-528-1488 |
| 50601 | Seymour District Complex | 185 Agrico Ln | Seymour IN 47240-4055 | 812-524-3709 |
| 50602 | Brownstown OLD DOME | 317 N SR. 135 | Brownstown 47220 | 812-528-0148 |
| 50602 | Brownstown Unit, Salt Building | 700 N. Main Street | Brownstown 47220 | 812-528-0148 |
| 50901 | Madison Subdistrict JPG & Madison Unit | 1875 JPG Woodfil Rd | Madison IN 47250-9741 | 812-574-4368 812-528-1511 |
| 50902 | North Vernon Unit | 2900 N. ST.Hwy 3 | North Vernon 47265 | 812-528-1463 |
| 50001 | Amity Unit | 4511 S Hwy 31 | Amity 47131 | 812-528-1466 |
| 50301 | Bloomington Subdistrict and Bloomington Unit | 2965 Prow Rd | Bloomington IN 47404-1603 | 812-332-1411 812-528-1441 |
| | Bloomington I69 O&M | 6580 Connaught Road | Bloomington IN 47404-1603 | 812-332-1411 |
| 50501 | Martinsville Unit | 1188 Lenoil Rd | Martinsville 46151 | 812-216-3582 |
| 50801 | Aberdeen Unit | 9057 Aberdeen Road | Rising Sun 47040 | 513-623-7638 |
| 50001 | Spencer Unit | 2201 E St Rd 46 | Spencer 47460 | 812-528-1441 |
| 50901 | Penntown Unit | 14209 Rosefelt Rd | Sunman 47041 | 812-569-2876 |
| 50902 | Versailles Unit | 1905 S US 421 | Versailles 47042 | 812-216-9651 |
| 50201 | Scottsburg Unit | 1601 W McClain Ave | Scottsburg 47170 | 812-216-9822 |
| 50801 | Salem Unit | 4780 W State Road 60 | Salem IN 47167 | 812-972-0453 |
| 60401 | Washington Unit | 914 Hwy 57 S | Washington IN 47501 | 812-254-0047 |
| 60901 | Jasper Unit | 1967 SR 162 | Jasper IN 47546 | 812-482-3422 |
| 60601 | Princeton Unit & 210 Lot | 3210 W Broadway | Princeton IN 47670 | |
| 60801 | Linton Subdistrict | 6161 12th St SE | Linton IN 47441 | 812-847-2246 |
| 62802 | Crane Unit | 13573 E 1700 N | Newberry, In 47449 | 812-863-2670 |
| 64201 | Vincennes District Complex | 3650 S US Highway 41 | Vincennes IN 47591-9443 | 1-800-279-5758 |
| 64701 | Bedford Unit | 1415 Bundy LN | Bedford IN 47421 | 812-279-1340 |
| 65101 | Loogootee Unit | 446 N 1250 E | Loogootee, IN 47553 | 812-2954877 |
| 65901 | Paoli Subdistrict | 1222 N Greenbriar | Paoli IN 47454-8811 | 812-203-2005 |
| 66201 | Tell City Subdistrict | 15077 Old State Road 37 | Tell City IN 47586-8624 | 812-836-2112 |
| 66202 | Derby Unit | 15114 Old SR 37 | Tell City IN 47586 | 812-836-2748 |
| 66203 | Birdseye Unit | 26900 SR 145 | Siberia In 47515 | 812-357-7508 |
| 66301 | Petersburg Unit | 1120 North Vincennes Ave | Petersburg IN 47567 | 812-354-9631 |
| 66501 | Poseyville Unit | 10 N Walnut | Poseyville IN 47633 | 812-8743400 |
| 67401 | Dale Unit Site & Testing Lab | 21235 N US Highway 231 | Dale IN 47523 | 812-937-4481 |
| 67402 | Chrisney Unit | 823 N Main | Chrisney IN 47611 | 812362-7778 |
| 67701 | Sullivan Unit | 810 Frakes Street | Sullivan IN 47882 | 812-268-3292 |
| 68201 | Evansville Subdistrict | 16601 N Boyle Ln | Evansville IN 47725-8522 | 812-867-9017 |
| 68202 | Evansville Extra Unit & Test Lab | 3200 Marion Ave | Evansville IN 47712 | 812-424-3421 |
| 68701 | Chandler Unit | 322 Inderrieden Rd | Chandler IN 47610 | 812-925-3736 |

Bidder Name:

BID LIST INSTRUCTIONS

PLEASE POPULATE THE BLUE-SHADED CELLS WITH THE CORRESPONDING PRICE PER TON IN THE **TREATED SALT and UNTREATED SALT** WORKSHEETS.

****Bidders are advised that there will not be a Best and Final Offer (BAFO) Round for this bid. Therefore, it is expected that bidders submit their most competitive pricing upon submission of their bid documents.****

Respondent may bid on UNTREATED, TREATED, or any combination thereof by INDOT district to be considered a valid bid.
 Respondent may bid on INDOT, LOCALS, or any combination thereof by INDOT District to be considered a valid bid.
 Respondent must bid on all INDOT/OSA-specific line items in any given INDOT district to be considered a valid bid.
 Respondent must bid on all LOCALS in any given INDOT district to be considered a valid bid.
 Respondent must bid on both EARLY FILL AMOUNTS and SEASONAL AMOUNTS listed for any given INDOT district to be considered a valid bid.

For example, if a respondent wants to bid on the INDOT/OSAs untreated salt business for 60-Vincennes, a respondent must bid on line items 56-58 to be considered a valid bid. If a respondent does not bid on all of those line items, the bid will be disqualified for INDOT business, 60-Vincennes.

*Additionally, a respondent may bid untreated salt only for the LOCALS in 60-Vincennes (line items 59-60) and be considered a valid bid. A respondent does not have to bid on the LOCALS treated salt in 60-Vincennes to be considered a valid bid on the LOCALS **untreated** salt for 60-Vincennes.*

Lastly, a respondent may bid on ALL business for both INDOT/OSAs and LOCALS in 60-Vincennes by bidding on line items 26-30 (Treated Salt) and line items 56-60 (Untreated Salt).

ADDITIONAL INFORMATION

1. 2019/2020 Quantity listed is 100%. Price submitted by respondent is the price for purchases from 0% to the maximum of the commitment range. Any additional tons needed beyond the commitment range will be by mutual agreement of the parties, including the price thereof. The State of Indiana is committed to purchasing at least 80% of the quantity listed and is eligible to purchase up to the maximum of the commitment range (120%) at the price bid by the respondent. Awarded vendor is expected to hold the quantity of salt supply for up to the maximum of the commitment range specified in the Untreated Salt and Treated Salt worksheets. **The State is requesting that the vendor submit pricing for the Early Fill amounts listed and the Seasonal amounts listed on the "Treated Salt" and "Untreated Salt" spreadsheets. Those two amounts (early fill amount and seasonal amount) combined make up INDOT's 100% total for the 2019/2020 bid. INDOT will reserve the right to be able to purchase the "Seasonal" amounts at any time during the contract period. The Early Fill amounts listed are for INDOT only.**

2. Local Governmental Entities are individually-operated entities responsible for their individual quantities committed as listed on **Local Tonnage** Spreadsheet. Respondents cannot bid on specific locals within an INDOT district; if respondent is awarded local governmental entities' business for an INDOT district, the awarded vendor will hold supply up to 120% for each local governmental entity listed in the INDOT district awarded.

3. Pricing submitted by respondents is inclusive of all information in the bid documents. By submitting pricing to the State of Indiana, respondent agrees to meet or exceed all specifications listed and bid terms and conditions contained in the bid documents.

- **INDOT Sub-District Breakout** contains an estimate of quantities by INDOT sub-district delivery location. These quantities are subject to change; INDOT is committed to purchase 80% of the quantity listed by INDOT district (as listed in the **Untreated Spreadsheet** and **Treated Spreadsheet**), not sub-district.
- **Early Fill Requirements** contains information about initial delivery needs for each INDOT district.
Note: 50% of early fill order must be delivered on or before October 15, 2019 and 100% must be delivered on or before November 15, 2019 for La Porte and Fort Wayne Districts. 50% of early fill order must be delivered on or before November 1, 2019 and 100% must be delivered on or before December 1, 2019 for Crawfordsville, Greenfield, Seymour and Vincennes District. INDOT is committed to purchase 100% of the Early Fill amounts listed by INDOT district (as listed in the INDOT Early Fill Requirement spreadsheet), not sub-district.
- **Other State Agencies** contains the 100% quantity for each state agency with quantities requested and delivery locations within the INDOT district.
- **Local Tonnage** contains the 100% quantity for each local governmental entity within the INDOT district. Entities in BOLD have multiple delivery addresses. Entity is committed by total tonnage listed in this worksheet. Estimated tonnage breakout by delivery location is provided in **Local Delivery Information** for informational purposes only.
- **Local Delivery Information** contains the delivery addresses and additional information for each local governmental entity.

4. The awarded vendor will receive the contact information (names, phones, emails) for both the State of Indiana and all local entities for each awarded INDOT district once the award has been finalized.

5. Total Bid Amount for each salt type will be auto-calculated in each spreadsheet. Add together untreated and treated total bid amounts to obtain your **TOTAL BID AMOUNT** to be entered on your Indiana Economic Impact (IEI) Form.

6. The early fill estimates are to be included in the overall 80% - 120% total purchase guarantee/commitment. The early fill estimate is not to be viewed as a separate amount purchased, but it is to be a fraction of the overall commitment being made with an early delivery date.

TREATED SALT

Bidder Name:

| Line Item | INDOT District | Entity | Commitment Range | 2019/2020 Early Fill Quantity (100%) | 2019/2020 Seasonal Quantity (100%) | Unit of Measure | Delivery Method | 2019/2020 Early Fill Price Per Ton | 2019/2020 Seasonal Price Per Ton | Total Bid Amount Calculation |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|------------------------------------|----------------------------------|------------------------------|
| 1 | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120% | 0 | 4,655 | TON | Delivered | | see addendum 1 | #VALUE! |
| 2 | | | | | | TON | Delivered & Loaded | | see addendum 2 | |
| 3 | | | | | | TON | Pick Up | | see addendum 3 | |
| 4 | | Local Governmental Entities | 80%-120% | 0 | 17,370 | TON | Delivered | | see addendum 4 | |
| 5 | | | | | | TON | Pick Up | | see addendum 5 | |
| 6 | 20-Fort Wayne | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered | | | \$0.00 |
| 7 | | | | | | TON | Delivered & Loaded | | | |
| 8 | | | | | | TON | Pick Up | | | |
| 9 | | Local Governmental Entities | 80%-120% | 0 | 2,640 | TON | Delivered | | see addendum 1 | |
| 10 | | | | | | TON | Pick Up | | see addendum 1 | |
| 11 | 30-Greenfield | INDOT & Other State Agencies | 80%-120% | 0 | 315 | TON | Delivered | | see addendum 1 | #VALUE! |
| 12 | | | | | | TON | Delivered & Loaded | | see addendum 1 | |
| 13 | | | | | | TON | Pick Up | | see addendum 1 | |
| 14 | | Local Governmental Entities | 80%-120% | 0 | 49,840 | TON | Delivered | | see addendum 1 | |
| 15 | | | | | | TON | Pick Up | | see addendum 1 | |
| 16 | 40-LaPorte | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered | | | \$0.00 |
| 17 | | | | | | TON | Delivered & Loaded | | | |
| 18 | | | | | | TON | Pick Up | | | |
| 19 | | Local Governmental Entities | 80%-120% | 0 | 32,310 | TON | Delivered | | see addendum 1 | |
| 20 | | | | | | TON | Pick Up | | see addendum 1 | |
| 21 | 50-Seymour | INDOT & Other State Agencies | 80%-120% | 0 | 200 | TON | Delivered | | see addendum 1 | #VALUE! |
| 22 | | | | | | TON | Delivered & Loaded | | see addendum 1 | |
| 23 | | | | | | TON | Pick Up | | see addendum 1 | |
| 24 | | Local Governmental Entities | 80%-120% | 0 | 23,855 | TON | Delivered | | see addendum 1 | |
| 25 | | | | | | TON | Pick Up | | see addendum 1 | |
| 26 | 60-Vincennes | INDOT & Other State Agencies | 80%-120% | 0 | 25 | TON | Delivered | | see addendum 1 | #VALUE! |
| 27 | | | | | | TON | Delivered & Loaded | | see addendum 1 | |
| 28 | | | | | | TON | Pick Up | | see addendum 1 | |
| 29 | | Local Governmental Entities | 80%-120% | 0 | 1,910 | TON | Delivered | | see addendum 1 | |
| 30 | | | | | | TON | Pick Up | | | |

| TREATED SALT | |
|----------------------------------|-----------------------|
| Total Early Fill (Tons) | Total Seasonal (Tons) |
| 0 | 133,120 |
| TOTAL TREATED SALT (TONS) | |
| 133,120 | |

| TOTAL TREATED BID AMOUNT |
|--------------------------|
| #VALUE! |

UNTREATED SALT

Bidder Name:

| Line Item | INDOT District | Entity | Commitment Range | 2019/2020 Early Fill Quantity (100%) | 2019/2020 Seasonal Quantity (100%) | Unit of Measure | Delivery Method | 2019/2020 Early Fill Price Per Ton | 2019/2020 Seasonal Price Per Ton | Total Bid Amount Calculation |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|------------------------------------|----------------------------------|------------------------------|
| 31 | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120% | 34,803 | 42,955 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 32 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 33 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 34 | | Local Governmental Entities | 80%-120% | 0 | 18,865 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 35 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 36 | 20-Fort Wayne | INDOT & Other State Agencies | 80%-120% | 10,000 | 55,000 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 37 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 38 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 39 | | Local Governmental Entities | 80%-120% | 0 | 30,108 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 40 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 41 | 30-Greenfield | INDOT & Other State Agencies | 80%-120% | 21,000 | 30,080 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 42 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 43 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 44 | | Local Governmental Entities | 80%-120% | 0 | 16,740 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 45 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 46 | 40-LaPorte | INDOT & Other State Agencies | 80%-120% | 15,000 | 63,950 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 47 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 48 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 49 | | Local Governmental Entities | 80%-120% | 0 | 77,890 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 50 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 51 | 50-Seymour | INDOT & Other State Agencies | 80%-120% | 6,500 | 34,100 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 52 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 53 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 54 | | Local Governmental Entities | 80%-120% | 0 | 16,835 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 55 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 56 | 60-Vincennes | INDOT & Other State Agencies | 80%-120% | 12,000 | 12,000 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 57 | | | | | | TON | Delivered & Loaded | see addendum 1 | see addendum 1 | |
| 58 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |
| 59 | | Local Governmental Entities | 80%-120% | 0 | 9,180 | TON | Delivered | see addendum 1 | see addendum 1 | #VALUE! |
| 60 | | | | | | TON | Pick Up | see addendum 1 | see addendum 1 | |

| UNTREATED SALT | |
|------------------------------------|-----------------------|
| Total Early Fill (Tons) | Total Seasonal (Tons) |
| 99,303 | 407,703 |
| TOTAL UNTREATED SALT (TONS) | |
| 507,006 | |

| TOTAL UNTREATED BID AMOUNT |
|----------------------------|
| #VALUE! |

2019/2020 Road Salt Quantities by State Agency

Treated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | Deliver To Zip Code | Contact Phone Number | Other Delivery Notes |
|---------------------|---------------------------------------|--------------------|---------------------------|-----------------|---------------------|-----------------|----------------------|-----------------|------------------|---------------------|-----------------------|-----------------------------------------------------------------------------------------------------|
| Crawfordsville - 10 | DOC-Indiana Women's Prison | Other State Agency | 40 | TON | Treated | Delivered | 2596 Girls School Rd | Indianapolis | IN | 46214 | 317-244-3387 | Contact is Mike Callahan |
| | DOC-Putnamville Correctional Facility | Other State Agency | 75 | TON | Treated | Delivered | 1946 W US Hwy 40 | Greencastle | IN | 46135 | 765-653-8441, Ext 214 | Contact is Dennis Taylor. Please call ahead prior to delivery so staff may meet the delivery truck. |
| | DOC-Rockville Correctional Facility | Other State Agency | 40 | TON | Treated | Delivered | 811 W 50 N | Rockville | IN | 47872 | 765-569-3178, ext 342 | Contact is Richard Buehler, PPD / Can also be reached via email at or Rbuehler@idoc.in.gov |
| TOTAL TONS | | | 155 | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------|-------------------------------|--------------------|-----|-----|---------|-----------|----------------------|--------------|----|-------|--------------|----------------------------------------------------------------------------------------------------------------------------------------|
| Greenfield - 30 | Richmond State Hospital | Other State Agency | 75 | TON | Treated | Delivered | 498 N.W. 18th St, | Richmond | IN | 47374 | 765-935-9260 | Contact is Karen Smallwood. Upon arrival to location's campus for salt delivery, please call for detail on where salt should be taken. |
| | IDO A Facilities | Other State Agency | 160 | TON | Treated | Delivered | 601 West McCarty St. | Indianapolis | IN | 46225 | 317-605-3936 | |
| | Indiana State Fair Commission | Other State Agency | 80 | TON | Treated | Delivered | 1202 E. 38th St. | Indianapolis | IN | 46205 | 317-459-2708 | Jimmy Stucky is contact - please call him for directions onto the grounds during delivery. |
| TOTAL TONS | | | 315 | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------|----------------|--------------------|-----|-----|---------|--------------------|------------------------------|-----------|----|-------|--------------|-----------------------------------------------------------------------|
| Seymour - 50 | Camp Atterbury | Other State Agency | 200 | TON | Treated | Delivered + Loaded | Camp Atterbury, Building 232 | Edinburgh | IN | 46124 | 812-526-1104 | Contact is Dave Strobe - Email address is david.j.strobe.nfg@mail.mil |
| TOTAL TONS | | | 200 | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------|-----------------------------------------|--------------------|----|-----|---------|-----------|----------------------|----------|----|-------|--------------|-----------------------|
| Vincennes - 60 | DOC-Wabash Valley Correctional Facility | Other State Agency | 25 | TON | Treated | Delivered | 6908 S Old US Hwy 41 | Carlisle | IN | 47838 | 812-398-5050 | Contact is Greg Eaton |
| TOTAL TONS | | | 25 | | | | | | | | | |

| |
|---------------------------------|
| TOTAL OSAs' TREATED TONS |
| 695 |

Untreated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | | Entity Phone Number | Other Delivery Notes |
|---------------------|--------------------|--------------------|---------------------------|-----------------|---------------------|-----------------|------------------|-----------------|------------------|-------|---------------------|------------------------|
| Crawfordsville - 10 | Plainfield Complex | Other State Agency | 100 | TON | Untreated | Delivered | 501 W. Main St. | Plainfield | IN | 46168 | 317-839-7751 | Contact is Alan Wehman |
| TOTAL | | | 100 | | | | | | | | | |

| | | | | | | | | | | | | |
|-----------------|-------------------------------------------|--------------------|----|-----|-----------|-----------|----------------------------|-----------|----|-------|--------------|------------------------------|
| Greenfield - 30 | DOC-Correctional Industrial Facility / IR | Other State Agency | 80 | TON | Untreated | Delivered | 4490 West Reformatory Road | Pendleton | IN | 46064 | 317-965-0596 | Brad Weesner is the contact. |
| TOTAL | | | 80 | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------|-------------------------------------|--------------------|-----|-----|-----------|-----------|----------------|---------------|----|-------|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| LaPorte - 40 | DOC-Indiana State Prison | Other State Agency | 50 | TON | Untreated | Delivered | 1 Park Row | Michigan City | IN | 46360 | 219-874-7256 x3516 219-874-7256 x1200 | Contacts are: 1st - Art Kaufman, 219.874.7256 x3516 2nd - Don Parkes 219.874.7256 x1200 Entrance to facility for deliveries is on the North side. Delivery times are Monday – Friday from 7 am to 1 pm |
| | DOC-Westville Correctional Facility | Other State Agency | 100 | TON | Untreated | Delivered | 5501 S. 1100 W | Westville | IN | 46391 | 219-608-0822 | Leon Stuller or Cory Simic |
| TOTAL TONS | | | 150 | | | | | | | | | |

| | | | | | | | | | | | | |
|-------------------|-----------------------------------|--------------------|-----|-----|-----------|-----------|----------------------|---------|----|-------|------------------------------|-------------------------------------|
| Seymour - 50 | DOC-Madison Correctional Facility | Other State Agency | 50 | TON | Untreated | Delivered | 800 MSH Bus Stop Dr. | Madison | IN | 47250 | 812-265-6154 | Contact is Jeff Meece |
| | Madison State Hospital | Other State Agency | 50 | TON | Untreated | Delivered | 711 Green Rd. | Madison | IN | 47250 | 812-265-7747 812-265-7448 | Patty Chandler-Phagan: 812-265-7448 |
| TOTAL TONS | | | 100 | | | | | | | | | |

| | | | | | | | | | | | | |
|----------------|-----------------------------------|--------------------|---|-----|-----|-----|------------------------|-------------|----|-------|--------------|-------------------------|
| Vincennes - 60 | Branchville Correctional Facility | Other State Agency | 0 | TON | N/A | N/A | 21390 Old State Rd. 37 | Branchville | IN | 47514 | 812-843-4201 | Contact is Rob Howerton |
|----------------|-----------------------------------|--------------------|---|-----|-----|-----|------------------------|-------------|----|-------|--------------|-------------------------|

| |
|-----------------------------------|
| TOTAL OSAs' UNTREATED TONS |
| 430 |

| | | | | | | |
|----------------|----------------------------------------------------|------|-----|----------------|-------------|-------|
| Vincennes - 60 | City of Evansville-Vanderburgh County - OneIndiana | 3500 | TON | Untreated Salt | Vanderburgh | 9,180 |
| | City of Huntingburg Street - OneIndiana | 120 | TON | Untreated Salt | Dubois | |
| | City of Jasper - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Jasper Street - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Vincennes - OneIndiana | 500 | TON | Untreated Salt | Knox | |
| | Daviess County Highway - OneIndiana | 50 | TON | Untreated Salt | Daviess | |
| | Daviess County Highway - OneIndiana | 150 | TON | Untreated Salt | Daviess | |
| | Dubois County - OneIndiana | 350 | TON | Untreated Salt | Dubois | |
| | Perry County Highway - OneIndiana | 300 | TON | Untreated Salt | Perry | |
| | Town of Bloomfield - OneIndiana | 40 | TON | Untreated Salt | Greene | |
| | Town of Darmstadt - OneIndiana | 50 | TON | Untreated Salt | Vanderburgh | |
| | Town of Ferdinand - OneIndiana | 20 | TON | Untreated Salt | Dubois | |
| | University of Southern Indiana - OneIndiana | 200 | TON | Untreated Salt | Vanderburgh | |
| | Vanderburgh County Highway - OneIndiana | 2000 | TON | Untreated Salt | Vanderburgh | |
| | Warrick County Highway - OneIndiana | 1100 | TON | Untreated Salt | Warrick | |

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|-----------------------------------------|
| TOTAL LOCALS' UNTREATED TONS |
| 169,618 |

2019/2020 INDOT Sub-District Breakout

| INDOT DISTRICT | INDOT SUB-DISTRICT | ESTIMATED TONS BY SUB-DISTRICT (Untreated Salt) | ESTIMATED TONS BY SUB-DISTRICT (Treated Salt) |
|-------------------------|-----------------------------|-------------------------------------------------|-----------------------------------------------|
| Crawfordsville | Crawfordsville | 16,788 | 0 |
| | West Lafayette | 16,285 | 3,000 |
| | Frankfort | 15,798 | 1,500 |
| | Terre Haute | 11,053 | 0 |
| | Cloverdale | 17,734 | 0 |
| | Crawfordsville Total | 77,658 | 4,500 |
| Fort Wayne | Elkhart | 14,000 | 0 |
| | Fort Wayne | 26,000 | 0 |
| | Wabash | 11,200 | 0 |
| | Bluffton | 13,800 | 0 |
| | Fort Wayne Total | 65,000 | 0 |
| Greenfield | Cambridge City | 11,577 | 0 |
| | Albany | 7,381 | 0 |
| | Indianapolis | 13,954 | 0 |
| | Greenfield | 8,515 | 0 |
| | Tipton | 9,573 | 0 |
| Greenfield Total | 51,000 | 0 | |
| LaPorte | Gary | 24,400 | 0 |
| | LaPorte | 20,200 | 0 |
| | Monticello | 9,200 | 0 |
| | Rensselaer | 10,000 | 0 |
| | Plymouth | 15,000 | 0 |
| LaPorte Total | 78,800 | 0 | |
| Seymour | Aurora | 6,363 | 0 |
| | Bloomington | 11,817 | 0 |
| | Columbus | 7,575 | 0 |
| | Falls City | 6,060 | 0 |
| | Madison | 8,080 | 0 |
| | District | 605 | 0 |
| Seymour Total | 40,500 | 0 | |
| Vincennes | Linton | 3,880 | 0 |
| | Evansville | 840 | 0 |
| | Paoli | 4,920 | 0 |
| | Tell City | 5,040 | 0 |
| | Vincennes | 9,320 | 0 |
| Vincennes Total | 24,000 | 0 | |
| Grand Totals | | ESTIMATED TONS (Untreated Salt) | ESTIMATED TONS (Treated Salt) |
| | | 336,958 | 4,500 |

2019/2020 INDOT STORAGE CAPACITIES & EARLY STORAGE REQUIREMENTS

| <i>CRAWFORDSVILLE DISTRICT</i> | | | | | |
|--------------------------------------|---------------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Crawfordsville Sub | 1201 C-ville | 3,697 | 2179 | 0 | 0 |
| | 1202 Bloomingdale | 2,376 | 1215 | 0 | 0 |
| | 1203 Newport | 1,699 | 1161 | 0 | 0 |
| | 1204 Veedersburg | 2,478 | 1,983 | 0 | 0 |
| Subtotal | | 10,250 | 6,538 | 0 | 0 |
| West Lafayette Sub | 1300 West Lafayette | 1,060 | 802 | 0 | 3,000 |
| | 1301 Fowler | 2,597 | 2,902 | 0 | 0 |
| | 1302 Carbondale | 2,088 | 695 | 0 | 0 |
| | 1303 Lafayette | 2,955 | 3,186 | 0 | 0 |
| | Pile 1 Remmington | 0 | 0 | 0 | 0 |
| Subtotal | | 8,700 | 7,585 | 0 | 3,000 |
| Frankfort Sub | 1401 Frankfort | 3,832 | 3,853 | 0 | 0 |
| | 1402 Lebanon | 2,570 | 2,763 | 0 | 1,500 |
| | 1403 Romney | 1,448 | 1,332 | 0 | 0 |
| Subtotal | | 7,850 | 7,948 | 0 | 1,500 |
| Terre Haute Sub | 1101 T.H. -I-70 | 2,321 | 3,013 | 0 | 0 |
| | 1102 Ashboro | 1,906 | 1,019 | 0 | 0 |
| | 1103 T.H.-Ft. Harrison Rd | 1,778 | 1,016 | 0 | 0 |
| Subtotal | | 6,005 | 5,048 | 0 | 0 |
| Cloverdale Sub | 1501 Cloverdale | 2,795 | 478 | 0 | 0 |
| | 1502 Bainbridge | 2,407 | 4,068 | 0 | 0 |
| | 1503 Lizton | 2,452 | 1,398 | 0 | 0 |
| | 1504 Plainfield | 2,396 | 1,740 | 0 | 0 |
| Subtotal | | 10,050 | 7,684 | 0 | 0 |
| CRAWFORDSVILLE DISTRICT TOTAL | | 42,855 | 34,803 | 0 | 4,500 |

| <i>FORT WAYNE DISTRICT</i> | | | | | |
|----------------------------|------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Elkhart Sub | 2201 Elkhart | 5,000 | 0 | 0 | 0 |
| | 2202 New Paris | | 0 | 0 | 0 |
| | 2203 Warsaw | 3,000 | 0 | 0 | 0 |
| | 2204 Brimfield | 3,000 | 0 | 0 | 0 |
| | 2205 Shipshewana | 3,000 | 0 | 0 | 0 |
| Subtotal | | 14,000 | 0 | 0 | 0 |
| Fort Wayne Sub | 2301 Fort Wayne | 6,000 | 5,000 | 0 | 0 |
| | 2302 US 27 South | 3,000 | 1,000 | 0 | 0 |
| | 2303 New Haven | 5,000 | 0 | 0 | 0 |
| | 2304 Angola | 3,000 | 0 | 0 | 0 |
| | 2305 Waterloo | 3,000 | 0 | 0 | 0 |
| | 2306 Orland | 0 | 0 | 0 | 0 |
| Subtotal | | 20,000 | 6,000 | 0 | 0 |
| Wabash Sub | 2501 Wabash | 3,000 | 0 | 0 | 0 |
| | 2502 Peru | 3,000 | 1,500 | 0 | 0 |
| | 2504 Laud | 3,000 | 700 | 0 | 0 |

| | | | | | |
|----------------------------------|---------------|---------------|---------------|----------|----------|
| Subtotal | | 9,000 | 2,200 | 0 | 0 |
| Bluffton Sub | 2601 Bluffton | 3,000 | 0 | 0 | 0 |
| | 2602 Markle | 3,000 | 0 | 0 | 0 |
| | 2603 Monroe | 3,000 | 800 | 0 | 0 |
| | 2604 Gas City | 3,000 | 1,000 | 0 | 0 |
| Subtotal | | 12,000 | 1,800 | 0 | 0 |
| FORT WAYNE DISTRICT TOTAL | | 55,000 | 10,000 | 0 | 0 |

| <i>GREENFIELD DISTRICT</i> | | | | | |
|----------------------------------|-------------------------|-------------------------------------------------------|---------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Cambridge City | 3301 Richmond | 2,210 | 1,425 | 0 | 0 |
| | 3302 Cambridge City | 3,250 | 1,850 | 0 | 0 |
| | 3303 New Castle | 1,105 | 725 | 0 | 0 |
| | 3304 Liberty | 572 | 440 | 0 | 0 |
| Subtotal | | 7,137 | 4,440 | 0 | 0 |
| Albany Sub | 3600 Albany Sub | 0 | 0 | 0 | 0 |
| | 3601 Muncie | 1,000 | 722 | 0 | 0 |
| | 3603 Albany Unit | 372 | 357 | 0 | 0 |
| | 3604 Winchester | 1,750 | 1,520 | 0 | 0 |
| | 3605 Alexandria | 1,450 | 210 | 0 | 0 |
| Subtotal | | 4,572 | 2,809 | 0 | 0 |
| Indianapolis Sub | 3101 Brookville | 2,050 | 1,560 | 0 | 0 |
| | 3102 Tibbs | 0 | 0 | 0 | 0 |
| | 3103 71st St. | 1,950 | 1,261 | 0 | 0 |
| | 3104 65th St. | 1,950 | 1,476 | 0 | 0 |
| | 3105 Madison/Mor | 1,950 | 1,757 | 0 | 0 |
| Subtotal | | 7,900 | 6,054 | 0 | 0 |
| Greenfield Sub | 3201 Greenfield | 1,250 | 1,020 | 0 | 0 |
| | 3202 Anderson | 1,760 | 1,811 | 0 | 0 |
| | 3203 Rushville | 875 | 688 | 0 | 0 |
| | 3204 Shelbyville | 675 | 436 | 0 | 0 |
| Subtotal | | 4,560 | 3,955 | 0 | 0 |
| Tipton Sub | 3501 Tipton | 1,600 | 1,210 | 0 | 0 |
| | 3502 Kokomo | 372 | 196 | 0 | 0 |
| | 3503 Westfield | 1,409 | 636 | 0 | 0 |
| | 3504 Fortville | 2,450 | 1,700 | 0 | 0 |
| Subtotal | | 5,831 | 3,742 | 0 | 0 |
| GREENFIELD DISTRICT TOTAL | | 30,000 | 21,000 | 0 | 0 |

| <i>LAPORTE DISTRICT</i> | | | | | |
|--------------------------|-------------------------|-------------------------------------------------------|---------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Gary Sub | 4701 Crown Point | 4,700 | 2,500 | 0 | 0 |
| | 4702 Miller | 5,000 | 0 | 0 | 0 |
| | 4703 Gary | 4,700 | 2,500 | 0 | 0 |
| | 4106 Chesterton | 5,000 | 0 | 0 | 0 |
| Subtotal | | 19,400 | 5,000 | 0 | 0 |
| | 4101 LaPorte | 4,000 | 2,000 | 0 | 0 |

| | | | | | |
|-------------------------------|-------------------|---------------|---------------|----------|----------|
| LaPorte | 4103 Mich. City | 5,400 | 0 | 0 | 0 |
| | 4104 Wanatah | 3,500 | 2,000 | 0 | 0 |
| | Pile 2 South Bend | 2,300 | 1,000 | 0 | 0 |
| Subtotal | | 15,200 | 5,000 | 0 | 0 |
| Monticello | 4201 Monticello | 2,000 | 0 | 0 | 0 |
| | 4202 Logansport | 3,000 | 0 | 0 | 0 |
| | 4203 Flora | 1,000 | 0 | 0 | 0 |
| | Winamac | 2,200 | 1,000 | 0 | 0 |
| Subtotal | | 8,200 | 1,000 | 0 | 0 |
| Rensselaer Sub | Rennselaer | 4,000 | 0 | 0 | 0 |
| | Roselawn | 2,000 | 1,000 | 0 | 0 |
| | Kentland | 1,000 | 0 | 0 | 0 |
| | Medaryville | 1,000 | 1,000 | 0 | 0 |
| Subtotal | | 8,000 | 2,000 | 0 | 0 |
| Plymouth Sub | 4301 Plymouth | 7,000 | 0 | 0 | 0 |
| | 4602 Rochester | 2,000 | 1,000 | 0 | 0 |
| | Mishawaka | 4,000 | 1,000 | 0 | 0 |
| Subtotal | | 13,000 | 2,000 | 0 | 0 |
| LAPORTE DISTRICT TOTAL | | 63,800 | 15,000 | 0 | 0 |

| <i>SEYMOUR DISTRICT</i> | | | | | |
|-------------------------------|-----------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Aurora Sub | 5101 Penntown | 1,100 | 200 | 0 | 0 |
| | 5102 Aberdeen | 1,100 | 200 | 0 | 0 |
| | 5103 Aurora | 1,100 | 221 | 0 | 0 |
| | 5104 Brookville | 1,000 | 200 | 0 | 0 |
| | 5105 Versailles | 1,042 | 200 | 0 | 0 |
| Subtotal | | 5,342 | 1,021 | 0 | 0 |
| Bloomington Sub | 5201 Spencer | 1,984 | 350 | 0 | 0 |
| | 5202 Martinsville | 1,984 | 350 | 0 | 0 |
| | 5203 Bloomington | 1,984 | 497 | 0 | 0 |
| | 5204 BeanBlossm | 1,984 | 350 | 0 | 0 |
| | 5205 Brownstown | 1,984 | 350 | 0 | 0 |
| Subtotal | | 9,920 | 1,897 | 0 | 0 |
| Columbus Sub | 5301 Greensburg | 2,120 | 416 | 0 | 0 |
| | 5302 Amity | 2,119 | 400 | 0 | 0 |
| | 5303 Columbus | 2,120 | 400 | 0 | 0 |
| Subtotal | | 6,359 | 1,216 | 0 | 0 |
| Falls City Sub | 5402 Sellersburg | 2,544 | 523 | 0 | 0 |
| | 5403 Corydon | 2,543 | 450 | 0 | 0 |
| Subtotal | | 5,087 | 973 | 0 | 0 |
| Madison Sub | 5501 Madison | 1,696 | 397 | 0 | 0 |
| | 5502 No. Vernon | 1,696 | 300 | 0 | 0 |
| | 5504 Scottsburg | 1,696 | 300 | 0 | 0 |
| | 5505 Salem | 1,695 | 300 | 0 | 0 |
| Subtotal | | 6,783 | 1,297 | 0 | 0 |
| Seymour District | 185 Agrico Lane 47274 | 509 | 96 | 0 | 0 |
| Subtotal | | 509 | 96 | 0 | 0 |
| SEYMOUR DISTRICT TOTAL | | 34,000 | 6,500 | 0 | 0 |

| VINCENNES DISTRICT | | | | | |
|---------------------------------|---------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Linton Sub | 6101 Linton | 660 | 660 | 0 | 0 |
| | 6102 Crane | 460 | 460 | 0 | 0 |
| | 6103 Sullivan | 820 | 820 | 0 | 0 |
| Subtotal | | 1,940 | 1,940 | 0 | 0 |
| Evansville Sub | 6301 Eville Addison | 120 | 120 | 0 | 0 |
| | 6302 Eville Boyle | 160 | 160 | 0 | 0 |
| | 6303 Poseyville | 140 | 140 | 0 | 0 |
| | 6304 Chandler | 0 | 0 | 0 | 0 |
| Subtotal | | 420 | 420 | 0 | 0 |
| Paoli Sub | 6401 Paoli | 1,260 | 1,260 | 0 | 0 |
| | 6402 Shoals | 0 | 0 | 0 | 0 |
| | 6403 Bedford | 760 | 760 | 0 | 0 |
| | 6404 Jasper | 440 | 440 | 0 | 0 |
| Subtotal | | 2,460 | 2,460 | 0 | 0 |
| Tell City Sub | 6501 Grantsburg | 0 | 0 | 0 | 0 |
| | 6502 Derby | 180 | 180 | 0 | 0 |
| | 6503 Birdseye | 780 | 780 | 0 | 0 |
| | 6504 Dale | 780 | 780 | 0 | 0 |
| | 6505 Chrisney | 780 | 780 | 0 | 0 |
| Subtotal | | 2,520 | 2,520 | 0 | 0 |
| Vincennes Sub | 6601 Petersburg | 1,360 | 1,360 | 0 | 0 |
| | 6602 Vincennes | 1,000 | 1,000 | 0 | 0 |
| | 6603 Washington | 980 | 980 | 0 | 0 |
| | 6402 Loogootee | 660 | 660 | 0 | 0 |
| | 6604 Princeton | 660 | 660 | 0 | 0 |
| Subtotal | | 4,660 | 4,660 | 0 | 0 |
| VINCENNES DISTRICT TOTAL | | 12,000 | 12,000 | 0 | 0 |

| INDOT TOTALS | UNTREATED SALT SEASONAL TOTAL | UNTREATED SALT EARLY FILL TOTAL | TREATED SALT EARLY FILL TOTAL TONS | TREATED SALT SEASONAL TOTAL TONS |
|--------------|-------------------------------|---------------------------------|------------------------------------|----------------------------------|
| | | 237,655 | 99,303 | 0 |

| INDOT Facility Addresses | | | | |
|--------------------------|----------------------------------|-----------------------------|------------------------------|---------------------|
| Site Code | Facility | Address | City-State Zip | Phone Number |
| 10401 | Fowler Unit | 600 S Grant Ave | Fowler IN 47944-1638 | 765-884-1501 |
| 10601 | Lebanon Unit | 2637 N State Road 52 | Lebanon IN 46052 | 765-482-1240 |
| 11101 | Ashboro Unit | 179 N. SR-59 | Centerpoint IN 47840 | 812-835-4493 |
| 11201 | Frankfort Subdistrict & Unit | 1675 W State Road 28 | Frankfort IN 46041-6999 | 765-659-3360 |
| 12301 | Veedersburg Unit | 201 S Sterling Ave | Veedersburg IN 47987 | 765-294-2241 |
| 13201 | Lizton Unit | I 74 and State Road 39 | Lizton IN 46149 | 317-994-5397 |
| 13202 | Plainfield Unit | 1000 S Center St | Plainfield IN 46168 | 317-839-0189 |
| 15401 | Crawfordsville District Complex | 41 W CR 300N | Crawfordsville IN 47933-9088 | 765-361-5200 |
| 16101 | Bloomington Unit | 3422 N US Highway 41 | Bloomington IN 47832 | 765-498-3653 |
| 16701 | Cloverdale Subdistrict | 10 N High Street | Cloverdale IN 46120-0749 | 765-795-6825 |
| 16702 | Bainbridge Unit | 1558 W US Highway 36 | Bainbridge IN 46105 | 765-498-3653 |
| 17902 | Romney Unit | 12800 US Highway 231 S | Romney IN 47981 | 765-538-3711 |
| 17903 | Lafayette Unit | 5110 St. Rd. 43 N | West Lafayette IN 47906 | 765-463-4403 |
| 18301 | Newport Unit | 990 S. Old SR-63 | Hilldale IN 47854 | 765-492-3536 |
| 18401 | Terre Haute Subdistrict Complex | 5693 E Sony Dr | Terre Haute IN 47801-0006 | 812-232-1176 |
| 18402 | Fort Harrison Unit | 2900 Ft. Harrison Rd. | Terre Haute IN 47805 | 812-466-4261 |
| | West Lafayette Subdistrict | 2319 U.S. 231 | West Lafayette IN 47906 | 765-743-3253 |
| 18601 | Carbondale Unit | 1538 W. 200N | Williamsport IN 47993 | 765-762-6020 |
| | Remington/S.R. 24 Dome | NE Quadrant of I-65/S.R. 24 | Remington, IN 47977 | N/A |
| 20101 | Monroe Unit | RR 1 CR 100 W | Monroe IN 46772 | 260-692-6324 |
| 20201 | Fort Wayne District Complex | 5333 Hatfield Rd | Fort Wayne IN 46808-1042 | 260-484-9541 |
| 20202 | New Haven Unit | 2111 McConnel Rd | New Haven IN 46774 | 260-749-8612 |
| 20203 | US27 South Unit & Test Lab | 10422 US27 South | Fort Wayne IN 46816 | 260-447-6746 |
| 21701 | Waterloo Unit | 3407 US 6 | Waterloo IN 46793 | 260-837-8491 |
| 22001 | Elkhart Subdistrict | 58905 County Road 9 | Elkhart IN 46517-9531 | 574-294-3178 |
| 22002 | New Paris Unit | 21335 US 6 | New Paris IN 46553 | 574-831-4267 vacant |
| 22701 | Gas City Unit | 5291 East 500 South | Gas City IN 46953 | 765-674-1461 |
| 23501 | Markle Unit | 555 Harrison Street | Markle IN 46770 | N/A VACANT |
| 24301 | Warsaw Subdistrict | 2790 Fox Farm Rd | Warsaw IN 46582-6545 | 574-267-6847 |
| 24401 | Shipshewana Unit | CR 675 W | Shipshewana IN 46565 | 260-768-4597 |
| 25201 | Peru Unit | 2892 W 200 N | Peru IN 46970 | 260-768-4597 |
| 25701 | Brimfield Unit | 0507 East US 6 | Wawaka, IN 46720 | 260-636-7445 |
| 27601 | Angola Subdistrict | 315 S Gerald Lett Ave | Angola IN 46703-2177 | 260-665-9507 |
| 27603 | Orland Unit & Testing Lab | SR 327 | Orland, IN 46776 | 260-668-3929 |
| 28501 | Wabash Subdistrict & Testing Lab | 1178 Manchester Ave | Wabash IN 46992-1637 | 260-563-0682 |
| 28503 | North Manchester Unit | 11758 N SR 13 | North Manchester 46962 | SOLD |
| 29001 | Bluffton Subdistrict | 2800 W State Road 124 | Bluffton IN 46716-9745 | 260-694-6383 |
| 29201 | Laud Unit | 5631 SR 9 | Columbia City IN 46725 | 260-396-2929 |
| 31801 | Muncie Unit | 5400 N Old SR 3N | Muncie IN 47302 | 765-289-2652 |
| 32901 | Westfield Unit | 651 SR 32 West | Westfield IN 46074-6849 | 317-896-2240 |
| 33001 | Greenfield District Complex | 32 S Broadway St | Greenfield IN 46140-2227 | 317-462-7751 |
| 33301 | New Castle Unit | 3906 S SR 3 | New Castle IN 47362 | 765-529-6520 |
| 33401 | Kokomo Unit | 3814 E 00 North South | Kokomo IN 46901-6649 | 765-457-7909 |
| 33801 | Portland Unit | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 34801 | Anderson Unit | 6536 Columbus Ave | Anderson IN 48013-3433 | 765-683-1097 |
| 34802 | Alexandria Unit | 76 E SR 28, | Alexandria IN 46001 | 765-724-7491 |
| 34803 | Fortville Unit | 7400 S SR 13 | Pendleton IN 46064 | 317-485-6628 |
| 34901 | Indianapolis Subdistrict | 7105 Brookville Rd | Indianapolis IN 46239 | 317-356-2412 |
| 34906 | 71st Street Unit | 7160 Lafayette Rd | Indianapolis IN 46278 | 317-297-0962 |
| 34907 | 65th Street Unit | 5350 E 65th St | Indianapolis IN 46220 | 317-849-1436 |
| 34908 | Madison & Morris Unit | 1040 S Madison Ave | Indianapolis IN 46225 | 317-634-1987 |
| 36801 | Albany Subdistrict | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 36802 | Winchester Unit | 101 Inks Dr (SR 32) | Winchester IN 47394 | 765-584-5541 |
| 37001 | Rushville Unit | 2123 W SR 44 | Rushville IN 46173 | 765-932-2636 |
| 37301 | Shelbyville Unit | 76 Rampart St | Shelbyville IN 46176 | 317-398-7647 |
| 38001 | Tipton Subdistrict | 2152 W State Road 28 | Tipton IN 46062-8209 | 765-675-7402 |
| 38101 | Liberty Unit | 4902 W SR 44 | Liberty IN 47353 | 765-458-5771 |
| 38901 | Centerville Subdistrict | 5247 W US Highway 40 | Centerville IN 47330-9785 | N/A |
| 38902 | Cambridge City Subdistrict Site | 1241 S SR 1 | Cambridge City IN 47327 | 765-334-8168 |
| 38903 | Cambridge City Unit | 14178 Frontage Rd | Cambridge City IN 47327 | N/A |
| 38904 | Richmond Unit | 2790 Salisbury Rd | Richmond IN 47374 | 765-962-2166 |
| 40801 | Monticello Subdistrict | 12209 N 1200 W | Monticello IN 47960-2789 | 574-583-4173 |
| 40803 | Flora Unit | 1011 S State Road 75 | Flora IN 46929 | 574-967-3796 |

| | | | | |
|-------|----------------------------------------------|-------------------------------|---------------------------|------------------------------|
| 40901 | Logansport Unit | 2098 S State Road 25 | Logansport IN 46947 | 574-753-3592 |
| 42501 | Rochester Unit | 8 W 50 N | Rochester IN 46975 | 574-223-3162 |
| 43701 | Rensselaer Subdistrict | 1130 E Maple St | Rensselaer IN 47978 | 219-866-5820 |
| 43702 | Roselawn Unit | 9958 N. 600 East | Roselawn IN 46372 | 219-345-4400 |
| 44501 | Gary Subdistrict | 7601 Melton Rd | Gary IN 46404 | 219-939-3901 |
| 44502 | Gary (West) Unit | 7306 W. 15 th Ave. | Gary IN 46404 | 219-949-7867 |
| 44503 | Crown Point Unit | 1717 E. 129 th St. | Crown Point IN 46307 | 219-663-5084 |
| 44601 | LaPorte District Complex | 315 E Boyd Ave | LaPorte IN 46350-6734 | 219-362-6125 |
| 44602 | Michigan City Unit | 6100 E. Michigan Blvd. | Michigan City IN 46360 | 219-874-8944 |
| 44603 | Wanatah Unit | 10621 W. US 30 | Wanatah IN 46390 | 219-733-0303 |
| 45001 | Plymouth Subdistrict | 2845 Jack Greenlee Dr | Plymouth IN 46563-8420 | 574-914-0544 |
| 45601 | Kentland Unit | 12788 S. US 41 | Kentland IN 47951 | 574-866-5820 |
| 46401 | Chesterton Unit | 142 E. US 20 | Chesterton IN 46304 | 219-926-7301 |
| 46601 | Winamac Unit | 1651 N US35 | Winamac IN 46996 | 574-946-3567 |
| 46602 | Medaryville Unit | 15028 N. 600 East | Medaryville IN 47957 | 219-843-8262 |
| | South Bend | 55650 Mayflower Rd. | South Bend IN 46619 | |
| 47101 | Mishawaka Unit | 915 S Beiger St | Mishawaka IN 46544 | 574-259-1162 |
| 50301 | Columbus Subdistrict & Columbus Unit | 3545 Two Milehouse RD | Columbus IN 47201-9242 | 812-372-7837 812-525-8965 |
| 50701 | Beanblossom Salt Building | 6751 N SR135 | Bean Blossom, IN 46160 | 812-216-3582 |
| 50001 | Falls City Subdistrict & Sellersburg Unit | 5701 US 31 | Clarksville IN 47129-9243 | 812-282-7493 812-528-1474 |
| 50501 | Aurora Subdistrict & Aurora Unit | 10995 Marsh Road | Aurora IN 47001-9132 | 513-623-7638 |
| 50602 | Greensburg Unit | 2499 North Cleo Lane | Greensburg 47240 | 812-569-0901 |
| 50401 | Brookville Unit | 540 E. Ninth ST | Brookville 47012 | 812-530-0932 |
| 50101 | Corydon Unit | 3180 Harrison Way NW | Corydon IN 47112 | 812-528-1488 |
| 50601 | Seymour District Complex | 185 Agrico Ln | Seymour IN 47240-4055 | 812-524-3709 |
| 50602 | Brownstown OLD DOME | 317 N SR. 135 | Brownstown 47220 | 812-528-0148 |
| 50602 | Brownstown Unit, Salt Building | 700 N. Main Street | Brownstown 47220 | 812-528-0148 |
| 50901 | Madison Subdistrict JPG & Madison Unit | 1875 JPG Woodfil Rd | Madison IN 47250-9741 | 812-574-4368 812-528-1511 |
| 50902 | North Vernon Unit | 2900 N. ST.Hwy 3 | North Vernon 47265 | 812-528-1463 |
| 50001 | Amity Unit | 4511 S Hwy 31 | Amity 47131 | 812-528-1466 |
| 50301 | Bloomington Subdistrict and Bloomington Unit | 2965 Prow Rd | Bloomington IN 47404-1603 | 812-332-1411 812-528-1441 |
| | Bloomington I69 O&M | 6580 Connaught Road | Bloomington IN 47404-1603 | 812-332-1411 |
| 50501 | Martinsville Unit | 1188 Lenoil Rd | Martinsville 46151 | 812-216-3582 |
| 50801 | Aberdeen Unit | 9057 Aberdeen Road | Rising Sun 47040 | 513-623-7638 |
| 50001 | Spencer Unit | 2201 E St Rd 46 | Spencer 47460 | 812-528-1441 |
| 50901 | Penntown Unit | 14209 Rosefelt Rd | Sunman 47041 | 812-569-2876 |
| 50902 | Versailles Unit | 1905 S US 421 | Versailles 47042 | 812-216-9651 |
| 50201 | Scottsburg Unit | 1601 W McClain Ave | Scottsburg 47170 | 812-216-9822 |
| 50801 | Salem Unit | 4780 W State Road 60 | Salem IN 47167 | 812-972-0453 |
| 60401 | Washington Unit | 914 Hwy 57 S | Washington IN 47501 | 812-254-0047 |
| 60901 | Jasper Unit | 1967 SR 162 | Jasper IN 47546 | 812-482-3422 |
| 60601 | Princeton Unit & 210 Lot | 3210 W Broadway | Princeton IN 47670 | |
| 60801 | Linton Subdistrict | 6161 12th St SE | Linton IN 47441 | 812-847-2246 |
| 62802 | Crane Unit | 13573 E 1700 N | Newberry, In 47449 | 812-863-2670 |
| 64201 | Vincennes District Complex | 3650 S US Highway 41 | Vincennes IN 47591-9443 | 1-800-279-5758 |
| 64701 | Bedford Unit | 1415 Bundy LN | Bedford IN 47421 | 812-279-1340 |
| 65101 | Loogootee Unit | 446 N 1250 E | Loogootee, IN 47553 | 812-2954877 |
| 65901 | Paoli Subdistrict | 1222 N Greenbriar | Paoli IN 47454-8811 | 812-203-2005 |
| 66201 | Tell City Subdistrict | 15077 Old State Road 37 | Tell City IN 47586-8624 | 812-836-2112 |
| 66202 | Derby Unit | 15114 Old SR 37 | Tell City IN 47586 | 812-836-2748 |
| 66203 | Birdseye Unit | 26900 SR 145 | Siberia In 47515 | 812-357-7508 |
| 66301 | Petersburg Unit | 1120 North Vincennes Ave | Petersburg IN 47567 | 812-354-9631 |
| 66501 | Poseyville Unit | 10 N Walnut | Poseyville IN 47633 | 812-8743400 |
| 67401 | Dale Unit Site & Testing Lab | 21235 N US Highway 231 | Dale IN 47523 | 812-937-4481 |
| 67402 | Chrisney Unit | 823 N Main | Chrisney IN 47611 | 812362-7778 |
| 67701 | Sullivan Unit | 810 Frakes Street | Sullivan IN 47882 | 812-268-3292 |
| 68201 | Evansville Subdistrict | 16601 N Boyle Ln | Evansville IN 47725-8522 | 812-867-9017 |
| 68202 | Evansville Extra Unit & Test Lab | 3200 Marion Ave | Evansville IN 47712 | 812-424-3421 |
| 68701 | Chandler Unit | 322 Inderrieden Rd | Chandler IN 47610 | 812-925-3736 |

2019/2020 Road Salt Quantities by State Agency

Treated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | Deliver To Zip Code | Contact Phone Number | Other Delivery Notes |
|---------------------------------|-----------------------------------------|--------------------|---------------------------|-----------------|---------------------|--------------------|------------------------------|-----------------|------------------|---------------------|-----------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| Crawfordsville - 10 | DOC-Indiana Women's Prison | Other State Agency | 40 | TON | Treated | Delivered | 2596 Girls School Rd | Indianapolis | IN | 46214 | 317-244-3387 | Contact is Mike Callahan |
| | DOC-Putnamville Correctional Facility | Other State Agency | 75 | TON | Treated | Delivered | 1946 W US Hwy 40 | Greencastle | IN | 46135 | 765-653-8441, Ext 214 | Contact is Dennis Taylor. Please call ahead prior to delivery so staff may meet the delivery truck. |
| | DOC-Rockville Correctional Facility | Other State Agency | 40 | TON | Treated | Delivered | 811 W 50 N | Rockville | IN | 47872 | 765-569-3178, ext 342 | Contact is Richard Buehler, PPD / Can also be reached via email at or Rbuehler@idoc.in.gov |
| TOTAL TONS | | | 155 | | | | | | | | | |
| Greenfield - 30 | Richmond State Hospital | Other State Agency | 75 | TON | Treated | Delivered | 498 N.W. 18th St, | Richmond | IN | 47374 | 765-935-9260 | Contact is Karen Smallwood. Upon arrival to location's campus for salt delivery, please call for detail on where salt should be taken. |
| | IDOA Facilities | Other State Agency | 160 | TON | Treated | Delivered | 601 West McCarty St. | Indianapolis | IN | 46225 | 317-605-3936 | |
| | Indiana State Fair Commission | Other State Agency | 80 | TON | Treated | Delivered | 1202 E. 38th St. | Indianapolis | IN | 46205 | 317-459-2708 | Jimmy Stucky is contact - please call him for directions onto the grounds during delivery. |
| TOTAL TONS | | | 315 | | | | | | | | | |
| Seymour - 50 | Camp Atterbury | Other State Agency | 200 | TON | Treated | Delivered + Loaded | Camp Atterbury, Building 232 | Edinburgh | IN | 46124 | 812-526-1104 | Contact is Dave Stropo - Email address is david.jstropo.nfg@mail.mil |
| TOTAL TONS | | | 200 | | | | | | | | | |
| Vincennes - 60 | DOC-Wabash Valley Correctional Facility | Other State Agency | 25 | TON | Treated | Delivered | 6908 S Old US Hwy 41 | Carlisle | IN | 47838 | 812-398-5050 | Contact is Greg Eaton |
| TOTAL TONS | | | 25 | | | | | | | | | |
| TOTAL OSAs' TREATED TONS | | | 695 | | | | | | | | | |

Untreated Salt

| INDOT District | Entity Name | Entity Type | 2018/2019 Quantity (100%) | Unit of Measure | 2018/2019 Salt Type | Delivery Method | Delivery Address | Deliver To City | Deliver To State | Entity Phone Number | Other Delivery Notes | |
|-----------------------------------|-------------------------------------------|--------------------|---------------------------|-----------------|---------------------|-----------------|----------------------------|-----------------|------------------|---------------------|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Crawfordsville - 10 | Plainfield Complex | Other State Agency | 100 | TON | Untreated | Delivered | 501 W. Main St. | Plainfield | IN | 46168 | 317-839-7751 | Contact is Alan Wehrman |
| TOTAL | | | 100 | | | | | | | | | |
| Greenfield - 30 | DOC-Correctional Industrial Facility / IR | Other State Agency | 80 | TON | Untreated | Delivered | 4490 West Reformatory Road | Pendleton | IN | 46064 | 317-965-0596 | Brad Weesner is the contact. |
| TOTAL | | | 80 | | | | | | | | | |
| LaPorte - 40 | DOC-Indiana State Prison | Other State Agency | 50 | TON | Untreated | Delivered | 1 Park Row | Michigan City | IN | 46360 | 219-874-7256 x3516 219-874-7256 x1200 | Contacts are: 1st - Art Kaufman, 219.874.7256 x3516 2nd - Don Parkes 219.874.7256 x1200 Entrance to facility for deliveries is on the North side. Delivery times are Monday – Friday from 7 am to 1 pm |
| | DOC-Westville Correctional Facility | Other State Agency | 100 | TON | Untreated | Delivered | 5501 S. 1100 W | Westville | IN | 46391 | 219-608-0822 | Leon Stuller or Cory Simic |
| TOTAL TONS | | | 150 | | | | | | | | | |
| Seymour - 50 | DOC-Madison Correctional Facility | Other State Agency | 50 | TON | Untreated | Delivered | 800 MSH Bus Stop Dr. | Madison | IN | 47250 | 812-265-6154 | Contact is Jeff Meece |
| | Madison State Hospital | Other State Agency | 50 | TON | Untreated | Delivered | 711 Green Rd. | Madison | IN | 47250 | 812-265-7747 812-265-7448 | Patty Chandler-Phagan: 812-265-7448 |
| TOTAL TONS | | | 100 | | | | | | | | | |
| Vincennes - 60 | Branchville Correctional Facility | Other State Agency | 0 | TON | N/A | N/A | 21390 Old State Rd. 37 | Branchville | IN | 47514 | 812-843-4201 | Contact is Rob Howerton |
| TOTAL OSAs' UNTREATED TONS | | | 430 | | | | | | | | | |

2019/2020 Local Governmental Entity Tonnage By INDOT District

Treated Salt

| INDOT District | Customer Name | Requested Quantity (100%) | Unit Of Measure | Salt Description | County | Total Tons By District |
|-------------------------------------------|-----------------------------------------------|---------------------------|-----------------|------------------|------------|------------------------|
| Crawfordsville - 10 | Boone County - OneIndiana | 1500 | TON | Treated Salt | Boone | 17,370 |
| | City of Covington - OneIndiana | 25 | TON | Treated Salt | Fountain | |
| | City of Greencastle Public Works - OneIndiana | 700 | TON | Treated Salt | Putnam | |
| | City of Lebanon - OneIndiana | 600 | TON | Treated Salt | Boone | |
| | City of Terre Haute Street - OneIndiana | 1000 | TON | Treated Salt | Vigo | |
| | Clay County - OneIndiana | 150 | TON | Treated Salt | Clay | |
| | Clinton County Government - OneIndiana | 1000 | TON | Treated Salt | Clinton | |
| | Fountain Co. Highway - OneIndiana | 275 | TON | Treated Salt | Fountain | |
| | Hendricks County - OneIndiana | 2800 | TON | Treated Salt | Hendricks | |
| | Indiana State University - K12Indiana | 100 | TON | Treated Salt | Vigo | |
| | Lebanon Comm School Corp - K12Indiana | 130 | TON | Treated Salt | Boone | |
| | Montgomery County Highway Dept - OneIndiana | 1500 | TON | Treated Salt | Montgomery | |
| | MSD of Wayne Township - K12Indiana | 150 | TON | Treated Salt | Fountain | |
| | Town of Avon - OneIndiana | 1600 | TON | Treated Salt | Hendricks | |
| | Town of Cloverdale - OneIndiana | 100 | TON | Treated Salt | Putnam | |
| | Town of Danville - OneIndiana | 800 | TON | Treated Salt | Hendricks | |
| | Town of Fairview Park - OneIndiana | 25 | TON | Treated Salt | Vermillion | |
| | Town of Mooresville - OneIndiana | 500 | TON | Treated Salt | Morgan | |
| | Town of Otterbein - OneIndiana | 80 | TON | Treated Salt | Benton | |
| | Town of Oxford - OneIndiana | 40 | TON | Treated Salt | Benton | |
| | Town of Plainfield - OneIndiana | 2200 | TON | Treated Salt | Hendricks | |
| | Town of Speedway - OneIndiana | 400 | TON | Treated Salt | Lake | |
| | Town of Veedersburg - OneIndiana | 40 | TON | Treated Salt | Fountain | |
| | Town of Whitestown - OneIndiana | 1000 | TON | Treated Salt | Boone | |
| | Town of Williamsport - OneIndiana | 60 | TON | Treated Salt | Warren | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| | Vermillion County - OneIndiana | 100 | TON | Treated Salt | Vermillion | |
| West Lebanon Utilities | 20 | TON | Treated Salt | Warren | | |
| Zionsville Community Schools - K12Indiana | 275 | TON | Treated Salt | Boone | | |
| Fort Wayne - 20 | City of Angola - OneIndiana | 200 | TON | Treated Salt | Steuben | |
| | City of Bluffton - OneIndiana | 500 | TON | Treated Salt | Wells | |
| | City of Butler - OneIndiana | 80 | TON | Treated Salt | DeKalb | |
| | City of Ligonier - OneIndiana | 300 | TON | Treated Salt | Noble | |
| | City of Montpelier - OneIndiana | 75 | TON | Treated Salt | Blackford | |
| | Town of Andrews - OneIndiana | 20 | TON | Treated Salt | Huntington | |
| | Town of Cromwell | 20 | TON | Treated Salt | Noble | |
| | Town of Hamilton | 140 | TON | Treated Salt | Steuben | |
| | Town of North Manchester - OneIndiana | 180 | TON | Treated Salt | Wabash | |
| | Town of North Webster - OneIndiana | 150 | TON | Treated Salt | Kosciusko | |
| | Town of Ossian - OneIndiana | 100 | TON | Treated Salt | Wells | |
| | Town of Topeka - OneIndiana | 125 | TON | Treated Salt | LaGrange | |

| | | | | | | |
|-----------------------------------|-------------------------------------------------------------|------|--------------|--------------|------------|-------|
| | Town of Winona Lake - OneIndiana | 350 | TON | Treated Salt | Kosciusko | |
| | Wells County Highway - OneIndiana | 400 | TON | Treated Salt | Wells | 2,640 |
| Greenfield - 30 | City of Alexandria - OneIndiana | 200 | TON | Treated Salt | Madison | |
| | City of Anderson Street - OneIndiana | 3000 | TON | Treated Salt | Madison | |
| | City of Beech Grove - OneIndiana | 900 | TON | Treated Salt | Marion | |
| | City of Elwood - OneIndiana | 80 | TON | Treated Salt | Madison | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 3000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 5000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Indianapolis - OneIndiana | 7000 | TON | Treated Salt | Marion | |
| | City of Lawrence - OneIndiana | 1000 | TON | Treated Salt | Marion | |
| | City of New Castle - OneIndiana | 600 | TON | Treated Salt | Henry | |
| | City of Richmond - OneIndiana | 1200 | TON | Treated Salt | Wayne | |
| | City of Shelbyville Street - OneIndiana | 500 | TON | Treated Salt | Shelby | |
| | Franklin Township Community School Corporation - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | Hancock County Highway - OneIndiana | 2100 | TON | Treated Salt | Hancock | |
| | Henry County Highway - OneIndiana | 1000 | TON | Treated Salt | Henry | |
| | IUPUI - OneIndiana | 650 | TON | Treated Salt | Marion | |
| | MSD Lawrence Township - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | MSD of Decatur Township - OneIndiana | 100 | TON | Treated Salt | Marion | |
| | MSD of Warren Township - OneIndiana | 150 | TON | Treated Salt | Marion | |
| | MSD of Wayne Township - K12Indiana | 150 | TON | Treated Salt | Marion | |
| | MSD Washington Township - OneIndiana | 400 | TON | Treated Salt | Marion | |
| | Shelby County Government - OneIndiana | 600 | TON | Treated Salt | Shelby | |
| | Town of Cambridge City - OneIndiana | 60 | TON | Treated Salt | Wayne | |
| | Town of Chesterfield - OneIndiana | 80 | TON | Treated Salt | Madison | |
| | Town of Clermont - OneIndiana | 50 | TON | Treated Salt | Marion | |
| | Town of Eaton - OneIndiana | 120 | TON | Treated Salt | Delaware | |
| | Town of Fortville - OneIndiana | 140 | TON | Treated Salt | Hancock | |
| | Town of Fountain City - OneIndiana | 50 | TON | Treated Salt | Wayne | |
| | Town of Frankton - OneIndiana | 60 | TON | Treated Salt | Madison | |
| | Town of Hagerstown - OneIndiana | 100 | TON | Treated Salt | Wayne | |
| Town of Lapel - OneIndiana | 100 | TON | Treated Salt | Madison | | |
| Town of McCordsville - OneIndiana | 240 | TON | Treated Salt | Hancock | | |
| Town of Pendleton - OneIndiana | 200 | TON | Treated Salt | Madison | | |
| Town of Shirley - OneIndiana | 50 | TON | Treated Salt | Hancock | | |
| Town of Summitville - OneIndiana | 60 | TON | Treated Salt | Madison | | |
| Town of Yorktown - OneIndiana | 700 | TON | Treated Salt | Delaware | 49,840 | |
| | City of East Chicago - OneIndiana | 3000 | TON | Treated Salt | Lake | |
| | City of Gary - OneIndiana | 5000 | TON | Treated Salt | Lake | |
| | City of Hammond - OneIndiana | 6700 | TON | Treated Salt | Lake | |
| | City of Lake Station - OneIndiana | 800 | TON | Treated Salt | Lake | |
| | City of Mishawaka - OneIndiana | 2500 | TON | Treated Salt | St. Joseph | |
| | City of Monticello - OneIndiana | 320 | TON | Treated Salt | White | |
| | City of Rensselaer - OneIndiana | 160 | TON | Treated Salt | Jasper | |

| | | | | | |
|--------------------------------------------|------------------------------------------------------------------|------|--------------|--------------|------------|
| La Porte - 40 | City of Rochester - OneIndiana | 100 | TON | Treated Salt | Fulton |
| | City of Whiting - OneIndiana | 550 | TON | Treated Salt | Lake |
| | Indiana University Northwest | 100 | TON | Treated Salt | Lake |
| | Merrillville Community Schools - K12Indiana | 250 | TON | Treated Salt | Lake |
| | New Prairie United School Corp - K12Indiana | 150 | TON | Treated Salt | La Porte |
| | Newton County - OneIndiana | 1400 | TON | Treated Salt | Newton |
| | Purdue University Northwest | 160 | TON | Treated Salt | Lake |
| | Starke County Highway Department - OneIndiana | 250 | TON | Treated Salt | Starke |
| | Town of Camden - OneIndiana | 30 | TON | Treated Salt | Carroll |
| | Town of Cedar Lake Public Works - OneIndiana | 1000 | TON | Treated Salt | Lake |
| | Town of Dyer - OneIndiana | 1250 | TON | Treated Salt | Lake |
| | Town of Kingsford Heights - OneIndiana | 60 | TON | Treated Salt | LaPorte |
| | Town of Kouts - OneIndiana | 75 | TON | Treated Salt | Porter |
| | Town Of Long Beach - OneIndiana | 600 | TON | Treated Salt | La Porte |
| | Town of Munster - OneIndiana | 3000 | TON | Treated Salt | Lake |
| | Town of Ogden Dunes - OneIndiana | 300 | TON | Treated Salt | Porter |
| | Town of St John - OneIndiana | 2400 | TON | Treated Salt | Lake |
| | Town of Trail Creek - OneIndiana | 100 | TON | Treated Salt | LaPorte |
| | Town of Westville - OneIndiana | 80 | TON | Treated Salt | LaPorte |
| | Town of Winamac - OneIndiana | 100 | TON | Treated Salt | Pulaski |
| Town of Winfield - OneIndiana | 800 | TON | Treated Salt | Lake | |
| Twin Lakes School Corporation - K12Indiana | 75 | TON | Treated Salt | White | |
| White County Highway - OneIndiana | 1000 | TON | Treated Salt | White | |
| Seymour - 50 | Brown County Government - OneIndiana | 2000 | TON | Treated Salt | Brown |
| | City of Batesville - OneIndiana | 450 | TON | Treated Salt | Ripley |
| | City of Charlestown - OneIndiana | 250 | TON | Treated Salt | Clark |
| | City of Franklin - OneIndiana | 500 | TON | Treated Salt | Johnson |
| | City of Greendale - OneIndiana | 500 | TON | Treated Salt | Dearborn |
| | City of Greensburg - OneIndiana | 450 | TON | Treated Salt | Decatur |
| | City of Lawrenceburg - OneIndiana | 500 | TON | Treated Salt | Dearborn |
| | City of New Albany - OneIndiana | 1200 | TON | Treated Salt | Floyd |
| | City of Rising Sun - OneIndiana | 100 | TON | Treated Salt | Ohio |
| | City of Salem - OneIndiana | 175 | TON | Treated Salt | Washington |
| | Clark County Highway Dept | 2500 | TON | Treated Salt | Clark |
| | Cordry-Sweetwater Conservancy District | 50 | TON | Treated Salt | Brown |
| | Dearborn County Dept. of Transportation - OneIndiana | 5000 | TON | Treated Salt | Dearborn |
| | Decatur County Highway - OneIndiana | 100 | TON | Treated Salt | Decatur |
| | Floyd County Road - OneIndiana | 2500 | TON | Treated Salt | Floyd |
| | Franklin County Highway - OneIndiana | 1600 | TON | Treated Salt | Franklin |
| | Harrison County Highway - OneIndiana | 2000 | TON | Treated Salt | Harrison |
| | Jennings County Highway - OneIndiana | 800 | TON | Treated Salt | Jennings |
| | Johnson County Highway - OneIndiana | 400 | TON | Treated Salt | Johnson |
| | New Albany-Floyd County Consolidated School Corporation - K12Ind | 80 | TON | Treated Salt | Floyd |
| Ohio County Highway - OneIndiana | 250 | TON | Treated Salt | Dearborn | |
| Town of Bargersville - OneIndiana | 300 | TON | Treated Salt | Johnson | |
| Town of Brooklyn - OneIndiana | 50 | TON | Treated Salt | Morgan | |
| Town of Brookville - OneIndiana | 80 | TON | Treated Salt | Franklin | |
| Town of Clarksville Street - OneIndiana | 600 | TON | Treated Salt | Clark | |

32,310

| | | | | | | |
|----------------|--------------------------------------------------------|-----|-----|--------------|-------------|--------|
| | Town of Georgetown - OneIndiana | 150 | TON | Treated Salt | Floyd | |
| | Town of Hope Utilities - OneIndiana | 40 | TON | Treated Salt | Bartholomew | |
| | Town of Morgantown - OneIndiana | 40 | TON | Treated Salt | Morgan | |
| | Town of New Whiteland - OneIndiana | 150 | TON | Treated Salt | Johnson | |
| | Town of Princes Lakes - OneIndiana | 80 | TON | Treated Salt | Johnson | |
| | Town of Sellersburg - OneIndiana | 200 | TON | Treated Salt | Clark | |
| | Town of Trafalgar - OneIndiana | 60 | TON | Treated Salt | Johnson | |
| | Town of Whiteland - OneIndiana | 400 | TON | Treated Salt | Johnson | |
| | Washington County - OneIndiana | 300 | TON | Treated Salt | Washington | 23,855 |
| Vincennes - 60 | City of Bedford - OneIndiana | 800 | TON | Treated Salt | Lawrence | |
| | City of Princeton - OneIndiana | 200 | TON | Treated Salt | Gibson | |
| | City of Washington - OneIndiana | 300 | TON | Treated Salt | Daviess | |
| | Evansville Vanderburgh School Corporation - OneIndiana | 230 | TON | Treated Salt | Vanderburgh | |
| | Martin County - OneIndiana | 100 | TON | Treated Salt | Martin | |
| | Town of English - OneIndiana | 40 | TON | Treated Salt | Crawford | |
| | Town of Ferdinand - OneIndiana | 40 | TON | Treated Salt | Dubois | |
| | Town of Orleans - OneIndiana | 50 | TON | Treated Salt | Orange | |
| | Town of Paoli - OneIndiana | 150 | TON | Treated Salt | Orange | 1910 |

| |
|---------------------------------------|
| TOTAL LOCALS' TREATED TONS |
| 127,925 |

Untreated Salt

| INDOT District | Customer Name | Requested Quantity (100%) | Unit Of Measure | Salt Description | County | Total Tons By District |
|---------------------|--------------------------------------------|---------------------------|-----------------|------------------|------------|------------------------|
| Crawfordsville - 10 | Avon Community School - K12Indiana | 140 | TON | Untreated Salt | Hendricks | |
| | Boone County - OneIndiana | 100 | TON | Untreated Salt | Boone | |
| | City of Attica - OneIndiana | 75 | TON | Untreated Salt | Fountain | |
| | City of Crawfordsville Street - OneIndiana | 700 | TON | Untreated Salt | Montgomery | |
| | City of Frankfort - OneIndiana | 200 | TON | Untreated Salt | Clinton | |
| | City of Lafayette - OneIndiana | 150 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 200 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 2000 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 2500 | TON | Untreated Salt | Tippecanoe | |
| | City of Lafayette - OneIndiana | 6000 | TON | Untreated Salt | Tippecanoe | |
| | Hendricks County - OneIndiana | 1800 | TON | Untreated Salt | Hendricks | |
| | Putnam County - OneIndiana | 1000 | TON | Untreated Salt | Putnam | |
| | Town of Brownsburg - OneIndiana | 2000 | TON | Untreated Salt | Hendricks | |
| | Town of Zionsville - OneIndiana | 1500 | TON | Untreated Salt | Boone | |
| | Vigo County Highway - OneIndiana | 1250 | TON | Untreated Salt | Vigo | |
| | Vigo County Highway - OneIndiana | 1250 | TON | Untreated Salt | Vigo | 20,865 |
| | Adams County Highway - OneIndiana | 170 | TON | Untreated Salt | Adams | |

| | | | | | |
|-------------------------------------|--------------------------------------------|------|----------------|----------------|---------------|
| Fort Wayne - 20 | City of Angola - OneIndiana | 1200 | TON | Untreated Salt | Steuben |
| | City of Auburn - OneIndiana | 900 | TON | Untreated Salt | DeKalb |
| | City of Columbia City - OneIndiana | 600 | TON | Untreated Salt | Whitley |
| | City of Garrett - OneIndiana | 300 | TON | Untreated Salt | DeKalb |
| | City of Gas City - OneIndiana | 50 | TON | Untreated Salt | Grant |
| | City of Goshen - OneIndiana | 1000 | TON | Untreated Salt | Elkhart |
| | City of Hartford City - OneIndiana | 350 | TON | Untreated Salt | Blackford |
| | City of Huntington - OneIndiana | 700 | TON | Untreated Salt | Huntington |
| | City of Jonesboro - OneIndiana | 60 | TON | Untreated Salt | Grant |
| | City of Kendallville - OneIndiana | 300 | TON | Untreated Salt | Noble |
| | City of Nappanee - OneIndiana | 250 | TON | Untreated Salt | Elkhart |
| | City of Peru - OneIndiana | 400 | TON | Untreated Salt | Miami |
| | City of Wabash Street - OneIndiana | 400 | TON | Untreated Salt | Wabash |
| | City of Warsaw Public Works - OneIndiana | 1800 | TON | Untreated Salt | Kosciusko |
| | DeKalb County Central Schools - K12Indiana | 40 | TON | Untreated Salt | DeKalb |
| | DeKalb County Highway - OneIndiana | 2000 | TON | Untreated Salt | DeKalb |
| | Elkhart County Highway - OneIndiana | 500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 1500 | TON | Untreated Salt | Elkhart |
| | Elkhart County Highway - OneIndiana | 4000 | TON | Untreated Salt | Elkhart |
| | Huntington County Highway - OneIndiana | 1500 | TON | Untreated Salt | Huntington |
| | Kosciusko County - OneIndiana | 3000 | TON | Untreated Salt | Kosciusko |
| | Noble County - OneIndiana | 1600 | TON | Untreated Salt | Noble |
| | Steuben County Highway - OneIndiana | 2000 | TON | Untreated Salt | Steuben |
| | Town of Albion - OneIndiana | 150 | TON | Untreated Salt | Noble |
| | Town of Avilla - OneIndiana | 100 | TON | Untreated Salt | Noble |
| | Town of Fremont - OneIndiana | 100 | TON | Untreated Salt | Steuben |
| | Town of Geneva - OneIndiana | 27 | TON | Untreated Salt | Adams |
| | Town of Lagrange - OneIndiana | 100 | TON | Untreated Salt | LaGrange |
| | Town of Middlebury - OneIndiana | 320 | TON | Untreated Salt | Elkhart |
| | Town of Rome City - OneIndiana | 80 | TON | Untreated Salt | Noble |
| | Town of Shpshewana - OneIndiana | 120 | TON | Untreated Salt | LaGrange |
| Town of South Whitley - OneIndiana | 100 | TON | Untreated Salt | Whitley | |
| Town of St. Joe - OneIndiana | 16 | TON | Untreated Salt | DeKalb | |
| Town of Syracuse - OneIndiana | 175 | TON | Untreated Salt | Kosciusko | |
| Whitley County Highway - OneIndiana | 1200 | TON | Untreated Salt | Whitley | |
| | | | | | 30,108 |
| | Ball State University - OneIndiana | 200 | TON | Untreated Salt | Delaware |
| | City of Dunkirk - OneIndiana | 90 | TON | Untreated Salt | Jay |
| | City of Greenfield Street - OneIndiana | 1200 | TON | Untreated Salt | Hancock |
| | City of Kokomo - OneIndiana | 4000 | TON | Untreated Salt | Howard |
| | City of Muncie - OneIndiana | 4000 | TON | Untreated Salt | Delaware |
| | City of Portland - OneIndiana | 400 | TON | Untreated Salt | Jay |
| | City of Rushville Street - OneIndiana | 160 | TON | Untreated Salt | Rush |
| | City of Shelbyville Street - OneIndiana | 20 | TON | Untreated Salt | Shelby |
| | City of Tipton - OneIndiana | 40 | TON | Untreated Salt | Tipton |
| | City of Union City - OneIndiana | 80 | TON | Untreated Salt | Randolph |
| | Delaware County Highway - OneIndiana | 1500 | TON | Untreated Salt | Delaware |

| | | | | |
|---------------------------------------------|------|-----|----------------|-----------|
| Howard County - OneIndiana | 500 | TON | Untreated Salt | Howard |
| Indianapolis Airport Authority - OneIndiana | 200 | TON | Untreated Salt | Marion |
| Indianapolis Airport Authority - OneIndiana | 2000 | TON | Untreated Salt | Hendricks |
| Jay County Highway - OneIndiana | 520 | TON | Untreated Salt | Jay |
| Madison County - OneIndiana | 700 | TON | Untreated Salt | Madison |
| Randolph County - OneIndiana | 500 | TON | Untreated Salt | Randolph |
| Town of Fairmount - OneIndiana | 30 | TON | Untreated Salt | Grant |
| Wayne County Highway - OneIndiana | 600 | TON | Untreated Salt | Wayne |

16,740

La Porte - 40

| | | | | |
|-----------------------------------------------|------|-----|----------------|------------|
| Carroll County Highway - OneIndiana | 600 | TON | Untreated Salt | Carroll |
| Cass County Highway - OneIndiana | 1400 | TON | Untreated Salt | Cass |
| City of Delphi - OneIndiana | 125 | TON | Untreated Salt | Carroll |
| City of Hobart - OneIndiana | 2800 | TON | Untreated Salt | Lake |
| City of Knox - OneIndiana | 200 | TON | Untreated Salt | Starke |
| City of LaPorte - OneIndiana | 2000 | TON | Untreated Salt | LaPorte |
| City of Logansport - OneIndiana | 600 | TON | Untreated Salt | Cass |
| City of Michigan City - OneIndiana | 5400 | TON | Untreated Salt | La Porte |
| City of Monticello - OneIndiana | 100 | TON | Untreated Salt | White |
| City of Plymouth Street - OneIndiana | 1200 | TON | Untreated Salt | Marshall |
| City of Portage - OneIndiana | 4000 | TON | Untreated Salt | Porter |
| City of South Bend - OneIndiana | 7000 | TON | Untreated Salt | St. Joseph |
| City of Valparaiso - OneIndiana | 4500 | TON | Untreated Salt | Porter |
| Duneland School Corporation - OneIndiana | 150 | TON | Untreated Salt | Porter |
| Fulton County Highway - OneIndiana | 600 | TON | Untreated Salt | Fulton |
| Jasper County Highway - OneIndiana | 800 | TON | Untreated Salt | Jasper |
| Lake Central School Corporation - K12Indiana | 300 | TON | Untreated Salt | Lake |
| Lake County Highway - OneIndiana | 2000 | TON | Untreated Salt | Lake |
| Lake County Highway - OneIndiana | 4000 | TON | Untreated Salt | Lake |
| LaPorte County - OneIndiana | 4000 | TON | Untreated Salt | LaPorte |
| Marshall County Highway - OneIndiana | 2000 | TON | Untreated Salt | Marshall |
| Portage Township Schools - K12Indiana | 200 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 1000 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 1000 | TON | Untreated Salt | Porter |
| Porter County Highway - OneIndiana | 5000 | TON | Untreated Salt | Porter |
| Pulaski County - OneIndiana | 300 | TON | Untreated Salt | Pulaski |
| St. Joseph County Highway - OneIndiana | 250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1250 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1500 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 1500 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 2000 | TON | Untreated Salt | St. Joseph |
| St. Joseph County Highway - OneIndiana | 2250 | TON | Untreated Salt | St. Joseph |
| Starke County Highway Department - OneIndiana | 1500 | TON | Untreated Salt | Starke |
| Town of Bourbon - OneIndiana | 120 | TON | Untreated Salt | Marshall |
| Town of Bremen - OneIndiana | 175 | TON | Untreated Salt | Marshall |
| Town of Chesterton Street - OneIndiana | 1500 | TON | Untreated Salt | Porter |
| Town of Flora - OneIndiana | 80 | TON | Untreated Salt | Carroll |
| Town of Griffith - OneIndiana | 3000 | TON | Untreated Salt | Lake |
| Town of Hebron - OneIndiana | 120 | TON | Untreated Salt | Porter |

| | | | | | | |
|-------------------------------------|----------------------------------------------------|------|----------------|----------------|-------------|--------|
| | Town of Highland - OneIndiana | 2500 | TON | Untreated Salt | Lake | 77,890 |
| | Town of Lowell - OneIndiana | 800 | TON | Untreated Salt | Lake | |
| | Town of Merrillville - OneIndiana | 2800 | TON | Untreated Salt | Lake | |
| | Town of New Carlisle - OneIndiana | 200 | TON | Untreated Salt | St. Joseph | |
| | Town of North Judson - OneIndiana | 120 | TON | Untreated Salt | Starke | |
| | Town Of Porter - OneIndiana | 1200 | TON | Untreated Salt | Porter | |
| | Town of Schererville - OneIndiana | 100 | TON | Untreated Salt | Lake | |
| | Town of Schererville - OneIndiana | 1900 | TON | Untreated Salt | Lake | |
| | Town of Walkerton Water - OneIndiana | 125 | TON | Untreated Salt | St. Joseph | |
| | Town of Walkerton Water - OneIndiana | 125 | TON | Untreated Salt | St. Joseph | |
| | Tri-Creek School Corporation - K12Indiana | 200 | TON | Untreated Salt | Lake | |
| | Valparaiso Community Schools | 50 | TON | Untreated Salt | Porter | |
| | White County Highway - OneIndiana | 1000 | TON | Untreated Salt | White | |
| Seymour - 50 | Bartholomew County Highway - OneIndiana | 4000 | TON | Untreated Salt | Bartholomew | 16,835 |
| | Center Grove Comm School Corp - K12Indiana | 150 | TON | Untreated Salt | Johnson | |
| | City of Madison - OneIndiana | 400 | TON | Untreated Salt | Jefferson | |
| | City of Seymour - OneIndiana | 400 | TON | Untreated Salt | Jackson | |
| | Cordy-Sweetwater Conservancy District | 200 | TON | Untreated Salt | Johnson | |
| | Floyd County Road - OneIndiana | 1500 | TON | Untreated Salt | Floyd | |
| | Harrison County Highway - OneIndiana | 1000 | TON | Untreated Salt | Harrison | |
| | Jackson County Highway - OneIndiana | 1000 | TON | Untreated Salt | Jackson | |
| | Jefferson County Highway - OneIndiana | 120 | TON | Untreated Salt | Jefferson | |
| | Johnson County Highway Department - OneIndiana | 2900 | TON | Untreated Salt | Johnson | |
| | Lawrenceburg Community School Corp - OneIndiana | 20 | TON | Untreated Salt | Dearborn | |
| | Monroe County Highway - OneIndiana | 2000 | TON | Untreated Salt | Monroe | |
| | Morgan County Highway - OneIndiana | 1600 | TON | Untreated Salt | Morgan | |
| | Ripley County - OneIndiana | 950 | TON | Untreated Salt | Ripley | |
| | Town of Edinburgh - OneIndiana | 300 | TON | Untreated Salt | Johnson | |
| | Town of Hanover - OneIndiana | 80 | TON | Untreated Salt | Jefferson | |
| | Town of Milltown - OneIndiana | 75 | TON | Untreated Salt | Crawford | |
| | Town of Nashville - OneIndiana | 40 | TON | Untreated Salt | Brown | |
| Town of New Whiteland - OneIndiana | 100 | TON | Untreated Salt | Johnson | | |
| Vincennes - 60 | City of Evansville-Vanderburgh County - OneIndiana | 3500 | TON | Untreated Salt | Vanderburgh | 9,180 |
| | City of Huntingburg Street - OneIndiana | 120 | TON | Untreated Salt | Dubois | |
| | City of Jasper - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Jasper Street - OneIndiana | 400 | TON | Untreated Salt | Dubois | |
| | City of Vincennes - OneIndiana | 500 | TON | Untreated Salt | Knox | |
| | Daviess County Highway - OneIndiana | 50 | TON | Untreated Salt | Daviess | |
| | Daviess County Highway - OneIndiana | 150 | TON | Untreated Salt | Daviess | |
| | Dubois County - OneIndiana | 350 | TON | Untreated Salt | Dubois | |
| | Perry County Highway - OneIndiana | 300 | TON | Untreated Salt | Perry | |
| | Town of Bloomfield - OneIndiana | 40 | TON | Untreated Salt | Greene | |
| | Town of Darmstadt - OneIndiana | 50 | TON | Untreated Salt | Vanderburgh | |
| | Town of Ferdinand - OneIndiana | 20 | TON | Untreated Salt | Dubois | |
| | University of Southern Indiana - OneIndiana | 200 | TON | Untreated Salt | Vanderburgh | |
| | Vanderburgh County Highway - OneIndiana | 2000 | TON | Untreated Salt | Vanderburgh | |
| Warrick County Highway - OneIndiana | 1100 | TON | Untreated Salt | Warrick | | |

| |
|-----------------------------------------|
| TOTAL LOCALS' UNTREATED TONS |
|-----------------------------------------|

| |
|----------------|
| 171,618 |
|----------------|

| Year | Month | Day | Time | Location | Activity | Duration | Notes |
|------|-------|-----|-------|----------|----------|----------|--------------------|
| 2023 | Jan | 01 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Jan | 02 | 09:00 | Office | Work | 8h | Task A completion |
| 2023 | Jan | 03 | 08:30 | Office | Meeting | 1h | Team sync |
| 2023 | Jan | 04 | 09:00 | Office | Work | 8h | Task B progress |
| 2023 | Jan | 05 | 08:00 | Office | Meeting | 1h | Client call |
| 2023 | Jan | 06 | 09:00 | Office | Work | 8h | Task C progress |
| 2023 | Jan | 07 | 08:30 | Office | Meeting | 1h | Project Y update |
| 2023 | Jan | 08 | 09:00 | Office | Work | 8h | Task D completion |
| 2023 | Jan | 09 | 08:00 | Office | Meeting | 1h | Team sync |
| 2023 | Jan | 10 | 09:00 | Office | Work | 8h | Task E progress |
| 2023 | Jan | 11 | 08:30 | Office | Meeting | 1h | Client call |
| 2023 | Jan | 12 | 09:00 | Office | Work | 8h | Task F progress |
| 2023 | Jan | 13 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Jan | 14 | 09:00 | Office | Work | 8h | Task G completion |
| 2023 | Jan | 15 | 08:30 | Office | Meeting | 1h | Team sync |
| 2023 | Jan | 16 | 09:00 | Office | Work | 8h | Task H progress |
| 2023 | Jan | 17 | 08:00 | Office | Meeting | 1h | Client call |
| 2023 | Jan | 18 | 09:00 | Office | Work | 8h | Task I progress |
| 2023 | Jan | 19 | 08:30 | Office | Meeting | 1h | Project Y update |
| 2023 | Jan | 20 | 09:00 | Office | Work | 8h | Task J completion |
| 2023 | Jan | 21 | 08:00 | Office | Meeting | 1h | Team sync |
| 2023 | Jan | 22 | 09:00 | Office | Work | 8h | Task K progress |
| 2023 | Jan | 23 | 08:30 | Office | Meeting | 1h | Client call |
| 2023 | Jan | 24 | 09:00 | Office | Work | 8h | Task L progress |
| 2023 | Jan | 25 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Jan | 26 | 09:00 | Office | Work | 8h | Task M completion |
| 2023 | Jan | 27 | 08:30 | Office | Meeting | 1h | Team sync |
| 2023 | Jan | 28 | 09:00 | Office | Work | 8h | Task N progress |
| 2023 | Jan | 29 | 08:00 | Office | Meeting | 1h | Client call |
| 2023 | Jan | 30 | 09:00 | Office | Work | 8h | Task O progress |
| 2023 | Jan | 31 | 08:30 | Office | Meeting | 1h | Project Y update |
| 2023 | Feb | 01 | 09:00 | Office | Work | 8h | Task P completion |
| 2023 | Feb | 02 | 08:00 | Office | Meeting | 1h | Team sync |
| 2023 | Feb | 03 | 09:00 | Office | Work | 8h | Task Q progress |
| 2023 | Feb | 04 | 08:30 | Office | Meeting | 1h | Client call |
| 2023 | Feb | 05 | 09:00 | Office | Work | 8h | Task R progress |
| 2023 | Feb | 06 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Feb | 07 | 09:00 | Office | Work | 8h | Task S completion |
| 2023 | Feb | 08 | 08:30 | Office | Meeting | 1h | Team sync |
| 2023 | Feb | 09 | 09:00 | Office | Work | 8h | Task T progress |
| 2023 | Feb | 10 | 08:00 | Office | Meeting | 1h | Client call |
| 2023 | Feb | 11 | 09:00 | Office | Work | 8h | Task U progress |
| 2023 | Feb | 12 | 08:30 | Office | Meeting | 1h | Project Y update |
| 2023 | Feb | 13 | 09:00 | Office | Work | 8h | Task V completion |
| 2023 | Feb | 14 | 08:00 | Office | Meeting | 1h | Team sync |
| 2023 | Feb | 15 | 09:00 | Office | Work | 8h | Task W progress |
| 2023 | Feb | 16 | 08:30 | Office | Meeting | 1h | Client call |
| 2023 | Feb | 17 | 09:00 | Office | Work | 8h | Task X progress |
| 2023 | Feb | 18 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Feb | 19 | 09:00 | Office | Work | 8h | Task Y completion |
| 2023 | Feb | 20 | 08:30 | Office | Meeting | 1h | Team sync |
| 2023 | Feb | 21 | 09:00 | Office | Work | 8h | Task Z progress |
| 2023 | Feb | 22 | 08:00 | Office | Meeting | 1h | Client call |
| 2023 | Feb | 23 | 09:00 | Office | Work | 8h | Task AA progress |
| 2023 | Feb | 24 | 08:30 | Office | Meeting | 1h | Project Y update |
| 2023 | Feb | 25 | 09:00 | Office | Work | 8h | Task AB completion |
| 2023 | Feb | 26 | 08:00 | Office | Meeting | 1h | Team sync |
| 2023 | Feb | 27 | 09:00 | Office | Work | 8h | Task AC progress |
| 2023 | Feb | 28 | 08:30 | Office | Meeting | 1h | Client call |
| 2023 | Feb | 29 | 09:00 | Office | Work | 8h | Task AD progress |
| 2023 | Feb | 30 | 08:00 | Office | Meeting | 1h | Project X update |
| 2023 | Feb | 31 | 09:00 | Office | Work | 8h | Task AE completion |

2019/2020 INDOT Sub-District Breakout

| INDOT DISTRICT | INDOT SUB-DISTRICT | ESTIMATED TONS BY SUB-DISTRICT (Untreated Salt) | ESTIMATED TONS BY SUB-DISTRICT (Treated Salt) |
|-----------------------------|--------------------|-------------------------------------------------|-----------------------------------------------|
| Crawfordsville | Crawfordsville | 16,788 | 0 |
| | West Lafayette | 16,285 | 3,000 |
| | Frankfort | 15,798 | 1,500 |
| | Terre Haute | 11,053 | 0 |
| | Cloverdale | 17,734 | 0 |
| Crawfordsville Total | | 77,658 | 4,500 |
| Fort Wayne | Elkhart | 14,000 | 0 |
| | Fort Wayne | 26,000 | 0 |
| | Wabash | 11,200 | 0 |
| | Bluffton | 13,800 | 0 |
| Fort Wayne Total | | 65,000 | 0 |
| Greenfield | Cambridge City | 11,577 | 1,000 |
| | Albany | 7,381 | 3,000 |
| | Indianapolis | 13,954 | 5,000 |
| | Greenfield | 8,515 | 2,000 |
| | Tipton | 9,573 | 1,000 |
| Greenfield Total | | 51,000 | 12,000 |
| LaPorte | Gary | 24,400 | 0 |
| | LaPorte | 20,200 | 0 |
| | Monticello | 9,200 | 0 |
| | Rensselaer | 10,000 | 0 |
| | Plymouth | 15,000 | 0 |
| LaPorte Total | | 78,800 | 0 |
| Seymour | Aurora | 6,363 | 0 |
| | Bloomington | 11,817 | 0 |
| | Columbus | 7,575 | 0 |
| | Falls City | 6,060 | 0 |
| | Madison | 8,080 | 0 |
| | District | 605 | 0 |
| Seymour Total | | 40,500 | 0 |
| Vincennes | Linton | 3,880 | 0 |
| | Evansville | 840 | 0 |
| | Paoli | 4,920 | 0 |
| | Tell City | 5,040 | 0 |
| | Vincennes | 9,320 | 0 |
| Vincennes Total | | 24,000 | 0 |

| Grand Totals | ESTIMATED TONS (Untreated Salt) | ESTIMATED TONS (Treated Salt) |
|---------------------|--------------------------------------------|------------------------------------------|
| | 336,958 | 16,500 |

2019/2020 INDOT STORAGE CAPACITIES & EARLY STORAGE REQUIREMENTS

| <i>CRAWFORDSVILLE DISTRICT</i> | | | | | |
|--------------------------------------|---------------------------|-------------------------------------------------------|---------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
| Crawfordsville Sub | 1201 C-ville | 3,697 | 2179 | 0 | 0 |
| | 1202 Bloomingdale | 2,376 | 1215 | 0 | 0 |
| | 1203 Newport | 1,699 | 1161 | 0 | 0 |
| | 1204 Veedersburg | 2,478 | 1,983 | 0 | 0 |
| Subtotal | | 10,250 | 6,538 | 0 | 0 |
| West Lafayette Sub | 1300 West Lafayette | 1,060 | 802 | 0 | 3,000 |
| | 1301 Fowler | 2,597 | 2,902 | 0 | 0 |
| | 1302 Carbondale | 2,088 | 695 | 0 | 0 |
| | 1303 Lafayette | 2,955 | 3,186 | 0 | 0 |
| | Pile 1 Remington | 0 | 0 | 0 | 0 |
| Subtotal | | 8,700 | 7,585 | 0 | 3,000 |
| Frankfort Sub | 1401 Frankfort | 3,832 | 3,853 | 0 | 0 |
| | 1402 Lebanon | 2,570 | 2,763 | 0 | 1,500 |
| | 1403 Romney | 1,448 | 1,332 | 0 | 0 |
| Subtotal | | 7,850 | 7,948 | 0 | 1,500 |
| Terre Haute Sub | 1101 T.H. -I-70 | 2,321 | 3,013 | 0 | 0 |
| | 1102 Ashboro | 1,906 | 1,019 | 0 | 0 |
| | 1103 T.H.-Ft. Harrison Rd | 1,778 | 1,016 | 0 | 0 |
| Subtotal | | 6,005 | 5,048 | 0 | 0 |
| Cloverdale Sub | 1501 Cloverdale | 2,795 | 478 | 0 | 0 |
| | 1502 Bainbridge | 2,407 | 4,068 | 0 | 0 |
| | 1503 Lizton | 2,452 | 1,398 | 0 | 0 |
| | 1504 Plainfield | 2,396 | 1,740 | 0 | 0 |
| Subtotal | | 10,050 | 7,684 | 0 | 0 |
| CRAWFORDSVILLE DISTRICT TOTAL | | 42,855 | 34,803 | 0 | 4,500 |

FORT WAYNE DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|----------------------------------|------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Elkhart Sub | 2201 Elkhart | 5,000 | 0 | 0 | 0 |
| | 2202 New Paris | | 0 | 0 | 0 |
| | 2203 Warsaw | 3,000 | 0 | 0 | 0 |
| | 2204 Brimfield | 3,000 | 0 | 0 | 0 |
| | 2205 Shpshewana | 3,000 | 0 | 0 | 0 |
| Subtotal | | 14,000 | 0 | 0 | 0 |
| Fort Wayne Sub | 2301 Fort Wayne | 6,000 | 5,000 | 0 | 0 |
| | 2302 US 27 South | 3,000 | 1,000 | 0 | 0 |
| | 2303 New Haven | 5,000 | 0 | 0 | 0 |
| | 2304 Angola | 3,000 | 0 | 0 | 0 |
| | 2305 Waterloo | 3,000 | 0 | 0 | 0 |
| | 2306 Orland | 0 | 0 | 0 | 0 |
| Subtotal | | 20,000 | 6,000 | 0 | 0 |
| Wabash Sub | 2501 Wabash | 3,000 | 0 | 0 | 0 |
| | 2502 Peru | 3,000 | 1,500 | 0 | 0 |
| | 2504 Laud | 3,000 | 700 | 0 | 0 |
| Subtotal | | 9,000 | 2,200 | 0 | 0 |
| Bluffton Sub | 2601 Bluffton | 3,000 | 0 | 0 | 0 |
| | 2602 Markle | 3,000 | 0 | 0 | 0 |
| | 2603 Monroe | 3,000 | 800 | 0 | 0 |
| | 2604 Gas City | 3,000 | 1,000 | 0 | 0 |
| Subtotal | | 12,000 | 1,800 | 0 | 0 |
| FORT WAYNE DISTRICT TOTAL | | 55,000 | 10,000 | 0 | 0 |

| <i>GREENFIELD DISTRICT</i> | | | | | |
|----------------------------|------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |

| | | | | | |
|----------------------------------|---------------------|---------------|---------------|----------|---------------|
| Cambridge City | 3301 Richmond | 2,210 | 1,425 | 0 | 0 |
| | 3302 Cambridge City | 3,250 | 1,850 | 0 | 1,000 |
| | 3303 New Castle | 1,105 | 725 | 0 | 0 |
| | 3304 Liberty | 572 | 440 | 0 | 0 |
| Subtotal | | 7,137 | 4,440 | 0 | 1,000 |
| Albany Sub | 3600 Albany Sub | 0 | 0 | 0 | 1,000 |
| | 3601 Muncie | 1,000 | 722 | 0 | 0 |
| | 3603 Albany Unit | 372 | 357 | 0 | 0 |
| | 3604 Winchester | 1,750 | 1,520 | 0 | 0 |
| | 3605 Alexandria | 1,450 | 210 | 0 | 2,000 |
| Subtotal | | 4,572 | 2,809 | 0 | 3,000 |
| Indianapolis Sub | 3101 Brookville | 2,050 | 1,560 | 0 | 1,500 |
| | 3102 Tibbs | 0 | 0 | 0 | 0 |
| | 3103 71st St. | 1,950 | 1,261 | 0 | 0 |
| | 3104 65th St. | 1,950 | 1,476 | 0 | 3,500 |
| | 3105 Madison/Mor | 1,950 | 1,757 | 0 | 0 |
| Subtotal | | 7,900 | 6,054 | 0 | 5,000 |
| Greenfield Sub | 3201 Greenfield | 1,250 | 1,020 | 0 | 1,000 |
| | 3202 Anderson | 1,760 | 1,811 | 0 | 1,000 |
| | 3203 Rushville | 875 | 688 | 0 | 0 |
| | 3204 Shelbyville | 675 | 436 | 0 | 0 |
| Subtotal | | 4,560 | 3,955 | 0 | 2,000 |
| Tipton Sub | 3501 Tipton | 1,600 | 1,210 | 0 | 0 |
| | 3502 Kokomo | 372 | 196 | 0 | 0 |
| | 3503 Westfield | 1,409 | 636 | 0 | 1,000 |
| | 3504 Fortville | 2,450 | 1,700 | 0 | 0 |
| Subtotal | | 5,831 | 3,742 | 0 | 1,000 |
| GREENFIELD DISTRICT TOTAL | | 30,000 | 21,000 | 0 | 12,000 |

LAPORTE DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|-------------------------------|-------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Gary Sub | 4701 Crown Point | 4,700 | 2,500 | 0 | 0 |
| | 4702 Miller | 5,000 | 0 | 0 | 0 |
| | 4703 Gary | 4,700 | 2,500 | 0 | 0 |
| | 4106 Chesterton | 5,000 | 0 | 0 | 0 |
| Subtotal | | 19,400 | 5,000 | 0 | 0 |
| LaPorte | 4101 LaPorte | 4,000 | 2,000 | 0 | 0 |
| | 4103 Mich. City | 5,400 | 0 | 0 | 0 |
| | 4104 Wanatah | 3,500 | 2,000 | 0 | 0 |
| | Pile 2 South Bend | 2,300 | 1,000 | 0 | 0 |
| Subtotal | | 15,200 | 5,000 | 0 | 0 |
| Monticello | 4201 Monticello | 2,000 | 0 | 0 | 0 |
| | 4202 Logansport | 3,000 | 0 | 0 | 0 |
| | 4203 Flora | 1,000 | 0 | 0 | 0 |
| | Winamac | 2,200 | 1,000 | 0 | 0 |
| Subtotal | | 8,200 | 1,000 | 0 | 0 |
| Rensselaer Sub | Rensselaer | 4,000 | 0 | 0 | 0 |
| | Roselawn | 2,000 | 1,000 | 0 | 0 |
| | Kentland | 1,000 | 0 | 0 | 0 |
| | Medaryville | 1,000 | 1,000 | 0 | 0 |
| Subtotal | | 8,000 | 2,000 | 0 | 0 |
| Plymouth Sub | 4301 Plymouth | 7,000 | 0 | 0 | 0 |
| | 4602 Rochester | 2,000 | 1,000 | 0 | 0 |
| | Mishawaka | 4,000 | 1,000 | 0 | 0 |
| Subtotal | | 13,000 | 2,000 | 0 | 0 |
| LAPORTE DISTRICT TOTAL | | 63,800 | 15,000 | 0 | 0 |

SEYMOUR DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|-------------------------------|-----------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Aurora Sub | 5101 Penntown | 1,100 | 200 | 0 | 0 |
| | 5102 Aberdeen | 1,100 | 200 | 0 | 0 |
| | 5103 Aurora | 1,100 | 221 | 0 | 0 |
| | 5104 Brookville | 1,000 | 200 | 0 | 0 |
| | 5105 Versailles | 1,042 | 200 | 0 | 0 |
| Subtotal | | 5,342 | 1,021 | 0 | 0 |
| Bloomington Sub | 5201 Spencer | 1,984 | 350 | 0 | 0 |
| | 5202 Martinsville | 1,984 | 350 | 0 | 0 |
| | 5203 Bloomington | 1,984 | 497 | 0 | 0 |
| | 5204 BeanBlossm | 1,984 | 350 | 0 | 0 |
| | 5205 Brownstown | 1,984 | 350 | 0 | 0 |
| Subtotal | | 9,920 | 1,897 | 0 | 0 |
| Columbus Sub | 5301 Greensburg | 2,120 | 416 | 0 | 0 |
| | 5302 Amity | 2,119 | 400 | 0 | 0 |
| | 5303 Columbus | 2,120 | 400 | 0 | 0 |
| Subtotal | | 6,359 | 1,216 | 0 | 0 |
| Falls City Sub | 5402 Sellersburg | 2,544 | 523 | 0 | 0 |
| | 5403 Corydon | 2,543 | 450 | 0 | 0 |
| Subtotal | | 5,087 | 973 | 0 | 0 |
| Madison Sub | 5501 Madison | 1,696 | 397 | 0 | 0 |
| | 5502 No. Vernon | 1,696 | 300 | 0 | 0 |
| | 5504 Scottsburg | 1,696 | 300 | 0 | 0 |
| | 5505 Salem | 1,695 | 300 | 0 | 0 |
| Subtotal | | 6,783 | 1,297 | 0 | 0 |
| Seymour District | 185 Agrico Lane 47274 | 509 | 96 | 0 | 0 |
| Subtotal | | 509 | 96 | 0 | 0 |
| SEYMOUR DISTRICT TOTAL | | 34,000 | 6,500 | 0 | 0 |

VINCENNES DISTRICT

| DISTRICT LOCATION | UNIT OR STOCK NO | SEASONAL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Untreated Salt) | EARLY FILL STORAGE REQUIREMENTS (Treated Salt) | SEASONAL STORAGE REQUIREMENTS (Treated Salt) |
|---------------------------------|---------------------|------------------------------------------------|--------------------------------------------------|------------------------------------------------|----------------------------------------------|
| Linton Sub | 6101 Linton | 660 | 660 | 0 | 0 |
| | 6102 Crane | 460 | 460 | 0 | 0 |
| | 6103 Sullivan | 820 | 820 | 0 | 0 |
| Subtotal | | 1,940 | 1,940 | 0 | 0 |
| Evansville Sub | 6301 Eville Addison | 120 | 120 | 0 | 0 |
| | 6302 Eville Boyle | 160 | 160 | 0 | 0 |
| | 6303 Poseyville | 140 | 140 | 0 | 0 |
| | 6304 Chandler | 0 | 0 | 0 | 0 |
| Subtotal | | 420 | 420 | 0 | 0 |
| Paoli Sub | 6401 Paoli | 1,260 | 1,260 | 0 | 0 |
| | 6402 Shoals | 0 | 0 | 0 | 0 |
| | 6403 Bedford | 760 | 760 | 0 | 0 |
| | 6404 Jasper | 440 | 440 | 0 | 0 |
| Subtotal | | 2,460 | 2,460 | 0 | 0 |
| Tell City Sub | 6501 Grantsburg | 0 | 0 | 0 | 0 |
| | 6502 Derby | 180 | 180 | 0 | 0 |
| | 6503 Birdseye | 780 | 780 | 0 | 0 |
| | 6504 Dale | 780 | 780 | 0 | 0 |
| | 6505 Chrisney | 780 | 780 | 0 | 0 |
| Subtotal | | 2,520 | 2,520 | 0 | 0 |
| Vincennes Sub | 6601 Petersburg | 1,360 | 1,360 | 0 | 0 |
| | 6602 Vincennes | 1,000 | 1,000 | 0 | 0 |
| | 6603 Washington | 980 | 980 | 0 | 0 |
| | 6402 Loogootee | 660 | 660 | 0 | 0 |
| | 6604 Princeton | 660 | 660 | 0 | 0 |
| Subtotal | | 4,660 | 4,660 | 0 | 0 |
| VINCENNES DISTRICT TOTAL | | 12,000 | 12,000 | 0 | 0 |

| INDOT TOTALS | UNTREATED SALT SEASONAL TOTAL | UNTREATED SALT EARLY FILL TOTAL | TREATED SALT EARLY FILL TOTAL TONS | TREATED SALT SEASONAL TOTAL TONS |
|--------------|-------------------------------------|---------------------------------------|------------------------------------------|----------------------------------------|
| | 237,655 | 99,303 | 0 | 16,500 |

| INDOT Facility Addresses | | | | |
|--------------------------|----------------------------------|-----------------------------|------------------------------|---------------------|
| Site Code | Facility | Address | City-State Zip | Phone Number |
| 10401 | Fowler Unit | 600 S Grant Ave | Fowler IN 47944-1638 | 765-884-1501 |
| 10601 | Lebanon Unit | 2637 N State Road 52 | Lebanon IN 46052 | 765-482-1240 |
| 11101 | Ashboro Unit | 179 N. SR-59 | Centerpoint IN 47840 | 812-835-4493 |
| 11201 | Frankfort Subdistrict & Unit | 1675 W State Road 28 | Frankfort IN 46041-6999 | 765-659-3360 |
| 12301 | Veedersburg Unit | 201 S Sterling Ave | Veedersburg IN 47987 | 765-294-2241 |
| 13201 | Lizton Unit | I 74 and State Road 39 | Lizton IN 46149 | 317-994-5397 |
| 13202 | Plainfield Unit | 1000 S Center St | Plainfield IN 46168 | 317-839-0189 |
| 15401 | Crawfordsville District Complex | 41 W CR 300N | Crawfordsville IN 47933-9088 | 765-361-5200 |
| 16101 | Bloomingtondale Unit | 3422 N US Highway 41 | Bloomingtondale IN 47832 | 765-498-3653 |
| 16701 | Cloverdale Subdistrict | 10 N High Street | Cloverdale IN 46120-0749 | 765-795-6825 |
| 16702 | Bainbridge Unit | 1558 W US Highway 36 | Bainbridge IN 46105 | 765-498-3653 |
| 17902 | Romney Unit | 12800 US Highway 231 S | Romney IN 47981 | 765-538-3711 |
| 17903 | Lafayette Unit | 5110 St. Rd. 43 N | West Lafayette IN 47906 | 765-463-4403 |
| 18301 | Newport Unit | 990 S. Old SR-63 | Hilldale IN 47854 | 765-492-3536 |
| 18401 | Terre Haute Subdistrict Complex | 5693 E Sony Dr | Terre Haute IN 47801-0006 | 812-232-1176 |
| 18402 | Fort Harrison Unit | 2900 Ft. Harrison Rd. | Terre Haute IN 47805 | 812-466-4261 |
| | West Lafayette Subdistrict | 2319 U.S. 231 | West Lafayette IN 47906 | 765-743-3253 |
| 18601 | Carbondale Unit | 1538 W. 200N | Williamsport IN 47993 | 765-762-6020 |
| | Remington/S.R. 24 Dome | NE Quadrant of I-65/S.R. 24 | Remington, IN 47977 | N/A |
| 20101 | Monroe Unit | RR 1 CR 100 W | Monroe IN 46772 | 260-692-6324 |
| 20201 | Fort Wayne District Complex | 5333 Hatfield Rd | Fort Wayne IN 46808-1042 | 260-484-9541 |
| 20202 | New Haven Unit | 2111 McConnel Rd | New Haven IN 46774 | 260-749-8612 |
| 20203 | US27 South Unit & Test Lab | 10422 US27 South | Fort Wayne IN 46816 | 260-447-6746 |
| 21701 | Waterloo Unit | 3407 US 6 | Waterloo IN 46793 | 260-837-8491 |
| 22001 | Elkhart Subdistrict | 58905 County Road 9 | Elkhart IN 46517-9531 | 574-294-3178 |
| 22002 | New Paris Unit | 21335 US 6 | New Paris IN 46553 | 574-831-4267 vacant |
| 22701 | Gas City Unit | 5291 East 500 South | Gas City IN 46953 | 765-674-1461 |
| 23501 | Markle Unit | 555 Harrison Street | Markle IN 46770 | N/A VACANT |
| 24301 | Warsaw Subdistrict | 2790 Fox Farm Rd | Warsaw IN 46582-6545 | 574-267-6847 |
| 24401 | Shipshewana Unit | CR 675 W | Shipshewana IN 46565 | 260-768-4597 |
| 25201 | Peru Unit | 2892 W 200 N | Peru IN 46970 | 260-768-4597 |
| 25701 | Brimfield Unit | 0507 East US 6 | Wawaka, IN 46720 | 260-636-7445 |
| 27601 | Angola Subdistrict | 315 S Gerald Lett Ave | Angola IN 46703-2177 | 260-665-9507 |
| 27603 | Orland Unit & Testing Lab | SR 327 | Orland, IN 46776 | 260-668-3929 |
| 28501 | Wabash Subdistrict & Testing Lab | 1178 Manchester Ave | Wabash IN 46992-1637 | 260-563-0682 |
| 28503 | North Manchester Unit | 11758 N SR 13 | North Manchester 46962 | SOLD |
| 29001 | Bluffton Subdistrict | 2800 W State Road 124 | Bluffton IN 46716-9745 | 260-694-6383 |
| 29201 | Laud Unit | 5631 SR 9 | Columbia City IN 46725 | 260-396-2929 |
| 31801 | Muncie Unit | 5400 N Old SR 3N | Muncie IN 47302 | 765-289-2652 |
| 32901 | Westfield Unit | 651 SR 32 West | Westfield IN 46074-6849 | 317-896-2240 |
| 33001 | Greenfield District Complex | 32 S Broadway St | Greenfield IN 46140-2227 | 317-462-7751 |
| 33301 | New Castle Unit | 3906 S SR 3 | New Castle IN 47362 | 765-529-6520 |
| 33401 | Kokomo Unit | 3814 E 00 North South | Kokomo IN 46901-6649 | 765-457-7909 |
| 33801 | Portland Unit | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 34801 | Anderson Unit | 6536 Columbus Ave | Anderson IN 48013-3433 | 765-683-1097 |
| 34802 | Alexandria Unit | 76 E SR 28, | Alexandria IN 46001 | 765-724-7491 |
| 34803 | Fortville Unit | 7400 S SR 13 | Pendleton IN 46064 | 317-485-6628 |
| 34901 | Indianapolis Subdistrict | 7105 Brookville Rd | Indianapolis IN 46239 | 317-356-2412 |
| 34906 | 71st Street Unit | 7160 Lafayette Rd | Indianapolis IN 46278 | 317-297-0962 |
| 34907 | 65th Street Unit | 5350 E 65th St | Indianapolis IN 46220 | 317-849-1436 |
| 34908 | Madison & Morris Unit | 1040 S Madison Ave | Indianapolis IN 46225 | 317-634-1987 |
| 36801 | Albany Subdistrict | 12239 W State Road 28 | Albany IN 47320-9317 | 765-789-4178 |
| 36802 | Winchester Unit | 101 Inks Dr (SR 32) | Winchester IN 47394 | 765-584-5541 |
| 37001 | Rushville Unit | 2123 W SR 44 | Rushville IN 46173 | 765-932-2636 |
| 37301 | Shelbyville Unit | 76 Rampart St | Shelbyville IN 46176 | 317-398-7647 |
| 38001 | Tipton Subdistrict | 2152 W State Road 28 | Tipton IN 46062-8209 | 765-675-7402 |
| 38101 | Liberty Unit | 4902 W SR 44 | Liberty IN 47353 | 765-458-5771 |
| 38901 | Centerville Subdistrict | 5247 W US Highway 40 | Centerville IN 47330-9785 | N/A |
| 38902 | Cambridge City Subdistrict Site | 1241 S SR 1 | Cambridge City IN 47327 | 765-334-8168 |
| 38903 | Cambridge City Unit | 14178 Frontage Rd | Cambridge City IN 47327 | N/A |
| 38904 | Richmond Unit | 2790 Salisbury Rd | Richmond IN 47374 | 765-962-2166 |
| 40801 | Monticello Subdistrict | 12209 N 1200 W | Monticello IN 47960-2789 | 574-583-4173 |
| 40803 | Flora Unit | 1011 S State Road 75 | Flora IN 46929 | 574-967-3796 |
| 40901 | Logansport Unit | 2098 S State Road 25 | Logansport IN 46947 | 574-753-3592 |
| 42501 | Rochester Unit | 8 W 50 N | Rochester IN 46975 | 574-223-3162 |

| | | | | |
|-------|----------------------------------------------|-------------------------------|---------------------------|------------------------------|
| 43701 | Rensselaer Subdistrict | 1130 E Maple St | Rensselaer IN 47978 | 219-866-5820 |
| 43702 | Roselawn Unit | 9958 N. 600 East | Roselawn IN 46372 | 219-345-4400 |
| 44501 | Gary Subdistrict | 7601 Melton Rd | Gary IN 46404 | 219-939-3901 |
| 44502 | Gary (West) Unit | 7306 W. 15 th Ave. | Gary IN 46404 | 219-949-7867 |
| 44503 | Crown Point Unit | 1717 E. 129 th St. | Crown Point IN 46307 | 219-663-5084 |
| 44601 | LaPorte District Complex | 315 E Boyd Ave | LaPorte IN 46350-6734 | 219-362-6125 |
| 44602 | Michigan City Unit | 6100 E. Michigan Blvd. | Michigan City IN 46360 | 219-874-8944 |
| 44603 | Wanatah Unit | 10621 W. US 30 | Wanatah IN 46390 | 219-733-0303 |
| 45001 | Plymouth Subdistrict | 2845 Jack Greenlee Dr | Plymouth IN 46563-8420 | 574-914-0544 |
| 45601 | Kentland Unit | 12788 S. US 41 | Kentland IN 47951 | 574-866-5820 |
| 46401 | Chesterton Unit | 142 E. US 20 | Chesterton IN 46304 | 219-926-7301 |
| 46601 | Winamac Unit | 1651 N US35 | Winamac IN 46996 | 574-946-3567 |
| 46602 | Medaryville Unit | 15028 N. 600 East | Medaryville IN 47957 | 219-843-8262 |
| | South Bend | 55650 Mayflower Rd. | South Bend IN 46619 | |
| 47101 | Mishawaka Unit | 915 S Beiger St | Mishawaka IN 46544 | 574-259-1162 |
| 50301 | Columbus Subdistrict & Columbus Unit | 3545 Two Milehouse RD | Columbus IN 47201-9242 | 812-372-7837 812-525-8965 |
| 50701 | Beanblossom Salt Building | 6751 N SR135 | Bean Blossom, IN 46160 | 812-216-3582 |
| 50001 | Falls City Subdistrict & Sellersburg Unit | 5701 US 31 | Clarksville IN 47129-9243 | 812-282-7493 812-528-1474 |
| 50501 | Aurora Subdistrict & Aurora Unit | 10995 Marsh Road | Aurora IN 47001-9132 | 513-623-7638 |
| 50602 | Greensburg Unit | 2499 North Cleo Lane | Greensburg 47240 | 812-569-0901 |
| 50401 | Brookville Unit | 540 E. Ninth ST | Brookville 47012 | 812-530-0932 |
| 50101 | Corydon Unit | 3180 Harrison Way NW | Corydon IN 47112 | 812-528-1488 |
| 50601 | Seymour District Complex | 185 Agrico Ln | Seymour IN 47240-4055 | 812-524-3709 |
| 50602 | Brownstown OLD DOME | 317 N SR. 135 | Brownstown 47220 | 812-528-0148 |
| 50602 | Brownstown Unit, Salt Building | 700 N. Main Street | Brownstown 47220 | 812-528-0148 |
| 50901 | Madison Subdistrict JPG & Madison Unit | 1875 JPG Woodfil Rd | Madison IN 47250-9741 | 812-574-4368 812-528-1511 |
| 50902 | North Vernon Unit | 2900 N. ST.Hwy 3 | North Vernon 47265 | 812-528-1463 |
| 50001 | Amity Unit | 4511 S Hwy 31 | Amity 47131 | 812-528-1466 |
| 50301 | Bloomington Subdistrict and Bloomington Unit | 2965 Prow Rd | Bloomington IN 47404-1603 | 812-332-1411 812-528-1441 |
| | Bloomington I69 O&M | 6580 Connaught Road | Bloomington IN 47404-1603 | 812-332-1411 |
| 50501 | Martinsville Unit | 1188 Lenoil Rd | Martinsville 46151 | 812-216-3582 |
| 50801 | Aberdeen Unit | 9057 Aberdeen Road | Rising Sun 47040 | 513-623-7638 |
| 50001 | Spencer Unit | 2201 E St Rd 46 | Spencer 47460 | 812-528-1441 |
| 50901 | Penntown Unit | 14209 Rosefelt Rd | Sunman 47041 | 812-569-2876 |
| 50902 | Versailles Unit | 1905 S US 421 | Versailles 47042 | 812-216-9651 |
| 50201 | Scottsburg Unit | 1601 W McClain Ave | Scottsburg 47170 | 812-216-9822 |
| 50801 | Salem Unit | 4780 W State Road 60 | Salem IN 47167 | 812-972-0453 |
| 60401 | Washington Unit | 914 Hwy 57 S | Washington IN 47501 | 812-254-0047 |
| 60901 | Jasper Unit | 1967 SR 162 | Jasper IN 47546 | 812-482-3422 |
| 60601 | Princeton Unit & 210 Lot | 3210 W Broadway | Princeton IN 47670 | |
| 60801 | Linton Subdistrict | 6161 12th St SE | Linton IN 47441 | 812-847-2246 |
| 62802 | Crane Unit | 13573 E 1700 N | Newberry, In 47449 | 812-863-2670 |
| 64201 | Vincennes District Complex | 3650 S US Highway 41 | Vincennes IN 47591-9443 | 1-800-279-5758 |
| 64701 | Bedford Unit | 1415 Bundy LN | Bedford IN 47421 | 812-279-1340 |
| 65101 | Loogootee Unit | 446 N 1250 E | Loogootee, IN 47553 | 812-2954877 |
| 65901 | Paoli Subdistrict | 1222 N Greenbriar | Paoli IN 47454-8811 | 812-203-2005 |
| 66201 | Tell City Subdistrict | 15077 Old State Road 37 | Tell City IN 47586-8624 | 812-836-2112 |
| 66202 | Derby Unit | 15114 Old SR 37 | Tell City IN 47586 | 812-836-2748 |
| 66203 | Birdseye Unit | 26900 SR 145 | Siberia In 47515 | 812-357-7508 |
| 66301 | Petersburg Unit | 1120 North Vincennes Ave | Petersburg IN 47567 | 812-354-9631 |
| 66501 | Poseyville Unit | 10 N Walnut | Poseyville IN 47633 | 812-8743400 |
| 67401 | Dale Unit Site & Testing Lab | 21235 N US Highway 231 | Dale IN 47523 | 812-937-4481 |
| 67402 | Chrisney Unit | 823 N Main | Chrisney IN 47611 | 812362-7778 |
| 67701 | Sullivan Unit | 810 Frakes Street | Sullivan IN 47882 | 812-268-3292 |
| 68201 | Evansville Subdistrict | 16601 N Boyle Ln | Evansville IN 47725-8522 | 812-867-9017 |
| 68202 | Evansville Extra Unit & Test Lab | 3200 Marion Ave | Evansville IN 47712 | 812-424-3421 |
| 68701 | Chandler Unit | 322 Inderrieden Rd | Chandler IN 47610 | 812-925-3736 |



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: May 10, 2019

To: Erin Kellam, Deputy Commissioner 
Indiana Department of Administration 5-10-19

From: Eric Klinefelter, Director of Account Management and Sourcing Operations
Indiana Department of Administration

Subject: Recommendation for Award of Negotiated Bid ASA-19-086
Road Salt for INDOT, Other State Agencies, and Local Government Entities

Total Estimated Value of Awards: \$56,367,079.46

Based on the State's evaluation of bids received for ASA-19-086, **Cargill Inc., Compass Minerals America, Inc., Detroit Salt Company LLC, and Morton Salt, Inc.** are recommended for a split award to provide Road Salt for INDOT, Other State Agencies and Local Government Entities by the salt types, districts, and entities specified below. Terms of the award recommendation are outlined in this letter.

TREATED SALT

| Line Items | INDOT District | Entity Type | Recommended Bidder |
|------------|-------------------------|--------------------------------|------------------------------------------|
| 1-3 | Crawfordsville District | INDOT and Other State Agencies | Cargill Inc. |
| 4-5 | Crawfordsville District | Local Government Entities | Cargill, Inc. |
| 6-8 | Fort Wayne District | INDOT and Other State Agencies | N/A – No Services Requested in this Area |
| 9-10 | Fort Wayne District | Local Government Entities | Cargill, Inc. |
| 11-13 | Greenfield District | INDOT and Other State Agencies | Cargill, Inc. |
| 14-15 | Greenfield District | Local Government Entities | Cargill, Inc. |
| 16-18 | LaPorte District | INDOT and Other State Agencies | N/A – No Services Requested in this Area |
| 19-20 | LaPorte District | Local Government Entities | Cargill, Inc. |
| 21-23 | Seymour District | INDOT and Other State Agencies | Cargill, Inc. |
| 24-25 | Seymour District | Local Government Entities | Cargill, Inc. |
| 26-28 | Vincennes District | INDOT and Other State Agencies | Cargill, Inc. |
| 29-30 | Vincennes District | Local Government Entities | Cargill, Inc. |

UNTREATED SALT

| Line Items | INDOT District | Entity Type | Recommended Bidder |
|------------|-------------------------|--------------------------------|--------------------------|
| 31-33 | Crawfordsville District | INDOT and Other State Agencies | Compass Minerals America |
| 34-35 | Crawfordsville District | Local Government Entities | Compass Minerals America |
| 36-38 | Fort Wayne District | INDOT and Other State Agencies | Detroit Salt Company |
| 39-40 | Fort Wayne District | Local Government Entities | Detroit Salt Company |
| 41-43 | Greenfield District | INDOT and Other State Agencies | Compass Minerals America |
| 44-45 | Greenfield District | Local Government Entities | Cargill, Inc. |
| 46-48 | LaPorte District | INDOT and Other State Agencies | Morton Salt |
| 49-50 | LaPorte District | Local Government Entities | Morton Salt |
| 51-53 | Seymour District | INDOT and Other State Agencies | Morton Salt |
| 54-55 | Seymour District | Local Government Entities | Compass Minerals America |
| 56-58 | Vincennes District | INDOT and Other State Agencies | Compass Minerals America |
| 59-60 | Vincennes District | Local Government Entities | Compass Minerals America |

ASA-19-086 requested the items listed below.

TREATED SALT

| Line Item | INDOT District | Entity | Commitment Range | 2019/2020 Early Fill Quantity (100%) | 2019/2020 Seasonal Quantity (100%) | Unit of Measure | Delivery Method |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|
| 1 | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120% | 0 | 4,655 | TON | Delivered |
| 2 | | | | | | TON | Delivered & Loaded |
| 3 | | | | | | TON | Pick Up |
| 4 | | Local Governmental Entities | 80%-120% | 0 | 17,370 | TON | Delivered |
| 5 | | | | | | TON | Pick Up |
| 6 | 20-Fort Wayne | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered |
| 7 | | | | | | TON | Delivered & Loaded |
| 8 | | | | | | TON | Pick Up |
| 9 | | Local Governmental Entities | 80%-120% | 0 | 2,640 | TON | Delivered |
| 10 | | | | | | TON | Pick Up |
| 11 | 30-Greenfield | INDOT & Other State Agencies | 80%-120% | 0 | 12,315 | TON | Delivered |
| 12 | | | | | | TON | Delivered & Loaded |
| 13 | | | | | | TON | Pick Up |
| 14 | | Local Governmental Entities | 80%-120% | 0 | 49,840 | TON | Delivered |
| 15 | | | | | | TON | Pick Up |
| 16 | 40-LaPorte | INDOT & Other State Agencies | 80%-120% | 0 | 0 | TON | Delivered |
| 17 | | | | | | TON | Delivered & Loaded |
| 18 | | | | | | TON | Pick Up |
| 19 | | Local Governmental Entities | 80%-120% | 0 | 32,310 | TON | Delivered |
| 20 | | | | | | TON | Pick Up |
| 21 | 50-Seymour | INDOT & Other State Agencies | 80%-120% | 0 | 200 | TON | Delivered |
| 22 | | | | | | TON | Delivered & Loaded |
| 23 | | | | | | TON | Pick Up |
| 24 | | Local Governmental Entities | 80%-120% | 0 | 23,855 | TON | Delivered |
| 25 | | | | | | TON | Pick Up |
| 26 | 60-Vincennes | INDOT & Other State Agencies | 80%-120% | 0 | 25 | TON | Delivered |
| 27 | | | | | | TON | Delivered & Loaded |
| 28 | | | | | | TON | Pick Up |
| 29 | | Local Governmental Entities | 80%-120% | 0 | 1,910 | TON | Delivered |
| 30 | | | | | | TON | Pick Up |

UNTREATED SALT

| Line Item | INDOT District | Entity | Commitment Range | 2019/2020 Early Fill Quantity (100%) | 2019/2020 Seasonal Quantity (100%) | Unit of Measure | Delivery Method |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|
| 31 | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120% | 34,803 | 42,955 | TON | Delivered |
| 32 | | | | | | TON | Delivered & Loaded |
| 33 | | | | | | TON | Pick Up |
| 34 | | Local Governmental Entities | 80%-120% | 0 | 20,865 | TON | Delivered |
| 35 | | | | | | TON | Pick Up |
| 36 | 20-Fort Wayne | INDOT & Other State Agencies | 80%-120% | 10,000 | 55,000 | TON | Delivered |
| 37 | | | | | | TON | Delivered & Loaded |
| 38 | | | | | | TON | Pick Up |
| 39 | | Local Governmental Entities | 80%-120% | 0 | 30,108 | TON | Delivered |
| 40 | | | | | | TON | Pick Up |
| 41 | 30-Greenfield | INDOT & Other State Agencies | 80%-120% | 21,000 | 30,080 | TON | Delivered |
| 42 | | | | | | TON | Delivered & Loaded |
| 43 | | | | | | TON | Pick Up |
| 44 | | Local Governmental Entities | 80%-120% | 0 | 16,740 | TON | Delivered |
| 45 | | | | | | TON | Pick Up |
| 46 | 40-LaPorte | INDOT & Other State Agencies | 80%-120% | 15,000 | 63,950 | TON | Delivered |
| 47 | | | | | | TON | Delivered & Loaded |
| 48 | | | | | | TON | Pick Up |
| 49 | | Local Governmental Entities | 80%-120% | 0 | 77,890 | TON | Delivered |
| 50 | | | | | | TON | Pick Up |
| 51 | 50-Seymour | INDOT & Other State Agencies | 80%-120% | 6,500 | 34,100 | TON | Delivered |
| 52 | | | | | | TON | Delivered & Loaded |
| 53 | | | | | | TON | Pick Up |
| 54 | | Local Governmental Entities | 80%-120% | 0 | 16,835 | TON | Delivered |
| 55 | | | | | | TON | Pick Up |
| 56 | 60-Vincennes | INDOT & Other State Agencies | 80%-120% | 12,000 | 12,000 | TON | Delivered |
| 57 | | | | | | TON | Delivered & Loaded |
| 58 | | | | | | TON | Pick Up |
| 59 | | Local Governmental Entities | 80%-120% | 0 | 9,180 | TON | Delivered |
| 60 | | | | | | TON | Pick Up |

The State of Indiana received responses from four (4) bidders:

- Cargill, Inc.
- Compass Minerals America Inc.
- Detroit Salt Company LLC
- Morton Salt, Inc.

Cargill, Inc. claimed and qualified for the Indiana Business Preference, as well as the U.S. Manufactured Preference for all line items. Compass Minerals America, Inc. claimed and qualified for the U.S. Manufactured Preference for select line items bid. Detroit Salt Company LLC claimed and qualified for the U.S. Manufactured Preference for all line items bid. Morton Salt, Inc. claimed and qualified for the U.S. Manufactured Preference for select line items bid. Pricing preferences were applied to qualified bids and were included during price evaluation. Please refer to the attached .xls file, **Attachment A**, for detailed preference information by line item.

When necessary, the bidders were asked to clarify their responses in order to ensure State needs were met. The bids were evaluated by the Indiana Department of Administration according to the criteria established in the bid documents.

Award Summary

The table below outlines the award summary for ASA-19-086. Please refer to the attached .xls file, **Attachment A**, for a detailed summary.

| Bidder | Line Items Awarded | Total Evaluation Amount | Preferences | Total Award Amount |
|--------------------------------|---------------------------------------------------------------------------------------------------|-------------------------|-------------------------------------------------|------------------------|
| Cargill, Inc. | <u>Treated Salt:</u> Line items 1-5, 9-15, 19-30 <u>Untreated Salt:</u> Line items 44-45 | \$15,108,783.36 | Indiana Business Preference and US Manufactured | \$15,298,356.30 |
| Compass Minerals America, Inc. | <u>Untreated Salt:</u> Line items 31-35, 41-43, 54-60 | \$17,572,219.26 | US Manufactured | \$17,572,219.26 |
| Detroit Salt Company | <u>Untreated Salt:</u> Line items 36-40 | \$8,148,636.60 | US Manufactured | \$8,148,636.60 |
| Morton Salt, Inc. | <u>Untreated Salt:</u> Line items 46-53 | \$15,347,867.30 | US Manufactured | \$15,347,867.30 |
| | | | | \$56,367,079.46 |

During the course of the evaluation, proposals were scrutinized to determine the viability of the proposed business solutions to meet the needs of the State.

The term of each initial contract shall be for a period of one (1) year from the date of contract execution. There may be three (3) one year renewals for a total of four (4) years at the State's option.

Eric Klinefelter 5/10/2019

Eric Klinefelter, Director of Account Management and Sourcing Operations
Indiana Department of Administration



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division
402 West Washington Street, Room 468
Indianapolis, Indiana 46204
317.232.3053

May 10, 2019

Cargill, Incorporated – Salt, Road Safety
Attn: Deborah Williams
24950 Country Club Blvd., Suite 450
North Olmsted, OH 44070

RE: Negotiated Bid, ASA 19-086, Road Salt for INDOT, Other State Agencies, and Local Government Entities

On behalf of the State of Indiana, I am pleased to announce that your company has been selected for a split award to provide Road Salt for the State of Indiana. A description of the decision can be viewed in the Award Recommendation Letter, available at the following web address: <http://www.in.gov/idoa/2462.htm>.

A representative from IDOA will be contacting you in the very near future to begin contract negotiations. The State of Indiana retains the right to either negotiate with another respondent or cancel the Bid based on your willingness to agree to contract terms.

Hopefully, contract negotiations will be successful and your organization will be awarded a contract within a short period of time. However, please be advised that your proposal contract with the State of Indiana is not effective until the necessary state signatory authorities approve it. Until the contract is approved and fully executed, any actions you take in reliance of contract approval are at your own risk. Therefore, it may be unwise to expend funds or incur expenses in anticipation that contract negotiations will be successful and a tendered contract will be approved.

Indiana law is clear on this point. I.C. 4-13-1-19 states that a bidder or an offeror does not gain a property interest in the award of a contract unless the bidder or offeror is awarded the contract and the contract is completely executed. Therefore, the State denies any liability for any actions that you have or may take in anticipation of the award of the contract until the document is fully executed pursuant to Indiana Code.

If the IVBE and/or M/WBE participation level will exceed or fail to meet the goals outlined in the contractor's proposal, you must notify the Supplier Diversity office immediately at idoasupplierdiversity@idoa.in.gov. In the event that the contractor fails to report changes in participation attainment, demonstrate a good faith effort to reach the participation goals, pay the IVBE, MBE, or WBE in a timely manner or satisfactorily resolve any outstanding claims, the department may elect to withhold a disputed amount from the payments due to the contractor, suspend or terminate the contract, recommend suspension of the contractor's certification status with the public works division, and/or suspend, revoke, or deny the IVBE, MBE, or WBE certification and eligibility to participate in the IVBE, MBE, or WBE program per (25 IAC 5-7-8 and 25 IAC 9-5-1). The Indiana Department of Administration uses the Pay Audit System for compliance monitoring. Free training is available to all vendors. More information about this process can be found at: <http://www.in.gov/idoa/mwbe/payaudit.htm>.

If you have any questions or concerns, please feel free to contact me at eklinefelter@idoa.in.gov. This file will be available for public review at the date of this correspondence.

Sincerely,

Eric Klinefelter
Indiana Department of Administration

Electronic Approval History

| | User ID | Approver Name | Datetime | Description |
|---|----------------|-----------------------|-----------------------|---------------------------|
| 1 | M292915 | Kent,Matthew | 07/25/2019 7:05:57AM | Agency Fiscal Approval |
| 2 | M240207 | Lawson,Megan Kathleen | 07/26/2019 2:02:39PM | IDOA Procurement Approval |
| 3 | J210634 | Snethen,John D | 07/26/2019 3:44:25PM | IDOA Procurement Approval |
| 4 | O277119 | Egunyomi,Olusola | 07/29/2019 2:34:28PM | SBA Approval |
| 5 | J268330 | Habig,Joseph Michael | 08/09/2019 11:58:28AM | SBA Approval |
| 6 | M338811 | Skarbeck,Molly H | 08/09/2019 1:53:48PM | Attorney General Approval |
| 7 | S210690 | Gard,Susan W | 08/09/2019 2:55:01PM | Attorney General Approval |