

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET  
 PROCUREMENT  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 525 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO. 7**  
 to  
**CONTRACT NO. 071B1300338**  
 between  
**THE STATE OF MICHIGAN**  
 and

NAME & ADDRESS OF CONTRACTOR	PRIMARY CONTACT	EMAIL
The Detroit Salt Company 12841 Sanders Detroit, MI 48217	Martha Geyer	mgeyer@detroitsalt.com
	PHONE	CONTRACTOR'S TAX ID NO. (LAST FOUR DIGITS ONLY)
	(313) 841-5144	1484

STATE CONTACTS	AGENCY	NAME	PHONE	EMAIL
PROGRAM MANAGER / CCI	MDOT	Tim Croze	517-322-3385	Crozet@michigan.gov
CONTRACT ADMINISTRATOR	DTMB	Lymon C. Hunter, CPPB	517-284-7015	hunterL@michigan.gov

CONTRACT SUMMARY			
<b>DESCRIPTION: Salt, Bulk Salt, Early Fill – Michigan Department of Transportation</b>			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW
September 1, 2011	August 31, 2016	2, one year	August 31, 2016
PAYMENT TERMS		DELIVERY TIMEFRAME	
Net 45 Days		Per the attached terms and conditions	
ALTERNATE PAYMENT OPTIONS			EXTENDED PURCHASING
<input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS			
N/A			

DESCRIPTION OF CHANGE NOTICE				
EXERCISE OPTION?	LENGTH OF OPTION	EXERCISE EXTENSION?	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		
CURRENT VALUE		VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE	
\$6,172,131.75		\$838,359.50	\$7,010,491.20	

**DESCRIPTION:** Effective August 1, 2015, the Drop Points for 2015/2016 Road Salt Year are per the attached spreadsheets. This Contract is also INCREASED by \$838,359.50. All other terms, conditions, specifications, and pricing remain the same.  
 Per agency and vendor agreement, DTMB Procurement approval, and the approval of the State Administrative Board on June 30, 2011.

**2015/2016 Local Units of Government Road Salt Southwest Region**

**DETROIT SALT COMPANY - EARLY FILL**

Item	County	Org. Name	Drop Point Address	City	State	Zip	Org. Phone	Early Delivery	Price
1	Barry	MIDDLEVILLE, VILLAGE OF	608 Sheridan St.	Middleville	MI	49333	(269) 795-2094	100	\$67.45
2	Barry	NASHVILLE, VILLAGE OF	202 1/2 S. Main	Nashville	MI	49073	(517) 852-9571	100	\$67.45
3	Barry	THORNAPPLE KELLOGG SCHOOLS	3625 Bender Rd	Middleville	Michigan	49333	(269) 838-0798	50	\$67.45
4	Branch	BRANCH COUNTY ROAD COMMISSION	23 E Garfield Ave	Coldwater	MI	49036	517-278-2022	2500	\$60.53
5	Branch	BRONSON, CITY OF	207 Industrial	Bronson	Michigan	49028	(517) 369-7334	250	\$60.53
6	Branch	TEKONSHA VILLAGE OF	23 E. Garfield Ave.	Coldwater	Mi	49036	(517) 767-3224	50	\$60.53
7	Calhoun	HOMER, VILLAGE OF	295 Depot Street	Homer	Mi	49245	517-568-4321	50	\$61.35
8	Calhoun	KELLOGG COMMUNITY COLLEGE	450 NORTH AVENUE	BATTLE CREEK	MI	49017	(269) 965-4142	100	\$61.35
9	Calhoun	MARSHALL, CITY OF	1242 S. Kalamazoo	Marshall	MI	49068	(269) 781-3985	600	\$61.35
10	Calhoun	SPRINGFIELD, CITY OF	601 Avenue A	Springfield	MI	49037	(269) 441-9277	50	\$61.35

3850

**2015/2016 Local Units of Government Early Fill Road Salt Bay Region**

**DETROIT SALT COMPANY - EARLY FILL**

Item	County	Org. Name	Drop Point Address	City	State	Zip	Org. Phone	Early Delivery	Price
1	Genesee	FENTON AREA PUBLIC SCHOOLS	3200 Donaldson Dr.	Fenton	MI	48430	(810) 591-8908	50	\$59.83
2	Genesee	GOODRICH, VILLAGE OF	7338 S State	Goodrich	MI	48438	(810) 636-2570	100	\$59.83
3	Genesee	MOTT COMMUNITY COLLEGE	1401 E Court St	Flint	MI	48503	(810) 762-0048	50	\$59.83
4	Genesee	MT. MORRIS, CITY OF	720 Hughes	Mt. Morris	MI	48458	(810) 686-8380	50	\$59.83
5	Saginaw	CHESANING, VILLAGE OF	1105 N. Main St	Chesaning	MI	48616	(989) 845-3800	50	\$60.74
6	Saginaw	MBS INTERNATIONAL AIRPORT COMMISSION	8580 Freeland Rd.	Freeland	Mi.	48623	(989) 695-9727	50	\$60.74
7	Saginaw	SAGINAW VALLEY STATE UNIVERSITY	7400 Bay Road	University Center	MI	48710	(989) 964-4101	50	\$60.74
8	Saginaw	SAGINAW, CITY OF	1435 S. Washington Ave.	Saginaw	MI	48601	(989) 759-1413	1000	\$60.74
9	Saginaw	ST. CHARLES, VILLAGE OF	555 ENTREPRENEUR DR	ST. CHARLES	MI	48655	(989) 865-8287	50	\$60.74
10	Tuscola	CARO COMMUNITY SCHOOLS	301 Hooper Street	Caro	MI	48723	(989) 673-5510	100	\$62.14
11	Tuscola	CARO, VILLAGE OF	741 S. Hooper Street	Caro	MI	48723	(989) 673-7671	200	\$62.14
12	Tuscola	DCH-CARO CENTER- <b>AGENCY</b>	2000 Chambers Road-CONVEYOR REQUIRED	Caro	MI	48723	(989) 672-9444	50	\$62.14
13	Tuscola	GAGETOWN VILLAGE OF	4771 Gifford St.	Gagetown	MI	48735	(989)325-0041	50	\$62.14
14	Tuscola	MILLINGTON VILLAGE OF	4675 Bishop Street	Millington	MI	48746	(989) 871-2701	50	\$62.14
15	Tuscola	TUSCOLA COUNTY ROAD COMMISSION	1733 S Mertz Rd	Caro	MI	48723	(989) 673-2128	100	\$62.14
16	Tuscola	TUSCOLA COUNTY ROAD COMMISSION	430 Kitelinger	Vassar	MI	48768	(989) 673-2128	50	\$62.14
17	Tuscola	VASSAR, CITY OF	514 E. Huron Avenue	Vassar	MI	48768	(989) 823-7231	100	\$62.14

**2015/2016 Early Fill Road Salt Local Units of Government University Region**

**DETROIT SALT COMPANY - EARLY FILL**

Item	County	Org. Name	Drop Point Address	City	State	Zip	Org. Phone	Early Delivery	Price
1	Ingham	DMVA-AGENCY	RFSC 3423 N MLK Jr. Blvd Building 30	Lansing	MI	48906	(517) 481- 7642	50	\$57.52
2	Ingham	HASLETT PUBLIC SCHOOLS	1590 Franklin Street	Haslett	MI	48840	(517) 339- 8342	50	\$57.52
3	Ingham	HOLT PUBLIC SCHOOLS	1784 Aurelius Rd	Holt	MI	48842	(517) 694- 3602	100	\$57.52
4	Ingham	INGHAM COUNTY	5613 S. Aurelius Rd	Lansing	MI	48910		3000	\$57.52
5	Ingham	INGHAM COUNTY	1335 E. Howell Rd	Williamston	MI	48895		700	\$57.52
6	Ingham	INGHAM COUNTY	301 Bush St.	Mason	MI	48854		150	\$57.52
7	Ingham	MASON, CITY OF	435 N Jefferson Street	Mason	Mi	48854	(517) 676- 1319	100	\$57.52
8	Ingham	MICHIGAN STATE UNIVERSITY	1060 Stadium Rd	East Lansing	MI	48824	(517) 884- 6175	200	\$57.52
9	Ingham	OKEMOS PUBLIC SCHOOLS	4406 Okemos Rd	Okemos	MI	48864	(517) 706- 5037	50	\$57.52
10	Ingham	WEBBERVILLE, VILLAGE OF	4787 Pardee Rd.	Webberville	Michigan	48892	(517) 375- 8671	200	\$57.52
11	Ingham	WILLIAMSTON COMMUNITY SCHOOLS	3845 Vanneter Rd	Williamston	MI	48895	(517) 655- 7562	50	\$57.52
12	Ingham	WILLIAMSTON, CITY OF	781 Progress Ct.	Williamston	MI	48895	(517) 655- 2774	100	\$57.52
13	Jackson	BAKER COLLEGE	2800 Springport Road	Jackson	MI	49202	(517) 780- 4568	50	\$57.32
14	Lenawee	ADRIAN COLLEGE	2451 N. Adrian Hwy	Adrain	Michigan	49221	(517) 264- 3160	50	\$59.25
15	Lenawee	CLINTON, VILLAGE OF	311 River St	Clinton	MI	49236	(517) 456- 7494	50	\$59.25
16	Lenawee	DOC-GUS HARRISON CORRECTIONAL FACILITY-AGENCY	2451 N. Adrian Hwy	Adrian	MI	49221	(517) 265- 3900	100	\$59.25
17	Lenawee	HUDSON, CITY OF	41 Jackson St.	Hudson	MI	49247	(517) 403- 9216	50	\$59.25

18	Lenawee	LENAWEE COUNTY	320 Springbrook	Adrian	Mi	49248	(517) 264-4738	100	\$59.25
19	Monroe	DUNDEE, VILLAGE OF	625 MAIN ST	DUNDEE	MI	48131		200	\$53.07
20	Monroe	JEFFERSON SCHOOLS	5300 N. Stony Creek Rd.	Monroe	Michigan	48162		50	\$53.07
21	Monroe	MILAN, CITY OF	455 Squires Drive	Milan	MI	48160	(734) 439-1501	100	\$53.07
22	Monroe	MONROE COUNTY COMMUNITY COLLEGE	1555 South Raisinville Road	Monroe	MI	48161		50	\$53.07
23	Monroe	MONROE COUNTY ROAD COMMISSION	840 South Telegraph Road	Monroe	MI	48161	(734) 240-5109	9500	\$53.07
24	Monroe	MONROE COUNTY ROAD COMMISSION	3498 St. Anthony Road	Temperance	MI	48182	(734) 240-5109	1500	\$53.07
25	Monroe	MONROE COUNTY ROAD COMMISSION	15205 Tandem Court Drive	Petersburg	MI	49270	(734) 240-5109	8500	\$53.07
26	Washtenaw	ANN ARBOR PUBLIC SCHOOLS	601 W.Stadium Blvd	Ann Arbor	MI	48104	(734) 216-1418	300	\$53.73
27	Washtenaw	ANN ARBOR, CITY OF	4251 Stone School Road	Ann Arbor	MI	48108	(734) 794-6500	1000	\$53.73
28	Washtenaw	CHELSEA, CITY OF	440 W North St	Chelsea	Michigan	48118	(734) 216-1251	100	\$53.73
29	Washtenaw	DCH-CENTER FOR FORENSIC PSYCHIATRY- <b>AGENCY</b>	8303 Platt Rd.	Saline	MI	48176	(734) 295-4544	50	\$53.73
30	Washtenaw	DEXTER COMMUNITY SCHOOLS	2200 N. Parker Rd	Dexter	MI	48130	(734) 424-4100	150	\$53.73
31	Washtenaw	DEXTER, VILLAGE OF	3600 Central	Dexter	MI	48130	(734) 426-8530	150	\$53.73
32	Washtenaw	SALINE, CITY OF	1234 Tefft Ct	Saline	MI	48176	(734) 429-5624	800	\$53.73
33	Washtenaw	WASHTENAW COUNTY ROAD COMMISSION	219 N. Ann Arbor Street	Manchester	MI	48158	(734) 761-1500	300	\$53.73
34	Washtenaw	WASHTENAW COUNTY ROAD COMMISSION	555 North Zeeb Road	Ann Arbor	MI	48103	(734) 761-1500	2000	\$53.73
35	Washtenaw	WASHTENAW COUNTY ROAD COMMISSION	5250 West Michigan Avenue	Ypsilanti	MI	48197	(734) 761-1500	2000	\$53.73
36	Washtenaw	WASHTENAW COUNTY ROAD COMMISSION	630 W. Middle Street	Chelsea	MI	48118	(734) 761-1500	200	\$53.73

37	Washtenaw	WASHTENAW INTER SCHOOL DISTRICT	3090 Judd Rd	Milan	MI	48160		200	\$53.73
38	Washtenaw	Ypsilanti Community Schools	800 Railroad	Ypsilanti	MI	48197	(734) 221-1198	150	\$53.73

32450

**2015/2016 Early Fill Road Salt Local Units of Government - Metro Region**

**DETROIT SALT COMPANY - EARLY FILL**

Item	County	Org. Name	Drop Point Address	City	State	Zip	Org. Phone	Early Delivery	Price
1	Wayne	ALLEN PARK PUBLIC SCHOOLS	16850 Southfield Rd	Allen Park	Mi	48101	(313) 827-2050	50	\$52.31
2	Wayne	ALLEN PARK, CITY OF	16850 Southfield	Allen Park	MI	48101	(313) 928-0550	500	\$52.31
3	Wayne	DEARBORN PUBLIC SCHOOLS	5101 evergreen	dearborn	mi	48128		50	\$52.31
4	Wayne	DEARBORN, CITY OF	2951 Greenfield	Dearborn	MI	48120	(313) 943-2119	6000	\$52.31
5	Wayne	FLAT ROCK, CITY OF	27999 arsenal rd.	flat rock	mi.	48134	734-782-2470	200	\$52.31
6	Wayne	GARDEN CITY PUBLIC SCHOOLS	33980 Marquette	Garden City	MI	48135	(734) 762-6323	50	\$52.31
7	Wayne	INKSTER, CITY OF	26900 Princeton	Inkster	MI	48141	(313) 563-9774	500	\$52.31
8	Wayne	MARYGROVE COLLEGE	8425 W. McNichols Rd.	Detroit	Michigan	48221		50	\$52.31
9	Wayne	MELVINDALE, CITY OF	3315 Greenfield	Melvindale	MI	48122	(313) 429-1040	50	\$52.31
10	Wayne	PLYMOUTH CANTON SCHOOLS	46973 Joy Road	Canton	MI	48187	(734) 455-9379	250	\$52.31
11	Wayne	SUMPTER TOWNSHIP	23400 Sumpter Rd.	Belleville	MI	48111	(734) 461-6201	50	\$52.31
12	Wayne	TAYLOR, CITY OF	25605 Northline Rd	Taylor	MI	48180	(734) 374-1473	2000	\$52.31
13	Wayne	WAYNE STATE UNIVERSITY	5743 Woodward Avenue	Detroit	MI	48202	(313) 577-3756	100	\$52.31
14	Wayne	WAYNE-WESTLAND COMMUNITY SCHOOLS	33415 Myrtle	Wayne	Michigan	48184	(734) 419-2048	100	\$52.31

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET  
 PROCUREMENT  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO. 6**  
 to  
**CONTRACT NO. 071B1300338**  
 between  
**THE STATE OF MICHIGAN**  
 and

NAME & ADDRESS OF CONTRACTOR:	PRIMARY CONTACT	EMAIL
The Detroit Salt Company 12841 Sanders Detroit, MI 48217	Martha Geyer	<a href="mailto:mgeyer@detroitssalt.com">mgeyer@detroitssalt.com</a>
	TELEPHONE	CONTRACTOR #, MAIL CODE
	(313) 841-5144	

STATE CONTACTS	AGENCY	NAME	PHONE	EMAIL
CONTRACT COMPLIANCE INSPECTOR	MDOT	Tim Croze	517-322-3385	<a href="mailto:Crozet@michigan.gov">Crozet@michigan.gov</a>
BUYER	DTMB	Lymon Hunter	517-284-7015	<a href="mailto:hunterl@michigan.gov">hunterl@michigan.gov</a>

CONTRACT SUMMARY:			
DESCRIPTION: <b>Salt, Bulk Salt, Early Fill – Michigan Department of Transportation</b>			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW
September 1, 2011	August 31, 2016	2, one year	August 31, 2016
PAYMENT TERMS	F.O.B	SHIPPED	SHIPPED FROM
N/A	Delivered and Unloaded	Per the attached terms and conditions	Various
ALTERNATE PAYMENT OPTIONS:			AVAILABLE TO MiDEAL PARTICIPANTS
<input type="checkbox"/> P-card	<input type="checkbox"/> Direct Voucher (DV)	<input type="checkbox"/> Other	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS:			
N/A			

DESCRIPTION OF CHANGE NOTICE:				
EXTEND CONTRACT EXPIRATION DATE	EXERCISE CONTRACT OPTION YEAR(S)	EXTENSION BEYOND CONTRACT OPTION YEARS	LENGTH OF OPTION/EXTENSION	EXPIRATION DATE AFTER CHANGE
<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/>	<input type="checkbox"/>		August 31, 2016
VALUE/COST OF CHANGE NOTICE:		ESTIMATED REVISED AGGREGATE CONTRACT VALUE:		
<b>\$0.00</b>		<b>\$6,172,131.75</b>		

Effective November 20, 2014, pursuant to various MiDeal members unable to participate in the Road Salt 2014/2015 bid, the attached entity is hereby added to this contract.

All other terms, conditions, specifications and pricing remain the same. Per contractor and agency agreement, and DTMB Procurement approval.



STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET  
 PROCUREMENT  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO. 5**  
 to  
**CONTRACT NO. 071B1300338**  
 between  
**THE STATE OF MICHIGAN**  
 and

NAME & ADDRESS OF CONTRACTOR:	PRIMARY CONTACT	EMAIL
The Detroit Salt Company 12841 Sanders Detroit, MI 48217	Martha Geyer	<a href="mailto:mgeyer@detroitssalt.com">mgeyer@detroitssalt.com</a>
	TELEPHONE	CONTRACTOR #, MAIL CODE
	(313) 841-5144	

STATE CONTACTS	AGENCY	NAME	PHONE	EMAIL
CONTRACT COMPLIANCE INSPECTOR	MDOT	Tim Croze	517-322-3385	<a href="mailto:Crozet@michigan.gov">Crozet@michigan.gov</a>
BUYER	DTMB	Lymon Hunter	517-284-7015	<a href="mailto:hunterl@michigan.gov">hunterl@michigan.gov</a>

CONTRACT SUMMARY:			
DESCRIPTION: Salt, Bulk Salt, Early Fill – Michigan Department of Transportation			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW
September 1, 2011	August 31, 2016	2, one year	August 31, 2016
PAYMENT TERMS	F.O.B	SHIPPED	SHIPPED FROM
N/A	Delivered and Unloaded	Per the attached terms and conditions	Various
ALTERNATE PAYMENT OPTIONS:			AVAILABLE TO MiDEAL PARTICIPANTS
<input type="checkbox"/> P-card	<input type="checkbox"/> Direct Voucher (DV)	<input type="checkbox"/> Other	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS:			
N/A			

DESCRIPTION OF CHANGE NOTICE:				
EXTEND CONTRACT EXPIRATION DATE	EXERCISE CONTRACT OPTION YEAR(S)	EXTENSION BEYOND CONTRACT OPTION YEARS	LENGTH OF OPTION/EXTENSION	EXPIRATION DATE AFTER CHANGE
<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/>	<input type="checkbox"/>		August 31, 2016
VALUE/COST OF CHANGE NOTICE:		ESTIMATED REVISED AGGREGATE CONTRACT VALUE:		
\$1,541,179.50		\$6,156,304.20		
Effective September 1, 2014, the Drop Points for 2014/2015 Road Salt Year are per the attached spreadsheets. This Contract is also INCREASED by \$1,541,179.50. All other terms, conditions, specifications, and pricing remain the same. Per agency and vendor agreement, DTMB Procurement approval, and the approval of the State Administrative Board on June 30, 2011.				

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET  
 PROCUREMENT  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

September 19, 2013

**CHANGE NOTICE NO. 4**  
 to  
**CONTRACT NO. 071B1300338**  
 between  
**THE STATE OF MICHIGAN**  
 and

NAME & ADDRESS OF CONTRACTOR:	PRIMARY CONTACT	EMAIL
The Detroit Salt Company 12841 Sanders Detroit, MI 48217	Martha Geyer	<a href="mailto:mgeyer@detroit salt.com">mgeyer@detroit salt.com</a>
	TELEPHONE	CONTRACTOR #, MAIL CODE
	(313) 841-5144	

STATE CONTACTS	AGENCY	NAME	PHONE	EMAIL
CONTRACT COMPLIANCE INSPECTOR	MDOT	Tim Croze	517-322-3385	<a href="mailto:Crozet@michigan.gov">Crozet@michigan.gov</a>
BUYER	DTMB	Lymon Hunter	517-241-1145	<a href="mailto:hunterl@michigan.gov">hunterl@michigan.gov</a>

CONTRACT SUMMARY:			
DESCRIPTION: Salt, Bulk Salt, Early Fill – Michigan Department of Transportation			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW
September 1, 2011	August 31, 2016	2, one year	August 31, 2016
PAYMENT TERMS	F.O.B	SHIPPED	SHIPPED FROM
N/A	Delivered and Unloaded	Per the attached terms and conditions	Various
ALTERNATE PAYMENT OPTIONS:			AVAILABLE TO MiDEAL PARTICIPANTS
<input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS:			
N/A			

DESCRIPTION OF CHANGE NOTICE:				
EXTEND CONTRACT EXPIRATION DATE	EXERCISE CONTRACT OPTION YEAR(S)	EXTENSION BEYOND CONTRACT OPTION YEARS	LENGTH OF OPTION/EXTENSION	EXPIRATION DATE AFTER CHANGE
<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/>	<input type="checkbox"/>		August 31, 2016
VALUE/COST OF CHANGE NOTICE:		ESTIMATED REVISED AGGREGATE CONTRACT VALUE:		
\$1,809,257.80		\$4,605,124.70		

Effective September 1, 2013, the Drop Points for 2013/2014 Road Salt Year are per the attached spreadsheets. This Contract is also INCREASED by \$1,809,257.80.

All other terms, conditions, specifications, and pricing remain the same.

Per agency and vendor agreement, DTMB Procurement approval, and the approval of the State Administrative Board.

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET      August 10, 2011  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**CHANGE NOTICE NO.1**  
**TO**  
**CONTRACT NO. 071B1300338**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF CONTRACTOR <b>The Detroit Salt Company, LLC</b> <b>12841 Sanders</b> <b>Detroit, MI 48217</b>  Email: <a href="mailto:mgeyer@detroitssalt.com">mgeyer@detroitssalt.com</a>	TELEPHONE Martha Geyer <b>(313) 841-5144</b> CONTRACTOR NUMBER/MAIL CODE  BUYER/CA (517) 241-1145 <b>Lymon C. Hunter, CPPB</b>
Contract Compliance Inspector: Tim Croze (517) 322-3385 <b>Salt, Bulk Salt, Early Fill – Michigan Department of Transportation</b>	
CONTRACT PERIOD: 5 yrs. + 2 one-year options    From: <b>September 1, 2011</b> To: <b>August 31, 2012</b>	
TERMS <p style="text-align: center;"><b>N/A</b></p>	SHIPMENT <p style="text-align: center;"><b>Per the attached terms and conditions</b></p>
F.O.B. <p style="text-align: center;"><b>Delivered and Unloaded</b></p>	SHIPPED FROM <p style="text-align: center;"><b>Various</b></p>
ALTERNATE PAYMENT OPTIONS: <input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other	
MINIMUM DELIVERY REQUIREMENTS <p style="text-align: center;"><b>N/A</b></p>	
MISCELLANEOUS INFORMATION:	

**THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.**

**NATURE OF CHANGE(S):**

**Effective immediately, the following changes are hereby made part of this contract:**

- 1) Bay Region – Tuscola County – MDOT Drop points & local units of government are all re-awarded to Morton Salt and thus removed from this contract.**

**All other terms, conditions, specifications and pricing remain unchanged.**

**AUTHORITY/REASON(S):**

**Per DTMB Purchasing Operations approval.**

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET      August 10, 2011  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

**NOTICE  
 OF  
 CONTRACT NO. 071B1300338  
 between  
 THE STATE OF MICHIGAN  
 and**

NAME & ADDRESS OF CONTRACTOR <b>The Detroit Salt Company, LLC</b> <b>12841 Sanders</b> <b>Detroit, MI 48217</b>  Email: <a href="mailto:mgeyer@detroitsalt.com">mgeyer@detroitsalt.com</a>	TELEPHONE Martha Geyer <b>(313) 841-5144</b> CONTRACTOR NUMBER/MAIL CODE  BUYER/CA (517) 241-1145 <b>Lymon C. Hunter, CPPB</b>
Contract Compliance Inspector: Tim Croze (517) 322-3385 <b>Salt, Bulk Salt, Early Fill – Michigan Department of Transportation</b>	
CONTRACT PERIOD: 5 yrs. + 2 one-year options    From: <b>September 1, 2011</b> To: <b>August 31, 2012</b>	
TERMS <p style="text-align: center;"><b>N/A</b></p>	SHIPMENT <p style="text-align: center;"><b>Per the attached terms and conditions</b></p>
F.O.B. <p style="text-align: center;"><b>Delivered and Unloaded</b></p>	SHIPPED FROM <p style="text-align: center;"><b>Various</b></p>
ALTERNATE PAYMENT OPTIONS: <input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other	
MINIMUM DELIVERY REQUIREMENTS <p style="text-align: center;"><b>N/A</b></p>	
MISCELLANEOUS INFORMATION:	

**THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.**

**TOTAL ESTIMATED CONTRACT VALUE:    \$0.00**

**STATE OF MICHIGAN**  
**DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET**  
**PURCHASING OPERATIONS**  
**P.O. BOX 30026, LANSING, MI 48909**  
 OR  
**530 W. ALLEGAN, LANSING, MI 48933**

**CONTRACT NO. 071B1300338**  
**between**  
**THE STATE OF MICHIGAN**  
**and**

NAME & ADDRESS OF CONTRACTOR <b>The Detroit Salt Company, LLC</b> <b>12841 Sanders</b> <b>Detroit, MI 48217</b>  Email: <a href="mailto:mgeyer@detroitssalt.com">mgeyer@detroitssalt.com</a>	TELEPHONE Martha Geyer <b>(313) 841-5144</b> CONTRACTOR NUMBER/MAIL CODE  BUYER/CA (517) 241-1145 <b>Lymon C. Hunter, CPPB</b>
Contract Compliance Inspector: Tim Croze (517) 322-3385 <b>Salt, Bulk Salt, Early Fill – Michigan Department of Transportation</b>	
CONTRACT PERIOD: 5 yrs. + 2 one-year options From: <b>September 1, 2011</b> To: <b>August 31, 2012</b>	
TERMS <p style="text-align: center;"><b>N/A</b></p>	SHIPMENT <p style="text-align: center;"><b>Per the attached terms and conditions</b></p>
F.O.B. <p style="text-align: center;"><b>Delivered and Unloaded</b></p>	SHIPPED FROM <p style="text-align: center;"><b>Various</b></p>
ALTERNATE PAYMENT OPTIONS: <input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other	
MINIMUM DELIVERY REQUIREMENTS <p style="text-align: center;"><b>N/A</b></p>	
MISCELLANEOUS INFORMATION: <b>THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.</b>  The terms and conditions of this Contract are those of ITB #07111300054, this Contract Agreement and the vendor's quote dated May 17, 2011. In the event of any conflicts between the specifications, and terms and conditions, indicated by the State and those indicated by the vendor, those of the State take precedence.  Estimated Contract Value: <b>\$0.00</b>	

**THIS IS NOT AN ORDER:** This Contract Agreement is awarded on the basis of our inquiry bearing the ITB No. 07111300054. Orders for delivery will be issued directly by the Department of Transportation through the issuance of a Purchase Order Form.

All terms and conditions of the invitation to bid are made a part hereof.

<b>FOR THE CONTRACTOR:</b>  The Detroit Salt Company, LLC Firm Name	<b>FOR THE STATE:</b>  Signature Natalie Spaniolo, Acting Director
Authorized Agent Signature	Name/Title DTMB Purchasing Operations

Authorized Agent (Print or Type)

Division

---

Date

---

Date



**STATE OF MICHIGAN**  
**Department of Technology, Management and Budget**  
**Purchasing Operations**

Contract No. 071B1300338

[Bulk Salt, & Early Fill](#)

[The Detroit Salt Company](#)



Buyer Name: Lymon C. Hunter, CPPB  
Telephone Number: (517) 241-1145  
E-Mail Address: HunterL@michigan.gov





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### Definitions

**This section provides definitions for terms used throughout this document.**

**Business Day** - whether capitalized or not, means any day other than a Saturday, Sunday, State employee temporary layoff day, or State-recognized legal holiday (as identified in the Collective Bargaining Agreement for State employees) from 8:00am through 5:00pm Eastern Time unless otherwise stated.

**Buyer** – the DTMB-Purchasing Operations employee identified on the cover page of this RFQ.

**Chronic Failure** - as defined in applicable Service Level Agreements.

**Contract** – based on this RFQ, an agreement that has been approved and executed by the awarded bidder, the DTMB-Purchasing Operations Director, and the State Administrative Board.

**Contractor** – the awarded bidder after the Effective Date.

**Days** - Business Days unless otherwise specified.

**Deleted, Not Applicable** - the section is not applicable or included in this RFQ. This is used as a placeholder to maintain consistent numbering.

**Deliverable(s)** - physical goods or commodities as required or identified in a Statement of Work.

**Eastern Time** – either Eastern Standard Time or Eastern Daylight Time, whichever is prevailing in Lansing, Michigan.

**Effective Date** - the date that a binding contract is executed by the final party.



**Final Acceptance** - has the meaning provided in Section 2.8.7, Final Acceptance, unless otherwise stated in Article 1.

**Key Personnel** - any personnel designated as Key Personnel in Sections 1.3.3, Staff, Duties, and Responsibilities, and 2.4.2, Contractor Key Personnel, subject to the restrictions of Section 2.4.2.

**Post-Industrial Waste** - industrial by-products which would otherwise go to disposal and wastes generated after completion of a manufacturing process, but does not include internally generated scrap commonly returned to industrial or manufacturing processes.

**Purchase Order** - a written document issued by the State that requests full or partial performance of the Contract.

**State** - the State of Michigan.

**State Location** - any physical location where the State performs work. State Location may include state-owned, leased, or rented space.

**Stop Work Order** - a notice requiring the Contractor to fully or partially stop work in accordance with the terms of the notice.

**Subcontractor** - a company or person that the Contractor delegates performance of a portion of the Deliverable(s) to, but does not include independent contractors engaged by the Contractor solely in a staff augmentation role.

**Unauthorized Removal** - the Contractor's removal of Key Personnel without the prior written consent of the State.



## Article 1 – Statement of Work

### 1.1 Project Identification

The State of Michigan, Purchasing Operations has established a **Pre – Qualified Vendor Program** for bulk road salt purchases to be used by the Department of Transportation, select State agencies and participating MiDeal members. The Detroit Salt Company is one of the pre-qualified vendors under this program. This contract is between the State of Michigan and the Detroit Salt Company, hereinafter referred to as “The Contractor.”

#### 1.1.1 Project

This Contract will support the Early Fill requirements for bulk road salt. Issuance of this Contract does not guarantee that the State will do business with the specified Contractor throughout the entire course of the Pre-Qualification Program, as requirements are re-bid every year.

Article 1 – SOW was used by the State for the evaluation process. The Contractor submitted a written proposal discussing how they meet the below specific requirements. The Contractor’s responses are integrated into this Contract.

#### 1.1.2 Background– [Deleted, Not Applicable]

### 1.2 Scope of Work and Deliverable(s)

#### 1.2.1 Commencement of Work

Contractor shall show acceptance of this agreement by signing both copies of this Contract and returning it to the Buyer/Contract Administrator. Contractor shall not proceed with performance of the work to be done under this agreement, including the purchase of necessary materials, until both parties have signed this agreement to show acceptance of its terms.

#### 1.2.2 Deliverable(s)

Contractor must provide the following Deliverable(s):

Definite Specifications - All commodities and/or services to be furnished hereunder shall conform to the specifications as noted below. No alternates will be accepted.

### ATTACHMENTS

**Attachment C** – Specifications for Sodium Chloride (1 Page)

**Attachment D** – General Materials Certification (5 Pages)

**BULK ROCK SALT.** The gradation shall be in accordance with the Michigan Department of Transportation Specification 8.20 (7) attached. The material shall also meet the requirements as outlined in the attached Michigan Department of Transportation General Materials Certification Type “D.” (See **Attachment I** – Material Certification)

### CERTIFICATIONS

The material to be supplied will be tested and/or certified. Additionally, MDOT Construction & Technology personnel shall be allowed to randomly inspect and test stockpiled salt and salt that is being loaded for transport



at the vendor yard or storage facility. Upon award, contractors shall contact the MDOT Construction and Technology Support Area at (517) 322-1087 for instructions.

Material contamination from foreign debris or frozen lumps of salt may be cause for immediate rejection at the point of delivery.

**1.2.3 Quantity– [Deleted, Not Applicable]**

**1.2.4 Customer Service/Ordering**

Contractor shall have internal controls, approved by Purchasing Operations, to insure that authorized individuals with the State place orders. The Contractor shall verify orders that have quantities that appear to be abnormal or excessive.

The Contractor shall have an accessible customer service department with an individual specifically assigned to State of Michigan accounts. The Contractor shall have experienced sales representatives make timely personal visits to State accounts. The Contractor’s customer service must respond to State agency inquiries promptly. The Contractor shall provide a statewide toll-free number for customer service calls.

**Any supplies and services to be furnished under this Contract shall be ordered by issuance of delivery orders or task orders by the individuals or activities designated in the Schedule.**

All delivery orders or task orders are subject to the terms and conditions of this Contract. In the event of conflict between a delivery order or task order and this Contract, this Contract shall control.

All orders shall be placed with the Contractor and will not be placed through a trucking company, dock staging area or terminal.

**1.2.5 Alternate Bids– [Deleted, Not Applicable]**

**1.3 Management and Staffing– [Deleted, Not Applicable]**

**1.3.1 Project Management– [Deleted, Not Applicable]**

**1.3.2 Reports– [Deleted, Not Applicable]**

**1.3.3 Staff, Duties, and Responsibilities– [Deleted, Not Applicable]**

**1.3.4 Meetings– [Deleted, Not Applicable]**

**1.3.5 Place of Performance**

Full address of place of performance	Owner/operator of facility to be used	Percent (%) of Contract value to be performed at listed location
Detroit Salt Mine	Detroit Salt Mine	100%

**1.3.6 Reserved**





### **1.3.7 Binding Commitments**

Emanuel Manos, President Detroit Salt Company.

### **1.3.8 Training– [Deleted, Not Applicable]**

### **1.3.9 Security**

This Contract may require frequent deliveries to State of Michigan facilities. If security background checks are performed on staff, the Contractor shall indicate the name of the company that performs the check as well as provide a document stating that each employee has satisfactorily completed a security check and is suitable for assignment to State facilities. Upon request by the State, Contractors shall provide the results of all security background checks.

The State may decide to also perform a security background check. If so, the Contractor will be required to provide to the State a list of all delivery people that will service State of Michigan facilities, including name and date of birth (social security number or driver license number may be requested).

The Contractor and its subcontractors shall comply with the security access requirements of individual State facilities.

The Detroit Salt Company and its subcontractors shall comply with the security access requirements of individual State facilities

## **1.4 Delivery and Acceptance**

### **1.4.1 Time Frames**

#### **TIME FRAMES EARLY FILL-UP**

1. All deliveries to the various drop points **MUST** be made between October 1<sup>st</sup> and October 31<sup>st</sup> of every year during the Contract(s) period. Please note that the State reserves the right to impose a penalty (late fee) on the contractor for salt not delivered by October 31<sup>st</sup> of each calendar year. For each MDOT location that does not receive all salt, by October 31, the contractor will be charged \$1,000 per day. **(See Deductions 1.4.7)**
2. Once deliveries begin for a particular location, deliveries must continue until that particular location has received the entire quantity specified on the purchase order, prior to moving to another location. Delivery of a particular location's total quantity **MUST** be completed within 10 days of the date the delivery began. **(See Deductions 1.4.7)**
3. The contractor is responsible for making sure the trucking is performed properly and in a timely manner. This includes shipping salt in trucks that are clean as well as dry. Failure to meet ALL delivery requirements above may result in a fine and/or cancellation of the CONTRACT and/or restriction of future bidding privileges with the State of Michigan.
4. MDOT deliveries will be accepted Monday through Friday between 7:00 A.M. and 2:00 P.M. All delivery dates and arrangements must be cleared with each Region Maintenance Representative so certification tests can be arranged. All drop points (MDOT, Local Units of Government, also known as MiDeal members and all other participating agencies) shall be contacted approximately 48 hours prior to delivery. **(See Deductions 1.4.7)**
5. If a particular salt storage facility is capable of accepting inside delivery (minimum inside clearance height of 26 feet), appropriate delivery trucks shall be utilized in order to allow for self unloading inside the facility. **(See Deductions 1.4.7)**. Refer to Attachment G for the list of MDOT salt sheds. The first column indicates whether or not the location requires "inside delivery".



The Detroit Salt Company shall comply with the stated delivery time frames.

#### **1.4.2 Delivery Tickets**

All salt to be delivered MUST be weighed on certified scales; the contractor shall, at their expense, have their scales certified and inspected, prior to beginning shipments, and on a monthly basis thereafter until all salt has been delivered. The certification and inspection shall be conducted by the specific scale manufacturer authorized service dealer. For Early Fill, the scales must be inspected and certified between August 15<sup>th</sup> and September 30<sup>th</sup> of every year. Copies of scale certification must be sent to the appropriate MDOT region by October 15<sup>th</sup> of every year. For Seasonal Back Up, the scales must be inspected and certified between January 1<sup>st</sup> and, February 15<sup>th</sup> of every year. Copies of scale certification must be sent to the appropriate MDOT region by, March 1<sup>st</sup> of every year. The State can require re-certification of the scale, if a particular salt shipment is found to be +/- 1% off. In addition, all delivery tickets MUST be legible, computer generated, printed from a computerized scale, and in English units. All trucks shall be weighed empty, then weighed loaded, and the differential shall be the net weight recorded on the delivery ticket. Scale operators shall not pre-enter estimated empty truck tare weights. Hand written tickets are unacceptable. The awarded vendors' scales must be cleaned on a regular basis, i.e., daily or weekly if appropriate. Also, the dock shall be maintained on a regular interval, i.e., weekly/biweekly. Violation of any of the above requirements can be grounds for rejection of salt shipment. **(See Deductions 1.4.7).**

The Detroit Salt Company shall comply with requirements for 1.4.2.

#### **1.4.3 Inconsistent Deliveries**

The state reserves the right to disallow the use of any dock, weigh station, trucking company, etc. that is utilized by the contractor if it is discovered that there are inconsistencies regarding the quantity indicated on a delivery ticket and the actual amount received or verified by the re-weighing of a truck. MDOT has made arrangements with the appropriate enforcement authorities to increase the frequency of "spot checks" on trucks hauling salt to various delivery locations. If it is discovered that a particular delivery ticket exceeds the actual amount verified by re-weighing a truck, the Michigan Department of Transportation or the Local Unit of Government will be instructed to pay based on the re-weigh quantity. The state will also seek the possible prosecution of companies that are found to be involved in a "short shipping" scheme designed to take advantage of the State of Michigan or any Local Unit of Government included in this RFQ.

The Detroit Salt Company is in agreement with 1.4.3

#### **1.4.4 Conveyor Delivery**

Please note the special instructions for **CONVEYOR** deliveries to certain locations in Attachment G.

Only has inside delivery information.

#### **1.4.5 Delivery Term**

Prices shall be "**F.O.B. Delivered and Unloaded**" to each drop point indicated on Attachment G. All costs associated with delivering salt to these drop points is included in each "Price per Ton." Other F.O.B. terms will not be accepted. Where the location allows, salt shall be unloaded inside the storage facility.

The Detroit Salt Company shall comply with 1.4.5 (Attachment G)



#### 1.4.6 Trucking

All loads of regular salt must be covered by an industry standard mesh tarp. If a load is delivered uncovered, or with the incorrect covering the load may be rejected.

#### 1.4.7 Deductions

1. (Early Fill-Up only) For any salt delivered after normal hours of delivery, which are Monday through Friday between 7:00 a.m. and 2:00 p.m. unless alternate times have been mutually agreed to, there will be a 25% deduction penalty.
2. (Seasonal Backup only) For any salt delivered after the time agreed upon in the 48 hour delivery notice or after normal hours of delivery which are Monday through Friday between 7:00 a.m. and 2:00 p.m. unless alternate times have been mutually agreed to, there will be a 25% deduction penalty.
3. (Seasonal Backup only) For any salt not delivered by the close of business of the 3rd day after the order is placed (30% required of the total ordered), there will be a 25% deduction penalty with increments of 5% per day, not to exceed 50% of the total ordered. For any salt not received by the close of business of the 4th day after the order is placed (60% required of the total ordered), the receiving location may notify the vendor that they will purchase the undelivered balance of the total ordered from an alternate source. The vendor shall be responsible for any excess cost associated with this purchase as compared to the contract price for that location. The volume of salt purchased from the alternate source shall count toward the receiving location's 70% minimum order requirement.  
  
Example: At the close of business (2:00 p.m.), unless an alternate delivery time has been mutually agreed to, on the 3rd day no salt, or less than 30% of the total ordered is delivered, a 25% deduction of the total ordered will be taken. On the 4th day less than 60% of the total order has been delivered, an additional 5% deduction will be taken, on the 5th day less than 100% of the total ordered has been delivered, and additional 5% deduction will be taken. For any subsequent day that 100% of the salt ordered is not delivered an additional 5% deduction will be taken.
4. For any salt delivered to a receiving location after hours when the receiving location is not staffed, there will be a 100% deduction penalty. Alternatively, the receiving location can opt to have the salt picked up at the vendor's expense.
5. All delivery tickets MUST be legible and be generated and printed from a computerized scale. Exception; receiving locations will allow written ticket in emergency situations and then only with a computer generated one to follow with tare weight. Failure to present a computer generated ticket will result in a 100% deduction penalty.
6. Please note that the state reserves the right to impose a **penalty (late fee)** on the contractor for salt not delivered within **10 (ten) calendar days** of the date the delivery began. For the undelivered portion of the salt that is late, there will be a 25% deduction penalty with increments of 5% per day, not to exceed 50% overall.
7. For each MDOT location that does not receive their total salt quantity by October 31<sup>st</sup> of each calendar year, the contractor will be charged \$1,000 per day late.
8. If a particular salt storage facility is capable of accepting inside delivery (minimum inside clearance height of 26 feet), and appropriate delivery trucks are not utilized in order to allow for self unloading inside the facility there will be a 50% deduction penalty.



Alternatively, the receiving location can opt to have the salt picked up at the vendor's expense.

- 9. Any of the above penalties can be rendered void if mutually agreed upon by the contractor and the receiving location.

The Detroit Salt Company has noted and is in agreement with 1.4.7

**1.5 Proposal Pricing**

**1.5.1 Pricing**

**MOST FAVORED CUSTOMER**

The State of Michigan, or any participating Local Unit of Government expects to be considered the "**Most Favored Customer**" regarding salt purchased in the State. In other words, since the total quantity included in this bid far exceeds the quantity that may be purchased by any other government entity in the State, the State expects to receive the "best price" during each winter season for the duration of this Contract for all locations. **Additionally, the State expects prices on this CONTRACT to be the same for salt delivered anywhere in the same County. If it is discovered that the State's, or any local agency's price is greater than any other participant, the State, or other local agency will pay based on the lowest price quoted within that county.** Additionally, awarded Contractors that bid salt to any other Public Entity within the State of Michigan during the term of this Contract, if the awarded price for that Public Entity is less than the price for a similar location on the State's CONTRACT, the State reserves the right to take the same price bid to that public entity (if within the same county). **(See Deductions 1.4.7)**

**1.5.2 Quick Payment Terms**

Contractor will offer a quick payment discount of \_\_\_% off an invoice if paid within 10 Days from the State's receipt of the invoice or delivery of the Deliverable(s), whichever is later.

No quick payment discount will be offered.

**1.5.3 Price Term**

Items on this Contract will be bid on a yearly basis. Therefore prices are subject to change every year. The State shall receive the benefit of any decrease in price that may occur.

**1.5.4 Tax Excluded from Price**

(a) Sales Tax: The State is exempt from sales tax for direct purchases. The bidder's prices must not include sales tax. DTMB-Purchasing Operations will furnish exemption certificates for sales tax upon request.

(b) Federal Excise Tax: The State may be exempt from Federal Excise Tax, or the taxes may be reimbursable, if articles purchased under any resulting Contract are used for the State's exclusive use.

Certificates showing exclusive use for the purposes of substantiating a tax-free, or tax-reimbursable sale will



be sent upon request. If a sale is tax exempt or tax reimbursable under the Internal Revenue Code, the bidder's prices must not include the Federal Excise Tax.

**1.5.5 Invoices– [Deleted, Not Applicable]**

**1.6 Commodity Requirements– [Deleted, Not Applicable]**

**1.6.1 Customer Service– [Deleted, Not Applicable]**

**1.6.2 Research and Development– [Deleted, Not Applicable]**

**1.6.3 Quality Assurance Program– [Deleted, Not Applicable]**

**1.6.4 Warranty for Deliverable(s) – [Deleted, Not Applicable]**

**1.6.5 Special Incentives– [Deleted, Not Applicable]**

**1.6.6 Energy Efficiency– [Deleted, Not Applicable]**

**1.6.7 Environmental Requirements– [Deleted, Not Applicable]**

**1.6.8 Recycled Content and Recyclability– [Deleted, Not Applicable]**

**1.6.9 Materials Identification and Tracking– [Deleted, Not Applicable]**

**1.7 Extended Purchasing**

**1.7.1 MiDEAL**

The Management and Budget Act, MCL 18.1263, permits the State to provide purchasing services to any city, village, county, township, school district, intermediate school district, non-profit hospital, institution of higher education, or community or junior college (MiDEAL Members). A current listing of approved MiDEAL Members is available at: [www.michigan.gov/mideal](http://www.michigan.gov/mideal).

The Contractor must supply Deliverable(s) to the State and MiDEAL Members at the established State Contract prices and terms, subject to Section 2.22.1, MiDEAL Requirements.

**1.7.2 State Employee Purchases – [Deleted, Not Applicable]**

**1.8 Additional Terms**

**1.8.1 Billing**

All salt will be paid for on the basis of tonnage delivered and unloaded to each drop point indicated on the attached Item Listings. A copy of the Contractor's shipping document showing the net weight tonnage, Drop Point and receiving locations acceptance signature must accompany each invoice. Invoices shall be sent to the appropriate Bill To address as it appears on the Direct Purchase Orders issued by the Michigan Department of Transportation, the DPO # must appear on the invoice. Bills should be received within 30 days after delivery of the salt.



## **Article 2 – Terms and Conditions**

### **2.1 Contract Term**

#### **2.1.1 Contract Term**

The Contract term begins September 1, 2011 and expires September 1, 2016. All outstanding Purchase Orders will expire upon the termination of the Contract for any of the reasons listed in Section 2.16, Termination by the State, unless otherwise agreed to in writing by DTMB-Purchasing Operations. Absent an early termination, Purchase Orders issued, but not expired, by the end of the Contract's term will remain in effect until the next September 30.

#### **2.1.2 Options to Renew**

This Contract may be renewed for up to [two] additional [one] year period(s). Renewal must be by mutual written agreement of the parties, not less than 30 days before expiration of the Contract.

### **2.2 Payments and Taxes**

#### **2.2.1 Fixed Prices for Deliverable(s)**

Prices are fixed for all Deliverable(s) and for all of the associated payment milestones and amounts.

#### **2.2.2 Payment Deadlines**

Undisputed invoices will be due and payable by the State, in accordance with the State's standard payment procedure as specified in 1984 PA 279, MCL 17.51 *et seq.*, within 45 days after receipt.

#### **2.2.3 Invoicing and Payment – In General [Deleted, Not Applicable]**

#### **2.2.4 Pro-ration [Deleted, Not Applicable]**

#### **2.2.5 Final Payment and Waivers**

The Contractor's acceptance of final payment by the State constitutes a waiver of all claims by the Contractor against the State for payment under this Contract, other than those claims previously filed in writing on a timely basis and still disputed. For other claims, final payment by the State will not constitute a waiver by either party of any rights as to the other party's continuing obligations, nor will it constitute a waiver of any claims under this Contract, including claims for Deliverable(s) not reasonably known to be defective or substandard.

#### **2.2.6 Electronic Payment Requirement**

As required by MCL 18.1283a, the Contractor must electronically register with the State at <http://www.michigan.gov/cpexpress> to receive electronic fund transfer (EFT) payments.

#### **2.2.7 Employment Taxes**

The Contractor must collect and pay all applicable federal, state, and local employment taxes.



### **2.2.8 Sales and Use Taxes**

The Contractor must register and remit sales and use taxes on taxable sales of tangible personal property or services delivered into the State. If the Contractor lacks sufficient presence in Michigan to be required to register and pay taxes, it must do so on a voluntary basis. The requirement to register and remit sales and use taxes extends to (a) all members of a "controlled group of corporations" as defined in § 1563(a) of the Internal Revenue Code, 26 USC 1563(a), and applicable regulations; and (b) all organizations under common control that make sales at retail for delivery into the State. Any United States Department of Treasury regulation that references "two or more trades or businesses under common control" includes organizations such as sole proprietorships, partnerships (as defined in § 7701(a)(2) of the Internal Revenue Code, 26 USC 7701(a)(2)), trusts, estates, corporations, or limited liability companies.

## **2.3 Contract Administration**

### **2.3.1 Issuing Office**

This Contract is issued by DTMB-Purchasing Operations on behalf of Michigan Department of Transportation, hereinafter known as MDOT. **DTMB-Purchasing Operations is the only entity authorized to modify the terms and conditions of this Contract, including the prices and specifications.** The Contract Administrator within DTMB-Purchasing Operations for this Contract is:

Department of Technology, Management and Budget  
Purchasing Operations  
Attn: Lymon C. Hunter, CPPB  
2nd Floor, Mason Building  
P.O. Box 30026  
Lansing, Michigan 48909  
(517) 241-1145  
HunterL@Michigan.gov

### **2.3.2 Contract Compliance Inspector**

The Contract Compliance Inspector, named below, will monitor and coordinate Contract activities on a day-to-day basis. However, monitoring of this Contract implies **no authority to modify the terms and conditions of this Contract, including the prices and specifications.**

Tim Croze  
Michigan Department of Transportation  
Maintenance Support Area  
6333 Old Lansing Rd.  
Lansing, Mi 48917  
[crozet@michigan.gov](mailto:crozet@michigan.gov)  
Phone: (517) 322-3394  
Fax: (517) 322-3385

### **2.3.3 Project Manager– [Deleted, Not Applicable]**

### **2.3.4 Contract Changes**

(a) If the State requests or directs the Contractor to provide any Deliverable(s) that the Contractor believes are outside the scope of the Contractor's responsibilities under the Contract, the Contractor must notify the State before performing the requested activities. If the Contractor fails to notify the State, any activities performed will be considered in-scope and not entitled to additional compensation or time. If the Contractor begins work outside the scope of the Contract and then ceases performing that work, the Contractor must, at the request of the State, retract any out-of-scope work that would adversely affect the Contract.

(b) The State or the Contractor may propose changes to the Contract. If the Contractor or the State requests a change to the Deliverable(s) or if the State requests additional Deliverable(s), the Contractor must



provide a detailed outline of all work to be done, including tasks, timeframes, listing of key personnel assigned, estimated hours for each individual per Deliverable, and a complete and detailed cost justification. If the parties agree on the proposed change, DTMB-Purchasing Operations will prepare and issue a notice that describes the change, its effects on the Deliverable(s), and any affected components of the Contract (Contract Change Notice).

(c) No proposed change may be performed until DTMB-Purchasing Operations issues a duly executed Contract Change Notice for the proposed change.

### **2.3.5 Price Changes[Deleted, Not Applicable]**

### **2.3.6 Notices**

All notices and other communications required or permitted under this Contract must be in writing and will be considered given when delivered personally, by fax (if provided) or by e-mail (if provided), or by registered mail, return receipt requested, addressed as follows (or any other address that is specified in writing by either party):

If to State:

State of Michigan  
DTMB-Purchasing Operations  
Attention: Lymon C. Hunter, CPPB  
PO Box 30026  
530 West Allegan  
Lansing, MI 48909  
HunterL@michigan.gov  
Fax: 517.335.0046

If to Contractor:

The Detroit Salt Company  
Martha Geyer  
12841 Sanders  
Detroit, MI 48217  
mgeyer@detroitsalt.com  
Fax: 313.841.0466

Delivery by a nationally recognized overnight express courier will be treated as personal delivery.

### **2.3.7 Covenant of Good Faith**

Each party must act reasonably and in good faith. Unless otherwise provided in this Contract, the parties will not unreasonably delay, condition or withhold their consent, decision, or approval any time it is requested or reasonably required in order for the other party to perform its responsibilities under the Contract.

### **2.3.8 Assignments**

(a) Neither party may assign this Contract, or assign or delegate any of its duties or obligations under the Contract, to another party (whether by operation of law or otherwise), without the prior approval of the other party. The State may, however, assign this Contract to any other State agency, department, or division without the prior approval of the Contractor.

(b) If the Contractor intends to assign this Contract or any of the Contractor's rights or duties under the Contract, the Contractor must notify the State and provide adequate information about the assignee at least 90 days before the proposed assignment or as otherwise provided by law or court order. The State may withhold approval from proposed assignments, subcontracts, or novations if the State determines, in its sole discretion, that the transfer of responsibility would decrease the State's likelihood of receiving performance on the Contract or the State's ability to recover damages.





(c) If the State permits an assignment of the Contractor's right to receive payments, the Contractor is not relieved of its responsibility to perform any of its contractual duties. All payments must continue to be made to one entity.

### **2.3.9 Equipment**

The State will not provide equipment and resources unless specifically identified in the Statement(s) of Work or other Contract exhibits.

### **2.3.10 Facilities [Deleted, Not Applicable]**

## **2.4 Contract Management**

### **2.4.1 Contractor Personnel Qualifications**

All persons assigned by the Contractor to perform work must be employees of the Contractor or its majority-owned subsidiaries, or a State-approved Subcontractor, and must be fully qualified to perform the work assigned to them. The Contractor must include this requirement in any subcontract.

### **2.4.2 Contractor Key Personnel– [Deleted, Not Applicable]**

### **2.4.3 Removal or Reassignment of Personnel at the State's Request– [Deleted, Not Applicable]**

### **2.4.4 Contractor Personnel Location– [Deleted, Not Applicable]**

### **2.4.5 Contractor Identification– [Deleted, Not Applicable]**

### **2.4.6 Cooperation with Third Parties– [Deleted, Not Applicable]**

### **2.4.7 Relationship of the Parties**

The relationship between the State and Contractor is that of client and independent contractor. No agent, employee, or servant of the Contractor, or any of its subcontractors, is an employee, agent or servant of the State. The Contractor will be solely and entirely responsible for its acts and the acts of its agents, employees, servants, and subcontractors during the performance of the Contract.

### **2.4.8 Contractor Return of State Equipment/Resources– [Deleted, Not Applicable]**

### **2.4.9 Background Checks– [Deleted, Not Applicable]**

### **2.4.10 Compliance With State Policies– [Deleted, Not Applicable]**

## **2.5 Subcontracting by Contractor– [Deleted, Not Applicable]**

### **2.5.1 Contractor Responsible– [Deleted, Not Applicable]**

### **2.5.2 State Approval of Subcontractor– [Deleted, Not Applicable]**

### **2.5.3 Subcontract Requirements– [Deleted, Not Applicable]**

### **2.5.4 Competitive Selection– [Deleted, Not Applicable]**



## **2.6 Reserved**

## **2.7 Performance**

### **2.7.1 Time of Performance**

(a) The Contractor must immediately notify the State upon becoming aware of any circumstances that may reasonably be expected to jeopardize the completion of any Deliverable(s) by the scheduled due dates in the latest State-approved delivery schedule and must inform the State of the projected actual delivery date.

(b) If the Contractor believes that a delay in performance by the State has caused or will cause the Contractor to be unable to perform its obligations according to specified Contract time periods, the Contractor must immediately notify the State and, to the extent practicable, continue to perform its obligations according to the Contract time periods. The Contractor will not be in default for a delay in performance to the extent the delay is caused by the State.

### **2.7.2 Service Level Agreements [Deleted, Not Applicable]**

### **2.7.3 Liquidated Damages– [Deleted, Not Applicable]**

### **2.7.4 Excusable Failure**

Neither party will be liable for any default, damage or delay in the performance of its obligations that is caused by government regulations or requirements, power failure, electrical surges or current fluctuations, war, forces of nature or acts of God, delays or failures of transportation, equipment shortages, suppliers' failures, acts or omissions of common carriers, fire, riots, civil disorders, labor disputes, embargoes, injunctions (provided the injunction was not issued as a result of any fault or negligence of the party seeking to have its default or delay excused), or any other cause beyond the reasonable control of a party; provided the non-performing party and any Subcontractors are without fault in causing the default or delay, and the default or delay could not have been prevented by reasonable precautions and cannot reasonably be circumvented by the non-performing party through the use of alternate sources, workaround plans, or other means, including disaster recovery plans.

If a party does not perform its contractual obligations for any of the reasons listed, the non-performing party will be excused from any further performance of its affected obligation(s) for as long as the circumstances prevail. The non-performing party must promptly notify the other party immediately after the excusable failure occurs, and when it abates or ends. Both parties must use commercially reasonable efforts to resume performance.

If any of the reasons listed substantially prevent, hinder, or delay the Contractor's performance of the Deliverable(s) for more than 10 Days, and the State reasonably determines that performance is not likely to be resumed within a period of time that is satisfactory to the State, the State may: (a) procure the affected Deliverable(s) from an alternate source without liability for payment so long as the delay in performance continues; or (b) terminate any portion of the Contract so affected and equitably adjust charges payable to the Contractor to reflect those Deliverable(s) that are terminated. The State must pay for all Deliverable(s) for which Final Acceptance has been granted before the termination date.



The Contractor will not have the right to any additional payments from the State as a result of any Excusable Failure or to payments for Deliverable(s) not provided as a result of the Excusable Failure. The Contractor will not be relieved of a default or delay caused by acts or omissions of its Subcontractors except to the extent that a Subcontractor experiences an Excusable Failure and the Contractor cannot reasonably circumvent the effect of the Subcontractor's default or delay in performance through the use of alternate sources, workaround plans, or other means, including disaster recovery plans.

**2.8 Acceptance of Deliverable(s) – [Deleted, Not Applicable]**

**2.8.1 Quality Assurance**

By tendering any Deliverable to the State, the Contractor certifies to the State that (a) it has performed reasonable quality assurance activities; (b) it has performed any reasonable testing; and (c) it has corrected all material deficiencies discovered during the quality assurance activities and testing. To the extent that testing occurs at State Locations, the State is entitled to observe and otherwise participate in the testing.

**2.8.2 Delivery Responsibilities– [Deleted, Not Applicable]**

**2.8.3 Process for Acceptance of Deliverable(s) – [Deleted, Not Applicable]**

**2.8.4 Acceptance of Deliverable(s) – [Deleted, Not Applicable]**

**2.8.5 Process for Approval of Written Deliverable(s) [Deleted, Not Applicable]**

**2.8.6 Process for Approval of Services [Deleted, Not Applicable]**

**2.8.7 Final Acceptance[Deleted, Not Applicable]**

**2.9 Ownership [Deleted, Not Applicable]**

**2.10 State Standards [Deleted, Not Applicable]**

**2.11 Confidentiality**

**2.11.1 Confidential Information[Deleted, Not Applicable]**

**2.11.2 Protection and Destruction of Confidential Information[Deleted, Not Applicable]**



**2.11.3 Exclusions[Deleted, Not Applicable]**

**2.11.4 No Obligation to Disclose[Deleted, Not Applicable]**

**2.11.5 Security Breach Notification[Deleted, Not Applicable]**

**2.12 Records and Inspections**

**2.12.1 Inspection of Work Performed**

The State's authorized representatives, at reasonable times and with 10 days prior notice, have the right to enter the Contractor's premises or any other places where work is being performed in relation to this Contract. The representatives may inspect, monitor, or evaluate the work being performed, to the extent the access will not reasonably interfere with or jeopardize the safety or operation of Contractor's systems or facilities. The Contractor must provide reasonable assistance for the State's representatives during inspections.

**2.12.2 Retention of Records**

(a) The Contractor must retain all financial and accounting records related to this Contract for a period of seven years after the Contractor performs any work under this Contract (Audit Period).

(b) If an audit, litigation, or other action involving the Contractor's records is initiated before the end of the Audit Period, the Contractor must retain the records until all issues arising out of the audit, litigation, or other action are resolved or until the end of the Audit Period, whichever is later.

**2.12.3 Examination of Records**

The State, upon 10 days notice to the Contractor, may examine and copy any of the Contractor's records that relate to this Contract. The State does not have the right to review any information deemed confidential by the Contractor if access would require the information to become publicly available. This requirement also applies to the records of any parent, affiliate, or subsidiary organization of the Contractor, or any Subcontractor that performs services in connection with this Contract.

**2.12.4 Audit Resolution**

If necessary, the Contractor and the State will meet to review any audit report promptly after its issuance. The Contractor must respond to each report in writing within 30 days after receiving the report, unless the report specifies a shorter response time. The Contractor and the State must develop, agree upon, and monitor an action plan to promptly address and resolve any deficiencies, concerns, or recommendations in the report.

**2.12.5 Errors**

(a) If an audit reveals any financial errors in the records provided to the State, the amount in error must be reflected as a credit or debit on the next invoice and subsequent invoices until the amount is paid or



refunded in full. However, a credit or debit may not be carried forward for more than four invoices or beyond the termination of the Contract. If a balance remains after four invoices, the remaining amount will be due as a payment or refund within 45 days of the last invoice on which the balance appeared or upon termination of the Contract, whichever is earlier.

(b) In addition to other available remedies, if the difference between the State's actual payment and the correct invoice amount, as determined by an audit, is greater than 10%, the Contractor must pay all reasonable audit costs.

## **2.13 Warranties**

### **2.13.1 Warranties and Representations[Deleted, Not Applicable]**

#### **2.13.2 Warranty of Merchantability**

The Deliverable(s) provided by the Contractor must be merchantable.

#### **2.13.3 Warranty of Fitness for a Particular Purpose**

The Deliverable(s) provided by the Contractor must be fit for the purpose(s) identified in this Contract.

#### **2.13.4 Warranty of Title**

The Contractor must convey good title to any Deliverable(s) provided to the State. All Deliverable(s) provided by the Contractor must be delivered free from any security interest, lien, or encumbrance of which the State, at the time of contracting, has no knowledge. Deliverable(s) provided by the Contractor must be delivered free of any rightful claim of infringement by any third person.

### **2.13.5 Equipment Warranty[Deleted, Not Applicable]**

#### **2.13.7 Prohibited Products**

Shipping of salvage, distressed, outdated, or discontinued goods to any State agency will be considered a material default by the Contractor. The brand and product number offered for all items will remain consistent for the term of the Contract, unless DTMB-Purchasing Operations has approved a change order under Section 2.3.4, Contract Changes.

#### **2.13.8 Consequences For Breach**

In addition to any remedies available in law, if the Contractor breaches any of the warranties contained in Section 2.13, Warranties, the breach may be considered a material default.

## **2.14 Insurance**

### **2.14.1 Liability Insurance**

For the purpose of this Section, "State" includes its departments, divisions, agencies, offices, commissions, officers, employees, and agents.

(a) The following apply to all insurance requirements:

(i) The State, in its sole discretion, may approve the use of a fully-funded self-insurance program in place of any specified insurance identified in this Section.



- (ii) Where specific coverage limits are listed in this Section, they represent the minimum acceptable limits. If the Contractor's policy contains higher limits, the State is entitled to coverage to the extent of the higher limits. The minimum limits of coverage specified are not intended, and may not be construed to limit any liability or indemnity of the Contractor to any indemnified party or other persons.
- (iii) If the Contractor fails to pay any premium for a required insurance policy, or if any insurer cancels or significantly reduces any required insurance without the State's approval, the State may, after giving the Contractor at least 30 days notice, pay the premium or procure similar insurance coverage from another company or companies. The State may deduct any part of the cost from any payment due the Contractor, or require the Contractor to pay that cost upon demand.
- (iv) In the event the State approves the representation of the State by the insurer's attorney, the attorney may be required to be designated as a Special Assistant Attorney General by the Michigan Attorney General.

(b) The Contractor must:

- (i) provide proof that it has obtained the minimum levels of insurance coverage indicated or required by law, whichever is greater. The insurance must protect the State from claims that are alleged or may arise or result from the Contractor's or a Subcontractor's performance, including any person directly or indirectly employed by the Contractor or a Subcontractor, or any person for whose acts the Contractor or a Subcontractor may be liable.
- (ii) waive all rights against the State for the recovery of damages that are covered by the insurance policies the Contractor is required to maintain under this Section. The Contractor's failure to obtain and maintain the required insurance will not limit this waiver.
- (iii) ensure that all insurance coverage provided relative to this Contract is primary and non-contributing to any comparable liability insurance (including self-insurance) carried by the State.
- (iv) obtain insurance, unless the State approves otherwise, from any insurer that has an A.M. Best rating of "A" or better and a financial size of VII or better, or if those ratings are not available, a comparable rating from an insurance rating agency approved by the State. All policies of insurance must be issued by companies that have been approved to do business in the State.
- (v) maintain all required insurance coverage throughout the term of this Contract and any extensions. However, in the case of claims-made Commercial General Liability policies, the Contractor must secure tail coverage for at least three years following the termination of this Contract.
- (vi) pay all deductibles.
- (vii) pay for and provide the type and amount of insurance checked  below:

**(A) Commercial General Liability Insurance**

Minimal Limits:

- \$2,000,000 General Aggregate Limit other than Products/Completed Operations;
- \$2,000,000 Products/Completed Operations Aggregate Limit;
- \$1,000,000 Personal & Advertising Injury Limit; and
- \$1,000,000 Each Occurrence Limit.
- \$500,000 Fire Damage Limit (any one fire)

Deductible maximum:

\$50,000 Each Occurrence

Additional Requirements:

The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents as additional insureds on the Commercial General Liability certificate. The Contractor also agrees to provide evidence that insurance policies contain a waiver of subrogation by the insurance company.

**(B) Umbrella or Excess Liability Insurance**

Minimal Limits:

\$10,000,000 General Aggregate



Additional Requirements:

Umbrella or Excess Liability limits must at least apply to the insurance required in (A), General Commercial Liability. The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents as additional insureds on the certificate. The Contractor also agrees to provide evidence that insurance policies contain a waiver of subrogation by the insurance company.

**(C) Motor Vehicle Insurance**

Minimal Limits:

If a motor vehicle is used in relation to the Contractor's performance, the Contractor must have vehicle liability insurance on the motor vehicle for bodily injury and property damage as required by law.

**(D) Hired and Non-Owned Motor Vehicle Coverage**

Minimal Limits:

\$1,000,000 Per Accident

Additional Requirements:

The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents as additional insureds on the vehicle liability certificate. The Contractor must also provide evidence that insurance policies contain a waiver of subrogation by the insurance company.

**(E) Workers' Compensation Insurance**

Minimal Limits:

The Contractor must provide Workers' Compensation coverage according to applicable laws governing work activities in the state of the Contractor's domicile. If the applicable coverage is provided by a self-insurer, the Contractor must provide proof of an approved self-insured authority by the jurisdiction of domicile.

For employees working outside of the state of the Contractor's domicile, the Contractor must provide certificates of insurance proving mandated coverage levels for the jurisdictions where the employees' activities occur.

Additional Requirements:

The Contractor must provide the applicable certificates of insurance and a list of states where the coverage is applicable. Contractor must provide proof that the Workers' Compensation insurance policies contain a waiver of subrogation by the insurance company, except where such a provision is prohibited or limited by the laws of the jurisdiction in which the work is to be performed.

**(F) Employers Liability Insurance**

Minimal Limits:

\$100,000 Each Accident;  
\$100,000 Each Employee by Disease  
\$500,000 Aggregate Disease

Additional Requirements:

The Contractor must list the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents as additional insureds on the certificate.

**2.14.2 Subcontractor Insurance Coverage**

Except where the State has approved a subcontract with other insurance provisions, the Contractor must require any Subcontractor to purchase and maintain the insurance coverage required in Section 2.14.1, Liability Insurance. Alternatively, the Contractor may include a Subcontractor under the Contractor's insurance on the coverage required in that Section. The failure of a Subcontractor to comply with insurance requirements does not limit the Contractor's liability or responsibility.



### **2.14.3 Certificates of Insurance and Other Requirements**

Before the Contract is signed, and not less than 20 days before the insurance expiration date every year thereafter, the Contractor must provide evidence that the State and its agents, officers, and employees are listed as additional insureds under each commercial general liability and commercial automobile liability policy. The Contractor must provide DTMB-Purchasing Operations with all applicable certificates of insurance verifying insurance coverage or providing satisfactory evidence of self-insurance as required in Section 2.14.1, Liability Insurance. Each certificate must be on the standard "accord" form or equivalent and MUST CONTAIN THE APPLICABLE CONTRACT OR PURCHASE ORDER NUMBER. Each certificate must be prepared and submitted by the insurer and must contain a provision indicating that the coverage afforded will not be cancelled, materially changed, or not renewed without 30 days prior notice, except for 10 days for nonpayment of premium, to the Director of DTMB-Purchasing Operations. The notice to the Director of DTMB-Purchasing Operations must include the applicable Contract or Purchase Order number.

## **2.15 Indemnification**

### **2.15.1 General Indemnification**

To the extent permitted by law, the Contractor must indemnify, defend, and hold the State harmless from liability, including all claims and losses, and all related costs and expenses (including reasonable attorneys' fees and costs of investigation, litigation, settlement, judgments, interest and penalties), accruing or resulting to any person, firm, or corporation that may be injured or damaged by the Contractor in the performance of this Contract and that are attributable to the negligence or tortious acts of the Contractor, any of its subcontractors, or by anyone else for whose acts any of them may be liable.

### **2.15.2 Code Indemnification [Deleted, Not Applicable]**

### **2.15.3 Employee Indemnification [Deleted, Not Applicable]**

### **2.15.4 Patent/Copyright Infringement Indemnification**

(a) To the extent permitted by law, the Contractor must indemnify and hold the State harmless from liability, including all claims and losses, and all related costs and expenses (including reasonable attorneys' fees and costs of investigation, litigation, settlement, judgments, interest, and penalties) resulting from any action threatened or brought against the State to the extent that the action is based on a claim that any piece of equipment, software, commodity, or service supplied by the Contractor or its subcontractors, or its operation, use, or reproduction, infringes any United States patent, copyright, trademark or trade secret of any person or entity.

(b) If, in the State's or the Contractor's opinion, any piece of equipment, software, commodity or service supplied by the Contractor or its subcontractors, or its operation, use, or reproduction, is likely to become the subject of an infringement claim, the Contractor must, at its expense: (i) procure for the State the right to continue using the equipment, software, commodity or service or, if this option is not reasonably available to the Contractor; (ii) replace or modify to the State's satisfaction the same with equipment, software, commodity or service of equivalent function and performance so that it becomes non-infringing, or, if this option is not reasonably available to Contractor; (iii) accept its return by the State with appropriate credits to the State against the Contractor's charges and reimburse the State for any losses or costs incurred as a consequence of the State ceasing its use and returning it.

(c) Notwithstanding the foregoing, the Contractor has no obligation to indemnify or defend the State for, or to pay any costs, damages or attorneys' fees related to, any infringement claim based upon: (i) equipment, software, commodity or service developed based on written specifications of the State; (ii) use of the equipment, software, or commodity in a configuration other than implemented or approved by the Contractor, including any modification of the same by the State; or (iii) the combination, operation, or use of the equipment, software, or commodity with equipment, software, or commodities not supplied by the Contractor under this Contract.

### **2.15.5 Continuing Obligation [Deleted, Not Applicable]**





### **2.15.6 Indemnification Procedures**

These procedures apply to all indemnity obligations:

(a) After the State receives notice of an action or proceeding involving a claim for which it will seek indemnification, the State must promptly notify the Contractor of the claim and take, or assist the Contractor in taking, any reasonable action to avoid a default judgment against the Contractor. Failure to notify the Contractor does not relieve the Contractor of its indemnification obligations except to the extent that the Contractor can prove damages attributable to the notification failure. Within 10 days following receipt of notice from the State relating to any claim, the Contractor must notify the State whether the Contractor agrees to assume control of the defense and settlement of that claim (a "Notice of Election"). After notifying the Contractor of a claim and before the State receives the Contractor's Notice of Election, the State is entitled to defend against the claim, at the Contractor's expense, and the Contractor will be responsible for any reasonable costs, including attorney fees, incurred by the State in defending against the claim during that period.

(b) If the Contractor delivers a Notice of Election relating to any claim: (i) the State is entitled to participate in the defense of the claim and to employ counsel at its own expense to assist in handling the claim and to monitor and advise the State about the status and progress of the defense; (ii) the Contractor must, at the request of the State, demonstrate the Contractor's financial ability to carry out its defense and indemnity obligations under this Contract; (iii) the Contractor must periodically advise the State about the status and progress of the defense and must obtain prior approval of the State before entering into any settlement of the claim or ceasing to defend against the claim; and (iv) to the extent that any principles of Michigan governmental or public law may be involved or challenged, the State has the right, at its own expense, to control the defense of that portion of the claim. The State may retain control of the defense and settlement of a claim by notifying the Contractor within 10 days after the State's receipt of the Contractor's information requested by the State under clause (ii) of this paragraph, if the State determines that the Contractor has failed to demonstrate to the reasonable satisfaction of the State the Contractor's financial ability to carry out its defense and indemnity obligations under this Section. Any litigation activity on behalf of the State, or any of its subdivisions under this Section, must be coordinated with the Department of Attorney General. In the event the insurer's attorney represents the State under this Section, the insurer's attorney may be required to be designated as a Special Assistant Attorney General by the Attorney General of the State of Michigan.

(c) If the Contractor does not deliver a Notice of Election relating to any claim of which it is notified, the State may defend the claim in a manner it deems appropriate, at the cost and expense of the Contractor. If it is determined that the claim was one against which the Contractor was required to indemnify the State, upon request of the State, the Contractor must promptly reimburse the State for all reasonable costs and expenses.

### **2.15.7 Limitation of Liability**

Neither the Contractor nor the State is liable to each other, regardless of the form of action, for consequential, incidental, indirect, or special damages. This limitation of liability does not apply to claims for infringement of United States patent, copyright, trademark or trade secrets; to claims for personal injury or damage to property caused by the gross negligence or willful misconduct of the Contractor; to claims covered by other specific provisions of this Contract calling for liquidated damages; or to court costs or attorneys' fees awarded by a court in addition to damages after litigation based on this Contract.

The State's liability for damages to the Contractor is limited to the value of the Contract.



## **2.16 Termination by the State**

### **2.16.1 Notice and Right to Cure**

If the Contractor breaches the Contract, and the State, in its sole discretion, determines that the breach is curable, the State will provide the Contractor notice of the breach and a period of at least 30 days to cure the breach. The State does not need to provide notice or an opportunity to cure for successive or repeated breaches or if the State determines, in its sole discretion, that a breach poses a serious and imminent threat to the health or safety of any person or the imminent loss, damage, or destruction of any real or tangible personal property.

### **2.16.2 Termination for Cause**

(a) The State may fully or partially terminate this Contract for cause by notifying the Contractor if the Contractor: (i) breaches any of its material duties or obligations (including a Chronic Failure to meet any SLA); or (ii) fails to cure a breach within the time period specified in a notice of breach provided by the State.

(b) The Contractor must pay all reasonable costs incurred by the State in terminating this Contract for cause, including administrative costs, attorneys' fees and court costs, and any additional costs the State incurs to procure the Deliverable(s) from other sources. Re-procurement costs are not consequential, indirect, or incidental damages, and cannot be excluded by any other terms otherwise included in this Contract, provided the costs are not in excess of 50% more than the prices for the Deliverable(s).

(c) If the State partially terminates this Contract for cause, any charges payable to the Contractor will be equitably adjusted to reflect those Deliverable(s) that are terminated. The State must pay for all Deliverable(s) for which Final Acceptance has been granted before the termination date. Any services or related provisions of this Contract that are terminated for cause must cease on the effective date of the termination.

(d) If the State terminates this Contract for cause and it is determined, for any reason, that the Contractor was not in breach of the Contract, the termination will be deemed to have been a termination under Section 2.16.3, Termination for Convenience, effective as of the same date, and the rights and obligations of the parties will be limited to those provided in that Section.

### **2.16.3 Termination for Convenience**

The State may fully or partially terminate this Contract for its convenience if the State determines that a termination is in the State's best interest. Reasons for the termination are within the sole discretion of the State and may include: (a) the State no longer needs the Deliverable(s) specified in this Contract; (b) a relocation of office, program changes, or changes in laws, rules, or regulations make the Deliverable(s) no longer practical or feasible for the State; (c) unacceptable prices for Contract changes; or (d) falsification or misrepresentation, by inclusion or non-inclusion, of information material to a response to any RFQ issued by the State. The State may terminate this Contract for its convenience by giving Contractor notice at least 30 days before the date of termination. If the State chooses to terminate this Contract in part, any charges payable to the Contractor must be equitably adjusted to reflect those Deliverable(s) that are terminated.

### **2.16.4 Termination for Non-Appropriation**

(a) If this Contract extends for more than one fiscal year, continuation of this Contract is subject to the appropriation or availability of funds. If sufficient funds to enable the State to continue payment are not appropriated or otherwise made available, the State must fully or partially terminate this Contract at the end of the last period for which funds have been appropriated or otherwise made available. The State must give the Contractor notice at least 30 days before the date of termination, unless the State receives notice of the non-appropriation or unavailability less than 30 days before the end of the last period for which funds have been appropriated or otherwise made available.

(b) If funding for this Contract is reduced by law, or funds to pay the Contractor for the Deliverable(s) are not appropriated or are otherwise unavailable, the State may, upon 30 days notice to the Contractor, change the Deliverable(s) in the manner and for the periods of time the State may elect. The charges payable under this Contract will be equitably adjusted to reflect any Deliverable(s) not provided because of the reduction.



(c) If the State fully or partially terminates this Contract for non-appropriation, the State must pay the Contractor for all work-in-progress performed through the effective date of the termination to the extent funds are available.

#### **2.16.5 Termination for Criminal Conviction**

The State may terminate this Contract immediately and without further liability or penalty if the Contractor, an officer of the Contractor, or an owner of a 25% or greater share of the Contractor is convicted of a criminal offense related to a State, public, or private Contract or subcontract.

#### **2.16.6 Termination for Approvals Rescinded**

The State may terminate this Contract if any final administrative or judicial decision or adjudication disapproves a previously approved request for purchase of personal services under Constitution 1963, Article 11, § 5, and Civil Service Rule 7-1. In that case, the State will pay the Contractor for all work-in-progress performed through the effective date of the termination. The Contract may be fully or partially terminated and will be effective as of the date stated in the notice.

#### **2.16.7 Rights and Obligations upon Termination**

- (a) If the State terminates this Contract for any reason, the Contractor must:
- (i) stop all work as specified in the notice of termination;
  - (ii) take any action that may be necessary, or that the State may direct, to preserve and protect Deliverable(s) or other State property in the Contractor's possession;
  - (iii) return all materials and property provided directly or indirectly to the Contractor by any entity, agent, or employee of the State;
  - (iv) transfer title in and deliver to the State, unless otherwise directed, all Deliverable(s) intended to be transferred to the State at the termination of the Contract (which will be provided to the State on an "As-Is" basis except to the extent the State compensated the Contractor for warranty services related to the materials);
  - (v) to the maximum practical extent, take any action to mitigate and limit potential damages, including terminating or limiting subcontracts and outstanding orders for materials and supplies; and
  - (vi) take all appropriate action to secure and maintain State information confidentially in accordance with Section 2.11, Confidentiality.

(b) If the State terminates this Contract under Section 2.16.3, Termination for Convenience, the State must pay the Contractor all charges due for Deliverable(s) provided before the date of termination and, if applicable, as a separate item of payment, for work-in-progress, based on a percentage of completion determined by the State. All completed or partially completed Deliverable(s) prepared by the Contractor, at the option of the State, become the State's property, and the Contractor is entitled to receive equitable compensation for those Deliverable(s). Regardless of the basis for the termination, the State is not obligated to pay or otherwise compensate the Contractor for any lost expected future profits, costs, or expenses incurred with respect to Deliverable(s) not actually completed.

(c) If the State terminates this Contract for any reason, the State may assume, at its option, any subcontracts and agreements for Deliverable(s), and may pursue completion of the Deliverable(s) by replacement contract or as the State deems expedient.

#### **2.16.8 Reservation of Rights**

In the event of any full or partial termination of this Contract, each party reserves all rights or remedies otherwise available to the party.

#### **2.16.9 Contractor Transition Responsibilities**

If this Contract terminates under Section 2.16, Termination by the State, the Contractor must make reasonable efforts to transition the performance of the work, including all applicable equipment, services, software, and leases, to the State or a third party designated by the State within a reasonable period of time that does not exceed 60 days from the date of termination. The Contractor must provide any required reports and documentation.



### **2.16.10 Transition Payments**

If the transition responsibilities outlined in Section 2.16.9, Contractor Transition Responsibilities, arise based on a termination of this Contract, reimbursement will be governed by the provisions of Section 2.16, Termination by the State. If the transition results from expiration, the Contractor will be reimbursed for all reasonable transition costs (i.e., costs incurred after the expiration within the time period in Section 2.16.9 that result from transition operations) at the Contract rates. The Contractor must prepare an accurate accounting from which the State and the Contractor may reconcile all outstanding accounts.

## **2.17 Termination by the Contractor**

### **2.17.1 Termination**

If the State breaches the Contract and the Contractor, in its sole discretion, determines that the breach is curable, then the Contractor will provide the State with notice of the breach and a time period (not less than 30 days) to cure the breach.

The Contractor may terminate this Contract if the State: (a) materially breaches its obligation to pay the Contractor undisputed amounts due; (b) breaches its other obligations to an extent that makes it impossible or commercially impractical for the Contractor to complete the Deliverable(s); or (c) does not cure the breach within the time period specified in a notice of breach. The Contractor must discharge its obligations under Section 2.20, Dispute Resolution, before it terminates the Contract.

## **2.18 Stop Work**

### **2.18.1 Stop Work Order**

The State may, by issuing a Stop Work Order, require that the Contractor fully or partially stop work for a period of up to 90 calendar days, and for any further period to which the parties agree. Upon receipt of the Stop Work Order, the Contractor must immediately take all reasonable steps to minimize incurring costs. Within the period of the Stop Work Order, the State must either: (a) terminate the Stop Work Order; or (b) terminate the work covered by the Stop Work Order as provided in Section 2.16, Termination by the State.

### **2.18.2 Termination of Stop Work Order**

The Contractor must resume work if the State terminates a Stop Work Order or if it expires. The parties will agree upon an equitable adjustment in the delivery schedule, the Contract price, or both, and the Contract must be modified, if: (a) the Stop Work Order results in an increase in the time required for, or the Contractor's costs properly allocated to, the performance of the Contract; and (b) the Contractor asserts its right to an equitable adjustment within 20 days after the end of the Stop Work Order by submission of a request for adjustment to the State; provided that, the State may receive and act upon the Contractor's request submitted at any time before final payment. Any adjustment will conform to the requirements of Section 2.3.4, Contract Changes.

### **2.18.3 Allowance of the Contractor's Costs**

If the State fully or partially terminates the work covered by the Stop Work Order, for reasons other than material breach, the termination is a termination for convenience under Section 2.16, Termination by the State, and the State will pay reasonable costs resulting from the Stop Work Order in arriving at the termination settlement. The State is not liable to the Contractor for lost profits because of a Stop Work Order issued under Section 2.18, Stop Work.



**2.19 Reserved**

**2.20 Dispute Resolution [Deleted, Not Applicable]**

**2.20.1 General [Deleted, Not Applicable]**

**2.20.2 Informal Dispute Resolution [Deleted, Not Applicable]**

**2.20.3 Injunctive Relief [Deleted, Not Applicable]**

**2.20.4 Continued Performance [Deleted, Not Applicable]**

**2.21 Disclosure Responsibilities**

**2.21.1 Disclosure of Litigation**

(a) Within 30 days after receiving notice of any litigation, investigation, arbitration, or other proceeding (collectively, "Proceeding") that arises during the term of this Contract, the Contractor must disclose the following to the Contract Administrator:

- (i) A criminal Proceeding involving the Contractor (or any Subcontractor) or any of its officers or directors;
- (ii) A parole or probation Proceeding;
- (iii) A Proceeding involving the Contractor (or any Subcontractor) or any of its officers or directors under the Sarbanes-Oxley Act; and
- (iv) A civil Proceeding to which the Contractor (or, if the Contractor is aware, any Subcontractor) is a party, and which involves (A) a claim that might reasonably be expected to adversely affect the viability or financial stability of the Contractor or any Subcontractor; or (B) a claim or written allegation of fraud against the Contractor (or, if the Contractor is aware, any Subcontractor) by a governmental or public entity arising out of the Contractor's business dealings with governmental or public entities.

(b) Information provided to the State from the Contractor's publicly filed documents will satisfy the requirements of this Section.

(c) If any Proceeding that is disclosed to the State or of which the State otherwise becomes aware, during the term of this Contract, would cause a reasonable party to be concerned about: (i) the ability of the Contractor (or a Subcontractor) to continue to perform this Contract; or (ii) whether the Contractor (or a



Subcontractor) is engaged in conduct that is similar in nature to the conduct alleged in the Proceeding and would constitute a breach of this Contract or a violation of federal or state law, regulations, or public policy, then the Contractor must provide the State all requested reasonable assurances that the Contractor and its Subcontractors will be able to continue to perform this Contract.

### **2.21.2 Other Disclosures**

The Contractor must notify DTMB-Purchasing Operations within 30 days of:

- (a) becoming aware that a change in the Contractor's ownership or officers has occurred or is certain to occur; or
- (b) any changes to company affiliations.

### **2.21.3 Call Center Disclosure [Deleted, Not Applicable]**

## **2.22 Extended Purchasing**

### **2.22.1 MiDEAL Requirements**

- (a) The Contractor must ensure that all purchasers are MiDEAL Members before extending the Contract pricing.
- (b) The Contractor must submit quarterly reports of MiDEAL purchasing activities to DTMB-Purchasing Operations.
- (c) To the extent that MiDEAL Members purchase Deliverable(s) under this Contract, the quantities of Deliverable(s) purchased will be included in determining the appropriate rate wherever tiered pricing based on quantity is provided.
- (d) The Contractor must submit invoices to and receive payment from MiDEAL Members on a direct and individual basis.

### **2.22.2 State Administrative Fee**

The Contractor must pay an Administrative Fee on the sales transacted under this Contract including MDOT, other State agencies, and local units of governments. For Early Fill, the Contractor must remit the Administrative Fee in U.S. dollars by December 31, 2011. The Administrative Fee equals **\$.05 per ton** of the total sales. For Seasonal Backup, the Contractor must remit the Administrative Fee in U.S. dollars within thirty (30) days after the end of the quarterly sales reporting period, which begins October 1<sup>st</sup> of each year during the Contract period. The Administrative Fee equals **\$.05 per ton** of the total quarterly sales reported. Contractor must include the Administrative Fee in their prices.

The Contractor must remit any monies due as a result of the close-out report at the time the close-out report is submitted to Purchasing Operations.



The Contractor must pay the Administrative Fee collected by check. To ensure the payment is credited properly, the Contractor must identify the check as an "Administrative Fee" and include the following information with the payment:

Applicable State Contact Number, report amount(s), and reporting period covered.

Checks for payment of user fees/rebate payments to the State should be made payable to the State of Michigan and sent to:

**Department of Technology, Management and Budget**

Financial Services – Cashier Unit  
Lewis Cass Building  
320 South Walnut Street  
P.O. Box 30681  
Lansing, MI 48909

Please make check payable to: Treasurer, State of Michigan

In addition, reports shall be submitted to the Buyer for the period covered by the check. The report shall include the date of the check, amount of the check, and the volume of sales the user fees/rebate is based upon for both the State of Michigan and MiDEAL (Local Units of Government) members.

**2.22.3 State Employee Purchase Requirements [Deleted, Not Applicable]**

**2.23 Laws**

**2.23.1 Governing Law**

This Contract is governed by, and construed according to, the substantive laws of the State of Michigan without regard to any Michigan choice of law rules that would apply the substantive law of another jurisdiction to the extent not inconsistent with or preempted by federal law.

**2.23.2 Compliance with Laws**

The Contractor must comply with all applicable federal, state, and local laws and ordinances in providing the Deliverable(s).

**2.23.3 Jurisdiction**

Any dispute arising from the Contract must be resolved in the State of Michigan. With respect to any claim between the parties, the Contractor consents to venue in Ingham County, Michigan, and irrevocably waives any objections to this venue that it may have, such as lack of personal jurisdiction or *forum non conveniens*. The Contractor must appoint agents in the State of Michigan to receive service of process.

**2.23.4 Nondiscrimination**

In the performance of the Contract, the Contractor agrees not to discriminate against any employee or applicant for employment, with respect to his or her hire, tenure, terms, conditions or privileges of employment, or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, or physical or mental disability. The Contractor further agrees that every subcontract entered into for the performance of this Contract will contain a provision requiring non-discrimination in employment, as specified here, binding upon each Subcontractor. This covenant is required under the Elliott-Larsen Civil Rights Act, 1976 PA 453, MCL 37.2101, *et seq.*, and the Persons with Disabilities Civil Rights Act, 1976 PA 220, MCL 37.1101, *et seq.*, and any breach of this provision may be regarded as a material breach of the Contract.



### **2.23.5 Unfair Labor Practices**

Under 1980 PA 278, MCL 423.321, *et seq.*, the State must not award a Contract or subcontract to an employer whose name appears in the current register of employers failing to correct an unfair labor practice compiled under MCL 423.322. This information is compiled by the United States National Labor Relations Board. A Contractor of the State, in relation to the Contract, must not enter into a contract with a Subcontractor, manufacturer, or supplier whose name appears in this register. Under MCL 423.324, the State may void any Contract if, after award of the Contract, the name of the Contractor as an employer or the name of the Subcontractor, manufacturer or supplier of the Contractor appears in the register.

### **2.23.6 Environmental Provision [Deleted, Not Applicable]**

### **2.23.7 Freedom of Information**

This Contract and all information submitted to the State by the Contractor is subject to the Michigan Freedom of Information Act (FOIA), 1976 PA 442, MCL 15.231, *et seq.*

### **2.23.8 Workplace Safety and Discriminatory Harassment [Deleted, Not Applicable]**

### **2.23.9 Prevailing Wage [Deleted, Not Applicable]**

### **2.23.10 Abusive Labor Practices [Deleted, Not Applicable]**

## **2.24 General Provisions**

### **2.24.1 Bankruptcy and Insolvency [Deleted, Not Applicable]**

### **2.24.2 Media Releases**

News releases (including promotional literature and commercial advertisements) pertaining to the RFQ and this Contract or the project to which it relates will not be made without prior approval by the State, and only in accordance with the instructions from the State.

### **2.24.3 Contract Distribution**

DTMB-Purchasing Operations retains the sole right of Contract distribution to all State agencies and local units of government unless other arrangements are authorized by DTMB-Purchasing Operations.

### **2.24.4 Permits**

Contractor must obtain and pay any associated costs for all required governmental permits, licenses, and approvals for the delivery, installation, and performance of the Contract.

### **2.24.5 Website Incorporation**

The State is not bound by any content on the Contractor's website unless incorporated directly into this Contract.

### **2.24.6 Future Bidding Preclusion [Deleted, Not Applicable]**

### **2.24.7 Antitrust Assignment [Deleted, Not Applicable]**

### **2.24.8 Disaster Recovery**

Contractor and the State recognize that the State provides essential services in times of natural or man-made disasters. Therefore, except as mandated by federal disaster response requirements, Contractor personnel dedicated to providing Deliverable(s) under this Contract will provide the State with priority.



**2.24.9 Legal Effect**

The State is not liable for costs incurred by the Contractor or for payment(s) under this Contract until the Contractor is authorized to perform under Section 1.2.4, Ordering.

**2.24.10 Entire Agreement [Deleted, Not Applicable]****2.24.11 Order of Precedence**

*Any inconsistency in the terms associated with this Contract will be resolved by giving precedence to the terms in the following descending order:*

*(a) Mandatory sections (2.1.1, Contract Term, 2.24.9, Legal Effect, 2.2.2, Payment Deadlines, 2.14, Insurance, 2.15, Indemnification, 2.16, Termination, 2.23, Governing Law, 2.15.7, Limitation of Liability);*

*(b) The most recent Statement of Work related to this Contract;*

*(c) All sections from Article 2 - Terms and Conditions, not listed in subsection (a);*

*(d) Any attachment or exhibit to the Contract documents;*

*(e) Any Purchase Order, Direct Voucher, or Procurement Card Order issued under the Contract;*  
and

*(f) Bidder Responses contained in any of the RFQ documents.*

**2.24.12 Headings**

The captions and section headings used in this Contract are for convenience only and may not be used to interpret the scope and intent of this Contract.

**2.24.13 Form, Function and Utility**

If this Contract is for statewide use, but the Deliverable(s) does not meet the form, function, and utility required by a State agency, that agency may, subject to State purchasing policies, procure the Deliverable(s) from another source.

**2.24.14 Reformation and Severability**

Each provision of the Contract is severable from all other provisions of the Contract. If any provision of this Contract is held unenforceable, then the Contract will be modified to reflect the parties' original intent. All remaining provisions of the Contract remain in full force and effect.

**2.24.15 Approval**

Unless otherwise provided in this Contract, approval(s) must be in writing and must not be unreasonably withheld or delayed.

**2.24.16 No Waiver of Default**

Failure by a party to insist upon strict adherence to any term of the Contract does not waive that party's right to later insist upon strict adherence to that term, or any other term, of the Contract.

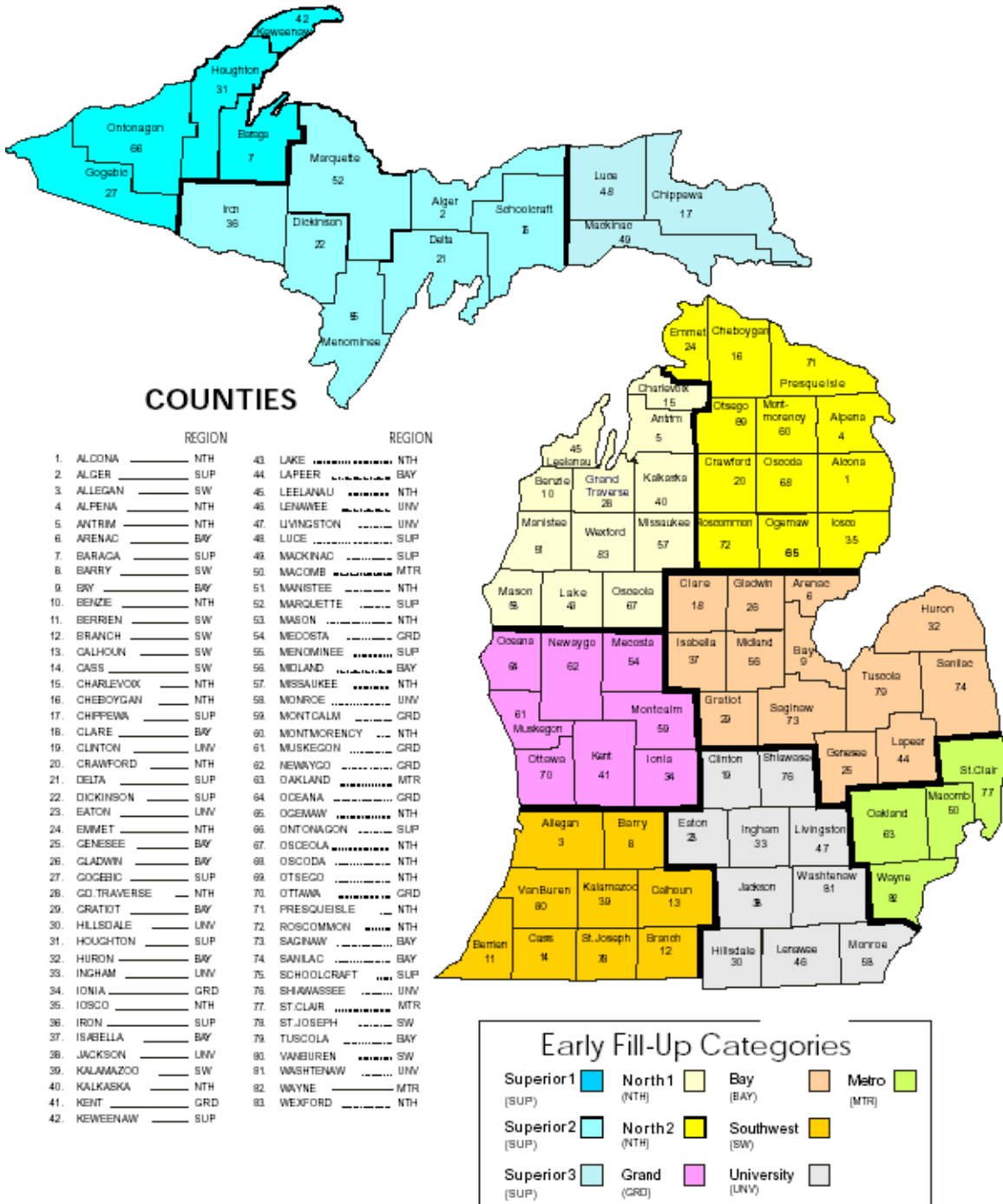
**2.24.17 Survival**

The provisions of this Contract that impose continuing obligations, including warranties, indemnification, and confidentiality, will survive the expiration or termination of this Contract.



Attachment A

# Salt, Bulk Rock, Early Fill-Up Category Map

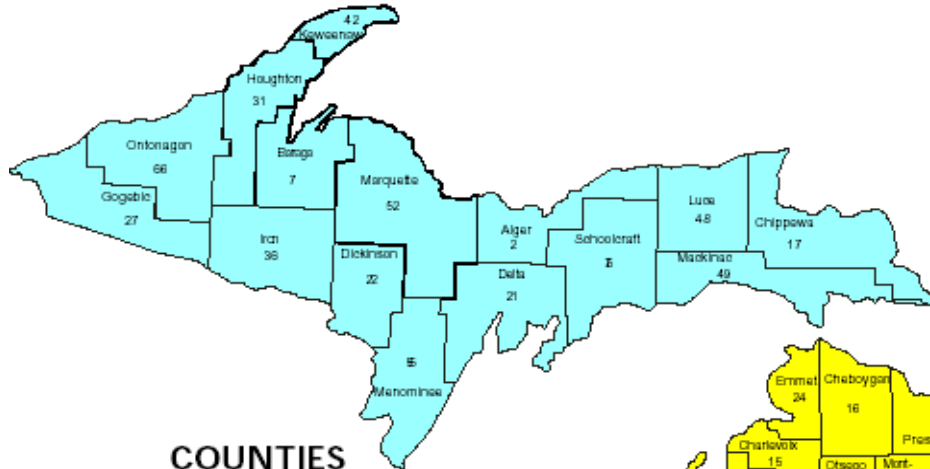


Prepared by IT-Specialized Technology  
Revised April 2001



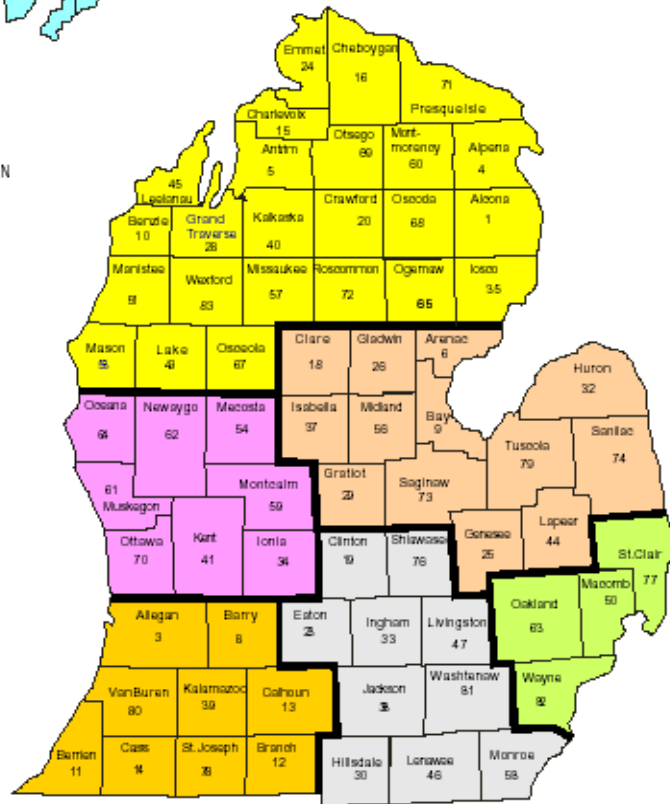
Attachment B

# Salt, Bulk Rock, Seasonal Backup Category Map



COUNTIES

REGION	REGION
1. ALCONA _____ NTH	43. LAKE _____ NTH
2. ALGER _____ SUP	44. LAPEER _____ BAY
3. ALLEGAN _____ SW	45. LEELANAU _____ NTH
4. ALPENA _____ NTH	46. LENAWEE _____ UNW
5. ANTRIM _____ NTH	47. LIVINGSTON _____ UNW
6. ARENAC _____ BAY	48. LUCE _____ SUP
7. BARAGA _____ SUP	49. MACKINAC _____ SUP
8. BARRY _____ SW	50. MACOMB _____ MTR
9. BAY _____ BAY	51. MANISTEE _____ NTH
10. BENZIE _____ NTH	52. MARQUETTE _____ SUP
11. BERREN _____ SW	53. MASON _____ NTH
12. BRANCH _____ SW	54. MEOCOSTA _____ GRD
13. CALHOUN _____ SW	55. MENOMINEE _____ SUP
14. CASS _____ SW	56. MIDLAND _____ BAY
15. CHARLEVOIX _____ NTH	57. MISSAUKEE _____ NTH
16. CHEBOYGAN _____ NTH	58. MONROE _____ UNW
17. CHIPPEWA _____ SUP	59. MONTCALM _____ GRD
18. CLARE _____ BAY	60. MONTMORENCY _____ NTH
19. CLINTON _____ UNW	61. MUSKEGON _____ GRD
20. CRAWFORD _____ NTH	62. NEWAYGO _____ GRD
21. DELTA _____ SUP	63. OAKLAND _____ MTR
22. DICKINSON _____ SUP	64. OCEANA _____ GRD
23. EATON _____ UNW	65. OCEMAW _____ NTH
24. EMMET _____ NTH	66. ONTONAGON _____ SUP
25. GENESSEE _____ BAY	67. OSCEOLA _____ NTH
26. GLADWIN _____ BAY	68. OSCODA _____ NTH
27. GOCEBIC _____ SUP	69. OTSEGO _____ NTH
28. CO. TRAVERSE _____ NTH	70. OTTAWA _____ GRD
29. GRATIOT _____ BAY	71. PRESQUEISLE _____ NTH
30. HILLSDALE _____ UNW	72. ROSCOMMON _____ NTH
31. HOUGHTON _____ SUP	73. SAGINAW _____ BAY
32. HURON _____ BAY	74. SANILAC _____ BAY
33. INGHAM _____ UNW	75. SCHOOLCRAFT _____ SUP
34. IONIA _____ GRD	76. SHAWASSEE _____ UNW
35. IOSCO _____ NTH	77. ST. CLAIR _____ MTR
36. IRON _____ SUP	78. ST. JOSEPH _____ SW
37. ISABELLA _____ BAY	79. TUSCOLA _____ BAY
38. JACKSON _____ UNW	80. VANBUREN _____ SW
39. KALAMAZOO _____ SW	81. WASHTENAW _____ UNW
40. KALKASKA _____ NTH	82. WAYNE _____ MTR
41. KENT _____ GRD	83. WEXFORD _____ NTH
42. KEWEENAW _____ SUP	



**Seasonal Backup Categories**

Superior (SUP)	Bay (BAY)	Metro (MTR)
North (NTH)	Southwest (SW)	
Grand (GRD)	University (UNW)	

Prepared by: Specialized Technology  
 Revised: April 2001



Attachment C – 1 page

MICHIGAN DEPARTMENT OF TRANSPORTATION

SPECIFICATIONS FOR SODIUM CHLORIDE

8.20 (7) P.O.

**Description:**

These specifications cover salt, bulk rock, sodium chloride to be used for ice and snow removal and control.

**General Requirements:**

The material shall be in accordance with the current specifications for Sodium Chloride, ASTM D 632, except as modified below.

**Chemical Composition:**

Sodium Chloride (NaCl), Minimum, percent ..... 95.00 %

**Gradation:**

<u>Sieve size</u>	<u>Percent passing</u>
1/2 inch .....	100 %
3/8 inch .....	95 - 100 %
No. 4 .....	90 % maximum
No. 8 .....	60 % maximum
No. 30 .....	15 % maximum

Material passing the No. 30 sieve in excess of 15% will be deducted from the delivered weight of the salt. Any Material remaining on the 1/2" sieve will be deducted from the delivered weight of the salt

**Moisture Content:**

Material with moisture content in excess of 1.5% will be deducted from the delivered weight of the salt.

**Acceptance of Material:**

The producer shall provide material certification, as defined in the attached Michigan Department of Transportation General Materials Certification Procedures, that the material furnished meets the requirements of these specifications for sodium chloride. MDOT reserves the right to sample and test the material on a random basis at the point of final delivery. Material contamination from foreign debris or frozen lumps of salt may be cause for immediate rejection at the point of delivery. These tests shall be for the purpose of determining acceptance, rejection, and/or adjustment in delivered weight.



## Attachment D – 5 Pages

## MICHIGAN DEPARTMENT OF TRANSPORTATION

GENERAL MATERIALS CERTIFICATION

07-15-91

Rev. 05-01-94

**1. Scope**

- 1.1 M•DOT allows some highway materials to be accepted by the Engineer on the basis of the supplier's written certification that all applicable specifications are met. There are different types of certifications required depending on the type of material; the impact of the material on the safety and integrity of the project; and the experience of M•DOT and other agencies with the material.
- 1.2 Certifiable materials are designed in Section A of the Materials Sampling Guide under "Basis of Acceptance".
- 1.3 Sections 1-7 of these general procedures apply to all manufacturers and distributors of certifiable materials. Sections 8-10 cover procedures which apply only to manufacturers and distributors who have been given the privilege of certifying specific materials which would otherwise be tested on a job by job basis. These manufacturers and distributors have established a record of providing specifications materials and are continually evaluated.
- 1.4 Where necessary, additional detailed procedures have been written to cover certification of individual materials. These detailed procedures follow the general material certification procedures in this manual.

**2. General**

- 2.1 The Construction and Technology Support Area, District Support Unit is responsible for overseeing the materials certification program including issuing and withdrawing certification privileges based on Support Area and District recommendations.
- 2.2 It is the contractor's responsibility to ensure that all certifications for material to be incorporated into the project are accurate and are delivered as required by § 6.3.
- 2.3 When used in these procedures, manufacturer refers to a producer or fabricator of highway materials with control over the quality, workmanship and handling of material shipped to an M•DOT project.
- 2.4 When used in these procedures, distributor refers to a supplier or broker of highway materials who has no control, other than through careful handling, over the quality and workmanship of material shipped to an M•DOT project.
- 2.5 When used in these procedures, Approved Certifier refers to a manufacturer who has submitted quality control documentation and /or material samples for evaluation and who has been given status in accordance with § 8 to certify specific materials.
- 2.6 When used in these procedures, Approved Recertifier refers to a distributor who has been given status in accordance with § 9 to recertify specific materials which are manufactured by Approved Certifiers.
- 2.7 A certifier's status as a manufacturer of a given material takes precedence over status as a distributor of that material when interpreting these procedures.



### **3. Types of Certification**

#### 3.1 Type "A" certification consist of all of the following:

- 3.1.1 Laboratory test report(s) for samples obtained from the lot(s) of material represented by the certification and tested according to applicable specifications.
- 3.1.2 A list of all applicable specifications (ASTM, AASHTO, M•DOT or other designations as appropriate) which the material is certified to meet.
- 3.1.3. Any applicable specification modifier such as Class, Grade, Type, etc.
- 3.1.4. A notarized statement, signed by a responsible representative of the manufacturer or distributor, that the material resented by the certification meets all listed specification requirements.

#### 3.2 Type "B" has been "deleted."

#### 3.3 Type "C" certification is a notarized statement prepared by the manufacturer certifying that the material in the shipment conforms to the same formula and/or is essentially the same material previously approved by the Department.

#### 3.4 Type "D" certification consists of all of the following:

- 3.4.1 A list of all applicable specifications (ASTM, AASHTO, M•DOT or other designations as appropriate) which the material is certifies to meet.
- 3.4.2 Any applicable specification modifier such as Class, Grade, Type etc.
- 3.4.3 A notarized statement, signed by a responsible representative of the manufacturer or distributor, that the material represented by the certification meets all listed specification requirements.
- 3.4.4 If material is certified by a distributor or an Approved Recertifier the manufacturer's name must be included on the certification.

#### 3.5 Type "E" certification is prepared by a fabricator to cover a composite item incorporating two or more materials which have been previously approved on an individual basis for M•DOT projects, but lose their identity when they are incorporated into the composite item. All materials used in the fabrication of the item must be listed and identified. The notarized certification statement must state that all materials used in the fabrication of the item were previously approved for state use. The fabricator is required to supply test results and/or other pertinent identifying records for the individual materials incorporated into the composite item unless otherwise directed. Composite items requiring a Type "E" certification include signs, overhead sign structures, etc.

### **4. Certification Verification Sampling and Testing**

#### 4.1 Material accepted on the basis of certification may be sampled and tested on a random basis by M•DOT representatives for the purpose of verifying the quality of the certified material.

#### 4.2 Certification verification sampling in more detail in Section C-2 of this manual.

### **5. Acceptance/Rejection of Certified Materials**

#### 5.1 Certified material will be accepted by the Engineer only when all applicable documentation requirements are met , and if visual inspection at the project site chows the workmanship and condition of the material to be satisfactory.



5.2 If any laboratory reports submitted as part of a Type “A” certification or resulting from the testing of certification verification samples indicate that a critical parameter falls outside specification limits by a significant amount, the Construction and Technology Support Area may recommend that the certified material be rejected. Prior to rejection of the material an investigation of circumstances will be made. This may include consultation with M•DOT Construction, Design, Traffic and Safety, or Maintenance Support Areas and the Engineer.

## **6. Certification Documentation**

6.1 Where more than one piece of paper is included in the certification document, all pages must be numbered

( \_\_\_\_ of \_\_\_\_ ) and include project numbers in order to reunite them should they become separated.

6.2 All certified material must be tagged, stenciled, stamped, or otherwise identified to allow the material to be easily recognized and checked against the certification. Certified material will not be incorporated in the work or paid for until satisfactory documentation has been received by the Engineer.

6.3 An original and two complete copies of all certification documents must be furnished to M•DOT. Each must contain the appropriate information specified in § 3 in addition to the following:

6.3.1 Project Number (Control Section/Job Number).

6.3.2 Date of Shipment.

6.3.3 Name of Contractor.

6.3.4 Name of Material (M•DOT designation).

6.3.5 Identification markings on shipment as required by § 6.2.

6.3.6 Quantity of material represented by the certification.

6.4 Certifications must be distributed as follows:

6.4.1 The original and one copy must accompany the shipment or be delivered to the Engineer (Engineer to forward the copy to District Materials Supervisor).

6.4.2 One copy must be mailed, on date of shipment, to:

Construction and Technology Support Area  
Michigan Department of Transportation  
P.O. Box 30049  
Lansing, MI 48909

## **7. Withdrawal and Reinstatement of Certification Privileges**

7.1 Failure to comply with any applicable certification procedures is justification for withdrawal of certification privileges. A warning letter may be written to the certifier pointing out the failure and requesting action to rectify the problem.

7.2 Certification privileges may be withdrawn if the certified material deviates from specification requirements by a substantial amount in a critical aspect or if the material repeatedly fails to conform to specification requirements by any amount in any aspect.



- 7.3 Withdrawn certification privileges can be reinstated only if the certifier has corrected the identified deficiencies and has described the actions taken to prevent future shipment of nonconforming material. In the case of an Approved Certifier, testing of samples or review of other data may be required.
- 7.4 Additional requirements covering the withdrawal and reinstatement of certification privileges may be included in the detailed procedures for individual materials.

## **8. Approved Certifier/Recertifier Status**

- 8.1 Sections 8, 9, and 10 apply to manufacturers or distributors of materials which can only be certified by an Approved Certifier. These materials, which are otherwise tested on a job specific basis, are designated by an asterisk (\*) under "Basis of Acceptance" in Section A of the Materials Sampling Guide. Lists of materials which are allowed to be certified only by Approved Certifiers and manufacturers who have been given this status are included in Section C of the Materials Sampling Guide. Distributors who have been approved or recertify materials manufactured by Approved Certifiers are also listed in Sections C.
- 8.2 Approved Certifiers and Approved Recertifiers shall maintain quality control records and material certificates for a period of two years after the date of shipment for all material supplied on the basis of certification to M•DOT projects. These records must be made available to M•DOT representatives upon request.
- 8.3 Approved Certifiers and Approved Recertifiers must agree, in writing, to comply with all general certification requirements in addition to applicable procedures covering individual materials.

## **9. Application for Approved Certifier Status**

- 9.1 The manufacturer of the material to be certified must contact the Construction and Technology Support Area District Support Unit in writing to request consideration for Approved Certifier status. requests must include the following information:
  - 9.1.1 Specific name of the material to be certified (M•DOT designation).
  - 9.1.2 Specific AASHTO, ASTM, M•DOT Standard Specification or other specification covering the material.
  - 9.1.3 Manufacturer's quality control procedure for the material. This can be a narrative description or a formal procedures manual.
  - 9.1.4 Quality control test reports for the material covering a minimum of 20 production runs. Acceptance test reports for materials used on M•DOT projects or independent laboratory test results are acceptable.
  - 9.1.5 Names of other state DOT's using the material.
  - 9.1.6 Sample of the material if requested.
  - 9.1.7 Sample certification form to be used when supplying material.
- 9.2 The evaluations which follows will include a review of M•DOT's experience with the material and the manufacturer to determine if it is appropriate to allow certification of the material; a review of the quality control program and test reports to verify that the manufacturer is capable of producing uniform material which consistently meets established specifications; contacting other agencies to determine their experience with the material and the manufacturer.





- 9.3 If the review indicates an adequate quality level, the Department will permit certification on a provisional basis. During the time of provisional certification, the frequency of certification verification sampling by M•DOT will be increased. Assuming that these samples continue to meet M•DOT specifications, certification will be allowed on a continuing basis.

#### **10. Approved Recertifier Status**

- 10.1 Once a manufacturer has been given Approved Certifier status for a material, a distributor may request approval to supply that material based on recertification. This request must be made, in writing, to the Construction and Technology Support Area, District Support Unit.
- 10.2 The following modifications to the requirements of § 6 are applicable when an Approved Certifier supplies material through an Approved Recertifier.
- 10.2.1 The certification from the Approved Certifier to the Approved Recertifier is not required to show a Project Number.
- 10.2.2 When any portion of this material is shipped, without modification, to a project the Approved Recertifier must issue a distributor's certification which states that the material represented is the same material covered by the approved certifier's certification.
- 10.2.3 A copy of the Approved Certifier's material certification must be attached to the distributor's certification.
- 10.3 If the Approved Recertifier has had additional processing performed on the material subsequent to receiving it from the Approved Certifier, the material is no longer covered by the Approved Certifier's certification. The processed material must be independently approved for certification by M•DOT on the basis of testing and/or inspection.



**Attachment G**  
**MDOT Salt Sheds -Delivery Locations (11 Pages)**

Inside Delivery	Region	County	Ship To Location
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	ARENAC	COUNTY RD. COMM. 4295 W. M-61, STANDISH (989)846-2553
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	BAY	COUNTY RD. COMM. 2600 E. BEAVER RD., KAWKAWIN (989)686-4610
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	BAY	EAST DISTRICT GARAGE 1810 ERWIN NEARING DRIVE, BAY CITY (989)892-4681
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	BAY	NORTH DISTRICT GARAGE 1383 E. PINCONNING RD., PINCONNING (989)879-3761
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	CLARE	COUNTY RD. COMM. MANNSINDING RD., HARRISON (989)539-2151
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	GLADWIN	COUNTY RD. COMM. 301 STATE ST., GLADWIN (989)426-7441
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	GRATIOT	COUNTY RD. COMM. 920 E. CENTER ST., ITHACA (989)875-3811
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	HURON	BAD AXE GARAGE 417 S. HANSELMAN, BAD AXE (989)269-6404
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	HURON	KINDE 45 W. KINDE RD. (989)269-6404
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	HURON	PIGEON 7405 WEALE PIGEON (989)269-6404
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	HURON	PORT HOPE 8019 PORTLAND ST. PORT HOPE (989)269-6404
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	HURON	SAND BEACH GARAGE 9 RUTH RD, HARBOR BEACH 989)269-6404



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	HURON	SEBEWAING 9579 SEBEWAING RD., SEBEWAING (989)269-6404
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	ISABELA	MDOT GARAGE 1212 CORPORATE DRIVE, MT. PLEASANT (989)773-3532
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	MIDLAND	COUNTY RD. COMM. 2334 N. MERIDIAN, SANFORD (989)687-9060
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	BAY	SAGINAW	MDOT GARAGE 3502 E. WASHINGTON AVE., SAGINAW (989)755-1197
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SAGINAW	MDOT GARAGE 1459 SOUTH GRAHAM M-52, SAGINAW (989)781-2310
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	CARSONVILLE 258 S.MAIN ST., CARSONVILLE (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	CEDARDALE 5505 N. RUTH RD., DECKERVILLE (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	CROSWELL 5530 LANCASTER, CROSWELL (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	PECK 2411 PECK RD., BROWN CITY (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	SANDUSKY 1600 S. SANDUSKY RD., SANDUSKY (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	SANILAC	SHABBONA 4087 N. DECKER RD., SNOVER (810)648-2185
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	TUSCOLA	AKRON 4387 BEACH ST., AKRON (989)673-2128
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	TUSCOLA	COUNTY RD. COMM. 1733 S. MERTZ RD., CARO (989)673-2128



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	TUSCOLA	DEFORD 5832 BRUCE ST., DEFORD (989)673-2128
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	BAY	TUSCOLA	VASSAR 430 KITELINGER RD., VASSAR (989)673-2128
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	IONIA	COUNTY RD. COMM. 168 E. RIVERSIDE, IONIA (616)527-1700
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	IONIA	JORDAN LAKE 7081 JORDAN LAKE RD., SARANAC (616)527-1700
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	GRAND	MECOSTA	COUNTY RD. COMM. 120 N. DEKRAFT, BIG RAPIDS (231)796-2611
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	GRAND	MECOSTA	MORLEY 19675 JEFFERSON RD., MORLEY (231)796-2611
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	GRAND	MECOSTA	REMUS 2945 AURTHUR RD., REMUS (231)796-2611
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	MONTCALM	COUNTY RD. COMM. 619 W. MAIN, STANTON (989)831-5285
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	GRAND	MONTCALM	GREENVILLE 8734 PECK RD., GREENVILLE (989)831-5285
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	GRAND	MONTCALM	HOWARD CITY 17700 EDMORE RD., HOWARD CITY (989)831-5285
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	NEWAYGO	COUNTY RD. COMM. 935 ONE MILE RD., WHITE CLOUD (616)689-6682
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	OCEANA	COUNTY RD. COMM. 107 PLK RD., HART (231)873-4226
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	GRAND	OCEANA	COUNTY RD. COMM. 100 WEST M20, (231)873-4226



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	MACKINAC BRIDGE AUTHORITY	MACKINAC	MACKINAC BRIDGE AUTHORITY 333 I-75 (906)643-7600
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	METRO	ST. CLAIR	BLUE WATER BRIDGE 1410 ELMWOOD, PORT HURON (248)984-4482
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	METRO	Wayne	MDOT (DETROIT MAINT GARAGE #2 1500 EAST FERRY ST., DETROIT, MI (313) 967-5432
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ALCONA	COUNTY RD. COMM. 301 N. LAKE ST., LINCOLN (989)736-8168
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ALPENA	COUNTY RD. COMM. 1400 N. BAGLEY ST., ALPENA (989)354-3252 EXT 227 GLENN
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	ANTRIM	CENTRAL LAKE 1762 S. MAIN (M-88) (231)587-8521
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	ANTRIM	COUNTY RD. COMM. 319 E. LINCOLN ST., MANCERONA (231)587-8521
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	ANTRIM	KEWADIN 13796 WINTERS RD., ELK RAPIDS (231)587-8521
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	ATLANTA	MDOT GARAGE 4000 EAST M-32, ATLANTA (989)785-3514
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	BENZIE	COUNTY RD. COMM. 11318 MAIN ST., HONOR (231)325-3051
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	CHARLEVOIX	COUNTY RD. COMM. 1251 BOYNE AVE., BOYNE CITY (231)582-7330
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	CHARLEVOIX	IRONTON 11705 SHAW RD., CHARLEVOIX (231)582-7330
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	CHEBOYGAN	COUNTY RD. COMM. 729 N. MAIN ST., CHEBOYGAN (231)238-7775



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	CHEBOYGAN	5302 S. STRAITS HWY INDIAN RIVER (231)238-7775
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	CHEBOYGAN	TOWER (231)238-7775
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	CRAWFORD	COUNTY RD. COMM. 500 HURON ST., GRAYLING (989)348-2281
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	EMMET	6227 E. LEVERING RD., LEVERING (231)347-8142
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	EMMET	COUNTY RD. COMM. 2265 E. HATHAWAY, HARBOR SPINGS (231)347-8142
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	GRAND TRAVERSE	COUNTY RD. COMM. 1881 LAFRAINER RD. TRAVERSE CITY (231)922-4848 EXT. 101
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	GRAND TRAVERSE	KINGSLEY M-113 (231)922-4848
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	IOSCO	COUNTY RD. COMM. 3939 M-55, TAWAS CITY (989)362-4433
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	IOSCO	OSCODA GARAGE 554 FORREST RD., OSCODA (989)362-4433
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	KALKASKA	MDOT GARAGE 809 N. BIRCH, RT.4, KALKASKA (231)258-5611
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	LAKE	COUNTY RD. COMM. 1180 N. MICHIGAN AVE., BALDWIN (231)745-4666
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	LEELANAU	COUNTY RD. COMM. 10550 E. ECKERLE RD., SUTTONS BAY (231)271-3993 EXT 22
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	LEELANAU	MAPLE CITY 129 CHURCH ST. (231)271-3993 EXT 22



Inside Delivery	Region	County	Ship To Location
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	MANISTEE	8946 CHIPPEWA HWY. BEAR LAKE (231)723-6522
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	MARION	MDOT GARAGE 2897 SIXTEEN MILE RD., MARION (231)743-6831
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	MASON	COUNTY RD. COMM. 510 E. STATE ST., SCOTTVILLE (231)757-2882
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	MIO	MDOT GARAGE 305 WEST M-72, MIO (989)826-3663
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	MISSAUKEE	COUNTY RD. COMM. 1199 N. MOREY, LAKE CITY (231) 839-4361
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	OGEMAW	BRANCH I-75 COOK RD. (989)345-0234
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	OGEMAW	COUNTY RD. COMM. 1250 S. M-33, WEST BRANCH (989)345-0234
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	OTSEGO	COUNTY RD. COMM. 669 W. MCCOY RD., GAYLORD (989)732-5202
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	PRESQUE ISLE	11472 MICHIGAN AVE., POSEN (989)766-2680
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	PRESQUE ISLE	19916 M-68, ONAWAY (989)733-8731
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	PRESQUE ISLE	COUNTY RD. COMM. 657 S. BRADLEY HIGHWAY, ROGERS CITY (989)734-2216
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	REED CITY	MDOT GARAGE 19424 US10, REED CITY (231)832-5322
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ROSCOMMON	COUNTY RD. COMM. 820 EAST WEST BRANCH RD. (M-55) PRUDENVILLE (989)366-0333



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ROSCOMMON	CR-105 (989)275-5181
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ROSCOMMON	HOUGHTON LAKE (989)366-0333
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	NORTH	ROSCOMMON	ROSCOMMON 601 S. MAIN ST. (989)366-0333
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	WEXFORD	COUNTY RD. COMM. 85 WEST M-115, BOON (231)775-9731
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	NORTH	WEXFORD	COUNTY RD. COMM. CADILLAC (231)775-9731
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	ALLEGAN	MDOT GARAGE 5252 EAST M-89, FENNVILLE (269)561-6701 *FOR DOME
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	ALLEGAN	MDOT GARAGE 596 11TH ST., PLAINWELL (269)685-5350 *FOR DOME
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	BARRY	MDOT GARAGE 1300 E. QUIMBY RD., HASTINGS (269)945-3493
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	BERRIEN	MDOT GARAGE 5948 SAWYER RD., SAWYER (269)426-3700 *FOR DOME
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	BERRIEN	MDOT GARAGE 2200 EAST US-12, NILES (269)683-2855 *FOR DOME
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SOUTHWEST	BERRIEN	MDOT GARAGE 3880 RED ARROW RD., COLOMA (269)849-1162 *FOR DOME
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	BRANCH	MDOT GARAGE 34 N. MICHIGAN, COLDWATER (269)781-2894 ( <b><u>MUST SPECIFY DELIVERY IS FOR COLDWATER GARAGE WHEN CALLING THIS NUMBER.</u></b> )
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	CALHOUN	MDOT GARAGE 1242 S. KALAMAZOO AVE., MARSHALL (269)781-2894





Inside Delivery	Region	County	Ship To Location
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SOUTHWEST	CASS	MDOT GARAGE 61535 M-40, JONES (269)224-5808
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SOUTHWEST	KALAMAZOO	MDOT GARAGE 5673 WEST MAIN ST., KALAMAZOO (269)381-7331 *FOR DOME
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SOUTHWEST	VAN BUREN	MDOT GARAGE 09235 BLUE STAR MEM. HWY, SOUTH HAVEN (269)637-2408
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ALGER	COUNTY RD. COMM. M-77 , GRAND MARAIS (906)387-2042
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ALGER	LIMESTONE M-67, LIMESTONE (906)387-2042
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ALGER	MUNISING 324 W. MUNISING, MUNISING (906)387-2042
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	BARAGA	MDOT GARAGE 301 WINTER ST. L=ANSE (906)524-6124
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	BARAGA	SALT SHED SCHOOL ST., COVINGTON (906)524-6124
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	CHIPPEWA	COUNTY RD. COMM. M-48, GOETZVILLE (906)635-5295
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	CHIPPEWA	ECKERMAN M-28, ECKERMAN (906)635-5295
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	CHIPPEWA	SAULT STE MARIE 4139 MACKINAC TRAIL, SAULT STE MARIE (906)635-5295
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	DELTA	COUNTY RD. COMM. COUNTY RD. 426, WELLS (906)786-3200
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	DELTA	COUNTY RD. COMM. 9931 Y.25 ROAD, RAPID RIVER (906)786-3200



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	DICKINSON	COUNTY RD. COMM LINCOLN ST., QUINNESEC (906)774-1588
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	DICKINSON	FELCH SALT SHED W6370 M-69, IRON MOUNTAIN (906)774-1588
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	GOGEBIC	COUNTY RD. COMM. OLD US-2, WAKEFIELD (906)667-0233
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	GOGEBIC	MARENISCO 302 MAIN ST., MARENISCO (906)787-2273
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	GOGEBIC	WATERSMEET E23859 E. AVE., WATERSMEET (906)358-4575
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	HOUGHTON	HANCOCK-TO BE BUILT NEAR AIRPORT PARK. ADDRESS IS YET UNKNOWN
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	IRON	COUNTY RD. COMM. 708 W. FRANKLIN ST., IRON RIVER (906)265-4622
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	IRON	CRYSTAL FALLS 114 OSS RD. CRYSTAL FALLS (906)875-3151
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	KEWEENAW	COUNTY RD. COMM. 1916 4TH ST., MOHAWK (906)337-1610
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	LUCE	COUNTY RD. COMM. 423 W. MCMILLAN AVE., NEWBERRY (906)293-5741
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MACKINAC	MACKINAC CO. ROAD COMM. STATE RD. (OLD M-134), CEDARVILLE (906)643-8700
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	MACKINAC	MDOT GARAGE M-117, ENGADINE (906)643-8700
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	MACKINAC	MDOT GARAGE 500 FERRY LANE, ST. IGNACE (906)643-8700



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MARQUETTE	CHAMPION US-41 (906)486-8462 EXT. 300
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MARQUETTE	COUNTY RD. COMM. 1610 N. SECOND ST., ISHPEMING (906)486-8462 EXT. 300
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MARQUETTE	GWINN CO.RD. ELA (906)346-5411
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	MARQUETTE	MARQUETTE CITY SALT SHED 850 WEST BARAGA AVE., MARQUETTE (906)486-4491 EXT 302
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MARQUETTE	REPUBLIC CO. RD. LO. AT M-95 (906)376-2224
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	MARQUETTE	SKANDIA CO.RD. OB (906)942-7415
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MENOMINEE	COUNTY RD. COMM. US-2, POWERS (906)497-5234
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	MENOMINEE	MENOMINEE 3224 10TH ST., MENOMINEE (906)863-3686
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	SUPERIOR	MENOMINEE	STEPHENSON W5416 BELGIANTOWN RD., STEPHENSON (906)863-5100
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ONTONAGON	BERGLAND 5650 M-64 N., BERGLAND (906)575-3552
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ONTONAGON	BRUCE CROSSING 5346 W. M-28, BRUCE CROSSING (906)827-3433
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ONTONAGON	COUNTY RD. COMM. US-45, ONTONAGON (906)884-4650
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	ONTONAGON	MASS CITY 1212 ADVENTURE AVE., MASS CITY (906)883-3303



Inside Delivery	Region	County	Ship To Location
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	SCHOOLCRAFT	COUNTY RD. COMM. EAST RD., MANISTIQUE (906)341-5634
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	SUPERIOR	SCHOOLCRAFT	SENEY M-28, SENEY (906)341-5634
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	CLINTON	CLINTON CO. RD. COMM 3536 S. US 27, ST. JOHNS (989)224-3274 EXT. 234
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	EATON	MDOT GARAGE 731 NORTH CANAL, GRAND LEDGE (517)627-3276
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	EATON	MDOT GARAGE 905 PAINE DRIVE, CHARLOTTE (517)543-7642
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	INGHAM	MDOT GARAGE 601 JEWETT RD., MASON (517)627-3276 ( <b><u>MUST SPECIFY DELIVERY IS FOR MASON GARAGE WHEN CALLING THIS NUMBER.</u></b> )
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	INGHAM	MDOT GARAGE 3737 EAST GRAND RIVER, WILLIAMSTON (517)521-3673
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	LENAWEE	MDOT GARAGE 2451 N. ADRIANHIGHWAY, ADRIAN (517)263-0564
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	LIVINGSTON	MDOT GARAGE 10102 EAST GRAND RIVER, BRIGHTON (810)229-4250
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	UNIVERSITY	SHIAWASSEE	SHIAWASSEE CO. RD. COMM 701 W. CORUNNA AVE., CORUNNA (989)743-2228



## Attachment I – 1 page

## SALT, BULK ROCK, EARLY FILL-UP &amp; SEASONAL BACKUP

MATERIAL CERTIFICATION

We, The Detroit Salt Company, by signing this material certification,  
(company name of vendor)

hereby verify that the salt to be provided is manufactured in accordance with, and will consistently

meet the attached State of Michigan specification, when tested at the various delivery points. If an

occasional delivery of salt does not meet the attached specification, specifically if material passing

through the No. 30 sieve exceeds 10% or the moisture content exceeds 1.5%, the amount of material

not meeting the specifications will be deducted from the delivered weight of the salt. Therefore it will

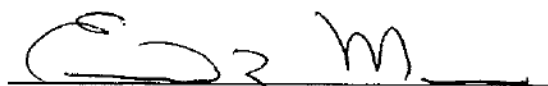
not be paid for as it is considered unusable by the state.

However, if the salt being delivered is CONSISTENTLY not meeting the attached specification,

as determined by the State of Michigan, the state reserves the right to deduct the amount not meeting

the specification as described above, impose and deduct an additional penalty equal to the amount of

the original deduction, cancel the contract, and restrict future bidding privileges for that vendor.

  
(Authorized Signature)

President  
(Title)

Attachment J – 3 pages