

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. 3**

to

**CONTRACT NO. 071B1300339**

between

**THE STATE OF MICHIGAN**

and

NAME & ADDRESS OF CONTRACTOR:	PRIMARY CONTACT	EMAIL
<b>The Detroit Salt Company, LLC</b> <b>12841 Sanders</b> <b>Detroit, MI 48217</b>	Martha Geyer	<a href="mailto:mgeyer@detroitsalt.com">mgeyer@detroitsalt.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:			
<b>DESCRIPTION: Salt, Bulk Salt, Seasonal Back UP – Michigan Department of Transportation</b>			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	AVAILABLE OPTIONS	CURRENT EXPIRATION DATE
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:		
OPTION EXERCISED: <input type="checkbox"/> NO <input type="checkbox"/> YES	IF YES, EFFECTIVE DATE OF CHANGE:	NEW EXPIRATION DATE:
<b>Effective September 1, 2012, the Drop Points for 2012-2013 Road Salt year are per the attached spreadsheets. Please also note that this contract is hereby INCREASED by \$2,118,021.60. All other terms, conditions, pricing and specifications remain the same. Per vendor and agency agreement, DTMB Procurement approval and the approval of the State Administrative Board on June 30, 2011.</b>		
VALUE/COST OF CHANGE NOTICE:	<b>\$2,118,021.60</b>	
ESTIMATED AGGREGATE CONTRACT VALUE REMAINS:	<b>\$2,392,255.30</b>	

**Detroit Salt Co.**

**Seasonal Back-Up 2012/2013 Road Salt-Local Units of Government- Bay Region**

Item	County	Org. Name	Drop Point Address	City	Org. Phone	Seasonal >50 or <50	Price
1	Huron	HURON COUNTY ROAD COMMISSION	45 W. Kinde Rd	Kinde	(989) 269-6404	1500	\$56.17
2	Lapeer	DRYDEN, VILLAGE OF	5605 Liberty St	Dryden	(810) 796-2207	50	\$51.38
3	Lapeer	IMLAY, CITY OF	604 E. First Street	Imlay City	(810) 724-2135	200	\$51.38
4	Lapeer	LAPEER COUNTY ROAD COMMISSION	5891 Old State Road	North Branch	(810) 664-6272	500	\$51.38
5	Lapeer	LAPEER COUNTY ROAD COMMISSION	820 Davis Lake Road	Lapeer	(810) 664-6272	1000	\$51.38
6	Lapeer	LAPEER COUNTY ROAD COMMISSION	6710 Webster Road	Imlay City	(810) 664-6272	750	\$51.38
7	Lapeer	NORTH BRANCH, VILLAGE OF	4291 MILL STREET	NORTH BRANCH	(810) 688-3410	150	\$51.38
8	Lapeer	LAPEER, CITY OF	217 Bentley Street	Lapeer	(810) 664-4711	650	\$51.38
9	Lapeer	ALMONT, VILLAGE OF	413 Spring Street	Almont	(810) 798-8528	150	\$51.38
10	Lapeer	CLIFFORD, VILLAGE OF	4548 Madison St	Clifford	(989) 761-7003	50	\$51.38
11	Sanilac	SANILAC COUNTY ROAD COMMISSION	195 Campbell St.	Sandusky	(810) 648-2185	200	\$53.39
12	Sanilac	SANILAC COUNTY ROAD COMMISSION	4087 N. Decker Road	Snover	(810) 648-2185	100	\$53.39
13	Sanilac	SANILAC COUNTY ROAD COMMISSION	5505 N. Ruth Road	Deckerville	(810) 648-2185	200	\$53.39
14	Sanilac	SANILAC COUNTY ROAD COMMISSION	5530 Lancaster St.	Croswell	(810) 648-2185	300	\$53.39
15	Sanilac	SANILAC COUNTY ROAD COMMISSION	2411 Peck Road	Brown City	(810) 648-2185	200	\$53.39
16	Sanilac	DECKERVILLE, VILLAGE OF	3550 Range Line Rd.	Deckerville	(810) 376-8591	30	\$53.39
17	Sanilac	BROWN CITY	7090 Merrill St	Brown City	(810) 346-2325	100	\$53.39
18	Sanilac	LEXINGTON, VILLAGE OF	7226 Lester St.	Lexington	(810) 359-5901	50	\$53.39

19	Tuscola	MILLINGTON COMMUNITY SCHOOLS	bishop st	Millington	(989) 871-5251	50	\$53.14
20	Tuscola	MILLINGTON VILLAGE OF	4675 Bishop Street	Millington	(989) 871-2701	50	\$53.14
21	Tuscola	VASSAR, CITY OF	514 E. Huron Avenue	Vassar	(989) 823-7231	300	\$53.14
22	Tuscola	TUSCOLA COUNTY ROAD COMMISSION	4387 Beach Street	Akron	(989) 673-2128	500	\$53.14
23	Tuscola	TUSCOLA COUNTY ROAD COMMISSION	5847 Bruce Street	Deford	(989) 673-2128	500	\$53.14
24	Tuscola	DCH-CARO CENTER-AGENCY	2000 Chambers Road- CONVEYOR REQUIRED	Caro	(989) 672-9444	150	\$53.14

**Detroit Salt Co.**

**Seasonal Back-up-2012/2013 Road Salt - Local Units of Government - Southwest Region**

Item	County	Org. Name	Drop Point Address	City	Org. Phone	Seasonal >50	Price
1	Barry	MIDDLEVILLE, VILLAGE OF	608 Sheridan St.	Middleville	(269) 795-2094	150	\$55.32
2	Barry	BARRY COUNTY ROAD COMMISSION	1725 West M-43 Highway	Hastings	(269) 945-3449	3900	\$55.32
3	Barry	HASTINGS CITY OF	301 East Court Street	Hastings	(269) 945-5744	900	\$55.32
4	Barry	NASHVILLE, VILLAGE OF	202 1/2 S. Main	Nashville	(517) 852-9571	100	\$55.32
5	Branch	UNION CITY, VILLAGE OF	208 N. Broadway St	Union City	(517) 741-8591	150	\$53.51
6	Branch	COLDWATER, CITY OF	45 Industrial Ave.	Coldwater	(517) 279-9531	500	\$53.51
7	Branch	QUINCY, VILLAGE OF	47 Cole Street	Quincy	(517) 639-9065	50	\$53.51
8	Kalamazoo	VICKSBURG, VILLAGE OF	210 N. Main Street	Vicksburg	(269) 649-1919	50	\$54.91
9	Kalamazoo	WESTERN MICHIGAN UNIVERSITY	1201 Oliver Street - Salt Dome	Kalamazoo	(269) 387-8800	600	\$54.91
10	Kalamazoo	PARCHMENT, CITY OF	300 Maple	Parchment	(269) 720-3463	200	\$54.91
11	Kalamazoo	KALAMAZOO, CITY OF	1415 HARRISON	KALAMAZOO	(269) 337-8443	5000	\$54.91
12	Kalamazoo	KALAMAZOO COUNTY ROAD COMM	3801 East Kilgore Road	Kalamazoo	(269) 381-3171	6000	\$54.91
13	Kalamazoo	PORTAGE, CITY OF	7719 S. Westnedge Ave.	Portage	(269) 324-9284	1100	\$54.91

**Detroit Salt Co.**

**Seasonal Back-up-2012/2013 Road Salt-Local Units of Government-Grand Region**

Item	County	Org. Name	Drop Point Address	City	Org. Phone	Seasonal >50	Price
1	Ionia	IONIA, CITY OF	303 South Jackson Street	Ionia	(616) 527-4170	300	\$55.71
2	Ionia	PORTLAND, CITY OF	451 Morse Drive	Portland	(517) 647-2931	150	\$55.71
3	Ionia	BELDING, CITY OF	317 E. Ellis Ave	Belding	(616) 260-2319	800	\$55.71
4	Ionia	IONIA COUNTY ROAD COMMISSION	170 East Riverside Drive	Ionia	(616) 527-1700	500	\$55.71
5	Ionia	IONIA COUNTY ROAD COMMISSION	7081 S. Jourdan Lake Rd	Saranac	(616) 527-1700	500	\$55.71
6	Ionia	SARANAC, VILLAGE OF	455 Main St	Saranac	(616) 642-6324	50	\$55.71

**Detroit Salt Co.**

**Seasonal Back-Up-2012/2013 Road Salt-Local Units of Government-University Region**

Item	County	Org. Name	Drop Point Address	City	Org. Phone	Seasonal >50 or <50	Price
1	Clinton	ELSIE, VILLAGE OF	125 W Main St	Elsie	(989) 862-5193	50	\$53.30
2	Clinton	ST. JOHNS, CITY OF	1000 N. US27 BR	St. Johns	(989)224-8944	300	\$53.30
3	Clinton	OVID, VILLAGE OF	127 N. Gratiot St.	Ovid	(989) 666-4430	100	\$53.30
4	Clinton	DEWITT, CITY OF	907 W Main	DeWitt	(517) 669-2441	150	\$53.30
5	Clinton	CLINTON COUNTY ROAD COMMISSION	3536 South U.S. Highway 27	St. Johns	(989) 224-3274	500	\$53.30
6	Clinton	EAST LANSING, CITY OF	1800 East State Road	East Lansing	(517) 337-9459	1000	\$53.30
7	Eaton	VERMONTVILLE, VILLAGE OF	134 Westside Drive	Vermontville	(517) 726-1444	50	\$49.73
8	Eaton	POTTERVILLE, CITY OF	319 N. Nelson	Potterville	(517) 645-7641	50	\$49.73
9	Eaton	DTMB-Facilities-Bldg Oper Div-AGENCY	7440 Parsons Drive	Dimondale	(517) 322-1189	600	\$49.73
10	Eaton	GRAND LEDGE PUBLIC SCHOOLS	13256 Lawson Road	Grand Ledge	(517) 925-5430	150	\$49.73
11	Eaton	CHARLOTTE, CITY OF	301 Tirrell Highway	Charlotte	(517) 543-8841	400	\$49.73
12	Eaton	EATON COUNTY ROAD COMMISSION	300 Market Street	Eaton Rapi	(517) 543-1632	300	\$49.73

13	Eaton	EATON COUNTY ROAD COMMISSION	8893 W Vermontville Hwy.	Vermontville	(517) 543-1632	1250	\$49.73
14	Eaton	EATON COUNTY ROAD COMMISSION	1112 Renolds Road	Charlotte	(517) 543-1632	2000	\$49.73
15	Eaton	EATON COUNTY ROAD COMMISSION	3102 Sanders Road	Lansing	(517) 543-1632	1250	\$49.73
16	Eaton	EATON COUNTY ROAD COMMISSION	3411 S Ionia Road	Bellevue	(517) 543-1632	500	\$49.73
17	Eaton	EATON COUNTY ROAD COMMISSION	13256 Lawson Road	Grand Ledge	(517) 543-1632	500	\$49.73
18	Hillsdale	JONESVILLE, VILLAGE OF	111 Ecology Dr.	Jonesville	(517) 849-2104	250	\$51.21
19	Hillsdale	HILLSDALE, CITY OF	149 Waterworks Ave	Hillsdale	(517) 437-6490	1000	\$51.21
20	Hillsdale	HILLSDALE COUNTY ROAD COMMISSION	1919 Hudson Road	Hillsdale	(517) 437-4458	4500	\$51.21
21	Hillsdale	HILLSDALE COUNTY ROAD COMMISSION	123 Wales Street	Camden	(517) 437-4458	700	\$51.21
22	Hillsdale	HILLSDALE COUNTY ROAD COMMISSION	8640 Jerome Road	Jerome	(517) 437-4458	600	\$51.21
23	Hillsdale	HILLSDALE COUNTY ROAD COMMISSION	218 Fremont Street	Litchfield	(517) 437-4458	700	\$51.21
24	Hillsdale	HILLSDALE COUNTY ROAD COMMISSION	426 S. Main Street	Waldron	(517) 437-4458	500	\$51.21
25	Ingham	MASON, CITY OF	435 N Jefferson Street	Mason		200	\$47.65
26	Ingham	OKEMOS PUBLIC SCHOOLS	4406 Okemos Rd	Okemos	(517) 706-5037	150	\$47.65
27	Ingham	HASLETT PUBLIC SCHOOLS	1590 Franklin Street	Haslett	(517) 339-8342	100	\$47.65
28	Ingham	LANSING, CITY OF	601 E. South Street	Lansing	(517) 483-4169	9000	\$47.65
29	Ingham	HOLT PUBLIC SCHOOLS	1784 Aurelius Rd	Holt	(517) 694-3602	100	\$47.65
30	Ingham	MICHIGAN STATE UNIVERSITY	158 Stadium Rd	East Lansing	(517) 884-6157	1400	\$47.65
31	Ingham	INGHAM COUNTY ROAD COMMISSION	301 Bush St.	Mason	(517) 676-9722	4000	\$47.65

32	Ingham	INGHAM COUNTY ROAD COMMISSION	1335 E. Howell Rd.	Williamston	(517) 676-9722	3800	\$47.65
33	Ingham	MERIDIAN TOWNSHIP	2100 Gaylord C smith Ct	Haslett	(517) 853-4624	100	\$47.65
34	Ingham	WEBBERVILLE, VILLAGE OF	4787 Pardee Rd.	Webberville	(517) 375-8671	150	\$47.65
35	Ingham	LESLIE, CITY OF	414 Washburn	Leslie	(517) 589-8236	150	\$47.65
36	Ingham	DMVA-STATE OPERATIONS STATE AGENCY	3423 N MLK JR BLVD STE 320	LANSING	(517) 481-7654	50	\$47.65
37	Shiawassee	DURAND, CITY OF	501 Kent St	Durand	(989) 288-3113	100	\$51.80
38	Shiawassee	LAINGSBURG, CITY OF	320 Grand River	Laingsburg	(517) 651-6101	100	\$51.80
39	Shiawassee	OWOSSO, CITY OF	522 milwaukee	owosso	(989) 725-0570	1800	\$51.80
40	Shiawassee	DURAND AREA SCHOOLS	9573 Monroe Rd.	Durand	(989) 288-2681	50	\$51.80
41	Washtenaw	DEXTER COMMUNITY SCHOOLS	2200 N. Parker Rd	Dexter	(734) 424-4100	10	\$45.31
42	Washtenaw	ANN ARBOR, CITY OF	4251 Stone School Road	Ann Arbor	(734) 794-6576	4500	\$45.31
43	Washtenaw	YPSILANTI, CITY OF	14 W. Forest Ave.	Ypsilanti	(734) 483-1421	700	\$45.31
44	Washtenaw	YPSILANTI, CITY OF	1215 Huron River Drive	Ypsilanti	(734) 483-1421	400	\$45.31
45	Washtenaw	MANCHESTER, VILLAGE OF	214 N. Macomb	Manchester	(734) 428-7877	400	\$45.31
46	Washtenaw	SALINE, CITY OF	1234 Tefft Ct	Saline	(734) 429-5624	100	\$45.31
47	Washtenaw	DOC-Womens Huron Valley Corr Fac-AGENCY	3201 Bemis Road	Ypsilanti	(734) 572-9592	250	\$45.31
48	Washtenaw	CHELSEA, CITY OF	440 W North St	Chelsea	(734) 216-1255	400	\$45.31
49	Washtenaw	DEXTER, VILLAGE OF	3600 Central	Dexter	(734) 426-8530	500	\$45.31
50	Washtenaw	WASHTENAW COUNTY ROAD COMM	555 North Zeeb Road	Ann Arbor	(734) 761-1500	1000	\$45.31
51	Washtenaw	WASHTENAW COUNTY ROAD COMM	5250 West Michigan Avenue	Ypsilanti	(734) 761-1500	3000	\$45.31
52	Washtenaw	WASHTENAW COUNTY ROAD COMM	630 W. Middle Street	Chelsea	(734) 761-1500	750	\$45.31
53	Washtenaw	WASHTENAW COUNTY ROAD COMM	219 N. Ann Arbor Street	Manchester	(734) 761-1500	1000	\$45.31

54	Washtenaw	CHELSEA SCHOOL DISTRICT	500 E Washington	Chelsea	(734) 433-2276	150	\$45.31
55	Washtenaw	DCH-CTR FOR FORENSIC PSYCHIATRY-AGENCY	8303 Platt	Saline	(734) 295-4531	50	\$45.31
56	Washtenaw	WASHTENAW COMMUNITY COLLEGE	4800 E. Huron River Drive	Ann Arbor	(734) 973-3553	350	\$45.31

**Detroit Salt Co.**

**Seasonal Back-up-2012/2013 Road Salt-Local Units of Government-Metro Region**

Item	County	Org. Name	Drop Point Address	City	Org. Phone	Seasonal >50 or <50	Price
1	Macomb	RICHMOND, CITY OF	69129 Beebe Street	Richmond	(586) 727-7575	700	\$47.28
2	Macomb	CENTER LINE PUBLIC SCHOOLS	23901 Lawrence	Center Line	(586) 510-2090	100	\$47.28
3	Macomb	UTICA COMMUNITY SCHOOLS	6600 18 Mile Road	Sterling Heights	(586)797-1190	1300	\$47.28
4	Macomb	UTICA COMMUNITY SCHOOLS	47250 Shelby Road	Utica	(586)797-1190	800	\$47.28
5	Macomb	CHIPPEWA VALLEY SCHOOLS	42278 Romeo Plank Road	Clinton Township	(586) 723-2150	500	\$47.28
6	Macomb	MT. CLEMENS, CITY OF	95 ELDREDGE	MOUNT CLEMENS	(586) 469-6818	1200	\$47.28
7	Macomb	FRASER, CITY OF	31250 Kendall	Fraser	(586) 293-3100	500	\$47.28
8	Macomb	UTICA, CITY OF	7001 Moscone	Utica	(586) 731-6110	600	\$47.28
9	Macomb	ARMADA, VILLAGE OF	73300 Floral Street	Armada	(586) 784-9151	150	\$47.28
10	Macomb	WARREN CONSOLIDATED SCHOOLS	31950 Mound Rd.	Warren	(586) 825-2400	700	\$47.28
11	Macomb	FRASER PUBLIC SCHOOLS	33499 Klein Road	Fraser	(586) 439-7114	300	\$47.28
12	Macomb	MACOMB COUNTY ROAD COMMISSION	34592 Nova	Clinton Twp	(586) 791-3348	4000	\$47.28
13	Macomb	LANSE CREUSE PUBLIC SCHOOLS	24400 FV Pankow Blvd	Clinton Twp	(586) 783-6550	500	\$47.28
14	Macomb	MACOMB COUNTY ROAD COMMISSION	51235 Napi Drive	Shelby Twp	(586) 791-3348	3000	\$47.28

15	Macomb	MACOMB COUNTY ROAD COMMISSION	58270 William Street	New Haven	(586) 791-3348	3000	\$47.28
16	Macomb	ARMADA AREA SCHOOLS	23500 Center Road	Armada	(586) 784-2143	50	\$47.28
17	Macomb	CHESTERFIELD TOWNSHIP	50177 Gratiot	Chesterfield	(586) 949-0400	50	\$47.28
18	St. Clair	ALGONAC, CITY OF	453 State Street	Algonac	810-794-5451	50	\$51.00
19	St. Clair	CAPAC, VILLAGE OF	212 matteson	capac	(810) 395-4355	250	\$51.00
20	St. Clair	EAST CHINA SCHOOL DISTRICT	1585 Meisner Road	East China	(810) 420-2002	50	\$51.00
21	St. Clair	EAST CHINA SCHOOL DISTRICT	1585 Meisner Road	East China	(810) 420-2002	25	\$51.00
22	St. Clair	PORT HURON AREA SCHOOL DISTRICT	4035 Dove Rd	Port Huron	(810) 984-3101	100	\$51.00
23	St. Clair	ST. CLAIR, CITY OF	505 Palmer	St. Clair	(810) 329-7121	450	\$51.00
24	St. Clair	YALE PUBLIC SCHOOLS	198 School Drive	Yale	(810) 387-3231	35	\$51.00
25	Wayne	INKSTER, CITY OF	26900 Princeton	Inkster	(313) 563-9774	1500	\$41.00
26	Wayne	ALLEN PARK, CITY OF	16850 Southfield	Allen Park	(313) 928-0550	1300	\$41.00
27	Wayne	WOODHAVEN, CITY OF	21840 Van Horn Rd	Woodhaven	(734) 675-4919	850	\$41.00
28	Wayne	WAYNE COUNTY	27600 GRANTLAND AVE (NORTON YARD)	LIVONIA	(313) 224-8269	8000	\$41.00
29	Wayne	WAYNE COUNTY	19415 STERLING AVE (NEW BOSTON)	NEW BOSTON	(313) 224-8269	4500	\$41.00
30	Wayne	WAYNE COUNTY	10017 FORD RD (FORD-WYOMING)	DEARBORN	(313) 224-8269	1000	\$41.00
31	Wayne	LIVONIA PUBLIC SCHOOLS	15125 Farmington Rd	Livonia	(734) 744-2511	1300	\$41.00
32	Wayne	MELVINDALE, CITY OF	3315 Greenfield	Melvindale	(313) 429-1040	500	\$41.00
33	Wayne	GROSSE POINTE FARMS, CITY OF	311 CHALFONTE	GROSSE POINTE FARMS	(313) 885-6600	950	\$41.00
34	Wayne	DEARBORN HEIGHTS, CITY OF	24600 Van Born	Dearborn Heights	(313) 791-6000	2400	\$41.00
35	Wayne	WAYNE STATE UNIVERSITY	100 Antoinette	Detroit	(313) 577-3756	200	\$41.00
36	Wayne	PLYMOUTH, CITY OF	1231 Goldsmith	Plymouth	(734) 453-7737	400	\$41.00



37	Wayne	GARDEN CITY, CITY OF	31800 Beechwood	Garden City	(734) 793-1800	1200	\$41.00
38	Wayne	MICHIGAN, UNIVERSITY OF	University of Michigan 4901 Evergreen Rd, Parking Lot C	Dearborn	(734) 936-1592	400	\$41.00
39	Wayne	GROSSE POINTE SHORES, VILLAGE OF	795 Lake Shore	Grosse Pointe Shores	(313) 886-0020	100	\$41.00
40	Wayne	DETROIT, CITY OF	5800 Russell	Detroit	(313) 224-3932	12000	\$41.00
41	Wayne	DETROIT, CITY OF	12255 Southfield Rd.	Detroit	(313) 224-3932	10000	\$41.00
42	Wayne	DETROIT, CITY OF	2633 Michigan Ave,	Detroit	(313) 224-3932	8000	\$41.00
43	Wayne	DETROIT, CITY OF	9300 W. Jefferson Ave.	Detroit	(313) 224-3932	700	\$41.00
44	Wayne	DETROIT, CITY OF	13401 W. Outer Drive	Detroit	(313) 224-3932	750	\$41.00
45	Wayne	HARPER WOODS, CITY OF	19600 East Eight Mile rd	Harper Woods	(313)343-2570	1150	\$41.00
46	Wayne	PLYMOUTH CANTON SCHOOLS	46973 Joy Road	Canton	(734) 455-9379	1000	\$41.00
47	Wayne	GROSSE POINTE PARK, CITY OF	1005 Wayburn	Grosse Pointe Park	(313) 822-5100	800	\$41.00
48	Wayne	DEARBORN, CITY OF	2951 Greenfield	Dearborn	(313) 943-2119	1000	\$41.00
49	Wayne	NORTHVILLE, CITY OF	650 Doheny Dr	Northville	(248) 449-9930	950	\$41.00
50	Wayne	GROSSE POINTE PUBLIC SCHOOLS	389 St Clair Avenue	Grosse Pointe	(313) 432-3082	150	\$41.00
51	Wayne	GROSSE POINTE, CITY OF	17147 Maumee	Grosse Pointe City	(313) 417-1189	200	\$41.00
52	Wayne	GARDEN CITY PUBLIC SCHOOLS	33980 Marquette	Garden City	(734) 762-6323	150	\$41.00
53	Wayne	WAYNE-WESTLAND COMMUNITY SCHOOLS	33415 Myrtle	Wayne	(734) 419-2048	600	\$41.00
54	Wayne	RIVER ROUGE, CITY OF	100 W Pleasant	River Rouge	(313) 842-4803	500	\$41.00
55	Wayne	WAYNE COUNTY AIRPORT AUTHORITY	Airport Maintenance Complex	Romulus	(734) 942-3578	1300	\$41.00
56	Wayne	DETROIT MERCY, UNIVERSITY OF	4001 W. McNichols	Detroit	(313) 993-1240	300	\$41.00
57	Wayne	DEARBORN PUBLIC SCHOOLS	10421 haggerty	dearborn	(313) 730-0389	600	\$41.00
58	Wayne	DEARBORN PUBLIC SCHOOLS	5101 evergreen	dearborn	(313)730-0389	150	\$41.00

59	Wayne	WYANDOTTE, CITY OF	4201 - 13th Street	Wyandotte	(734) 324-4543	3500	\$41.00
60	Wayne	WAYNE COUNTY AIRPORT AUTHORITY	Willow Run Airport - Building 2602	Belleville	(734) 942-3578	100	\$41.00
61	Wayne	DCH-HAWTHORN CENTER- AGENCY	18471 Haggerty Rd.	Northville	(248) 349-3000	30	\$41.00
62	Wayne	WAYNE, CITY OF	35200 Forest Ave	Wayne	(734) 721-8600	1500	\$41.00



## 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. Detroit Salt Company Company is one of the pre-qualified vendors under this program. This contract is between the State of Michigan and the Detroit Salt Company Company, hereinafter referred to as “The Contractor.”

#### 1.1.1 Project

This Contract will support the Seasonal Back- Up 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.

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 SEASONAL BACKUP**

1. Purchase orders will be placed periodically (as needed) throughout the contract period, and all orders will be for minimum of 50 (fifty) ton deliveries. ("New" Seasonal Back -Up <50 tons) Purchase orders will be placed periodically (as needed) throughout the contract period.
2. MDOT agrees to purchase a minimum of 70% of the quantities requested for seasonal back-up. The contractor shall agree to furnish up to a maximum of 30% more than the quantities that will be given during the Bid Process. These percentages apply only to the region total awarded to the contractor, not each individual MDOT drop point within a district that is awarded to the contractor. These percentages of the district total awarded to the contractor may be distributed to any MDOT drop points within a certain district that are awarded to the contractor. MDOT is not limited to these percentages per drop point. These percentages also apply to MiDeal also known as Local Units of Government, and all other participating agencies in the attached Item Listing. However, they apply to each individual drop point.
3. **ALL** deliveries shall begin within **3 (three) calendar days and must be completed within 5 calendar days** after the request for shipment or order. The deliveries will occur **between October 1<sup>st</sup> through August 31<sup>st</sup> of each Contract year**. All drop points shall be contacted approximately 48 hours prior to delivery. This applies to MDOT and Local Unit of Government drop points. The day count begins on the first calendar day after the order is placed. The day count shall follow the examples shown below. Delivery shall be made by the following formula 30% must be delivered by 2:00 p.m. on day three, a total of 60% must be delivered by 2:00 p.m. on day four and the entire 100% must be delivered by 2:00 p.m. on day five. **(See Deductions 1.4.7)**

#### **Examples:**

**Order placed Monday.** Day 1 is Tuesday, Day 2 is Wednesday, delivery should begin on or before Thursday, delivery should continue on Friday, delivery should conclude on Saturday if the order stated that the requestor would take weekend delivery. Otherwise the delivery should conclude on Monday.

**Order placed Tuesday.** Day 1 is Wednesday, Day 2 is Thursday, Delivery should begin on or before Friday, delivery should continue on Saturday and conclude on Sunday if the order stated that the requestor would take weekend delivery. Otherwise the delivery will continue on Monday and conclude on Tuesday.



**Order placed Wednesday.** Day 1 is Thursday, Day 2 is Friday, delivery should begin on or before Saturday ... but only if the order stated that the requestor would take weekend delivery. Otherwise delivery begins on Monday and concludes on Wednesday.

**Order placed Thursday.** Day 1 is Friday, Day 2 is Saturday, delivery should begin on or before Sunday ... but only if the order stated that the requestor would take weekend delivery. Otherwise delivery begins on Monday and concludes on Wednesday.

**Order placed Friday.** Delivery begins Monday and concludes on Wednesday.

**Order placed Saturday.** Delivery begins Tuesday and concludes on Thursday.

**Order placed Sunday.** Delivery begins Wednesday and concludes on Friday.

4. All deliveries to MDOT drop points must be coordinated between the contractor and the MDOT Region Maintenance Representative. MDOT deliveries will be accepted Monday through Friday between 7:00 A.M. and 2:00 P.M. **(See Deductions 1.4.7).**

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 deliver

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).**

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.

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.

Detroit Salt Company has noted 1.4.4

#### **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.

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.

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.



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.

**STATE OF MICHIGAN**  
**DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET** September 20, 2011  
**PURCHASING OPERATIONS**  
**P.O. BOX 30026, LANSING, MI 48909**  
 OR  
**530 W. ALLEGAN, LANSING, MI 48933**

**CHANGE NOTICE NO.1**  
**TO**  
**CONTRACT NO. 071B1300339**  
**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>  <b>Email: <a href="mailto:mgeyer@detroitsalt.com">mgeyer@detroitsalt.com</a></b>		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, Seasonal Back UP – Michigan Department of Transportation</b>		
CONTRACT PERIOD: 5 yrs. + 2 one-year options From: <b>September 1, 2011</b> To: <b>August 31, 2016</b>		
TERMS <p style="text-align: center;"><b>N/A</b></p>	SHIPMENT <p style="text-align: center;"><b>Per the attached terms &amp; 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 contract end date is revised to August 31, 2016. Additionally, the awarded amount is hereby added to this contract, reflecting the 2011/2012 expected contract spend. That amount is \$274,233.70. All other terms, conditions, pricing and specifications remain unchanged.**

**AUTHORITY/REASON(S):**

**Per vendor and agency request and approval of DTMB Purchasing Operations and the approval of the State Administrative Board on June 30, 2011.**

**INCREASE: \$274,233.70**

**TOTAL REVISED ESTIMATED CONTRACT VALUE: \$274,233.70**

**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. 071B1300339**  
**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, Seasonal Back UP – 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 &amp; 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. 071B1300339**  
**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, Seasonal Back UP – 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 &amp; 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  _____ Authorized Agent Signature  _____ Authorized Agent (Print or Type)  _____ Date	<b>FOR THE STATE:</b>  _____ Signature Natalie Spaniolo, Acting Director Name/Title DTMB Purchasing Operations Division  _____ Date
--	---



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

Contract No. 071B1300339  
[Bulk Salt, & Seasonal Back - UP](#)

[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 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](mailto: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.

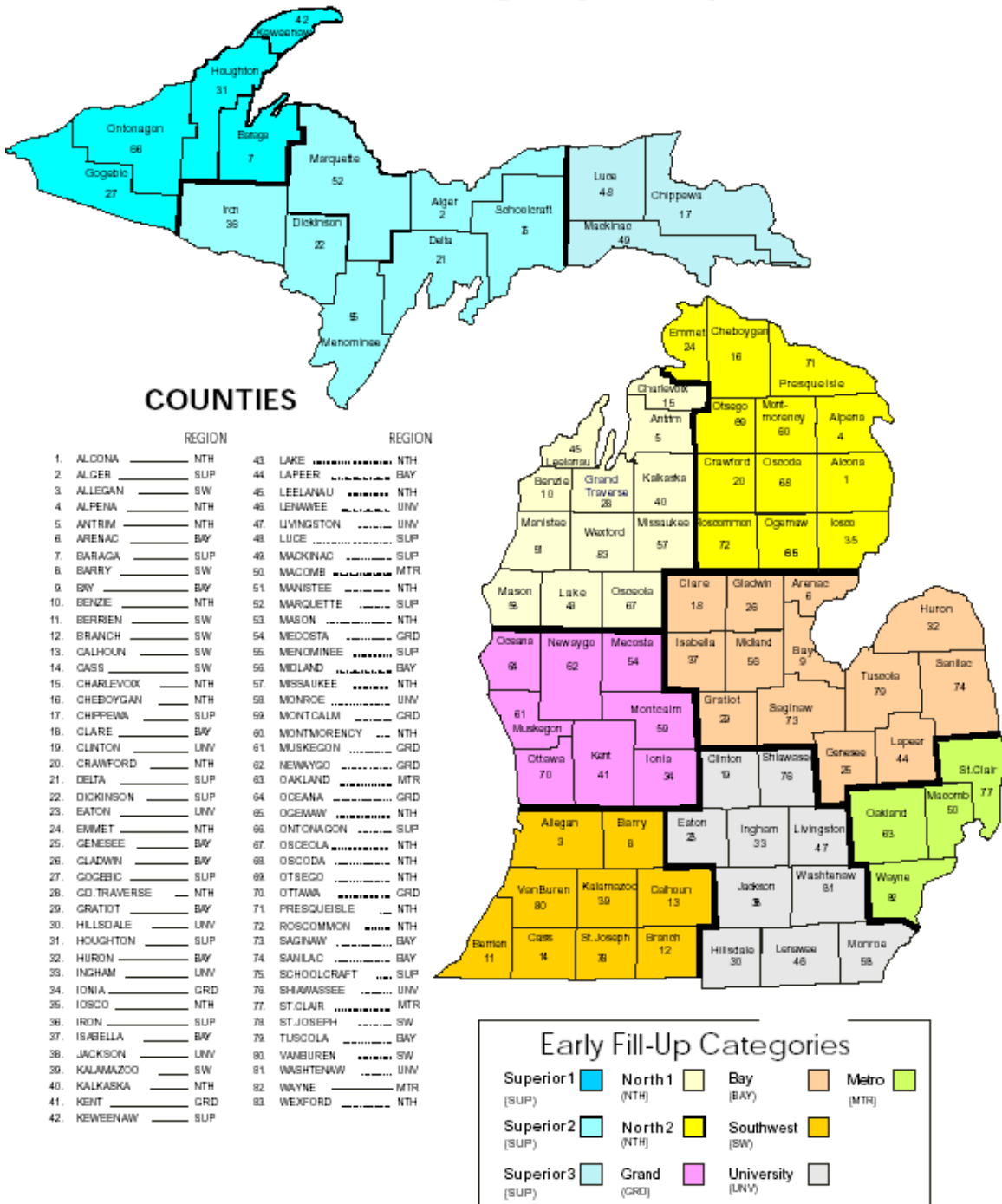
**2.24.17      Survival**

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

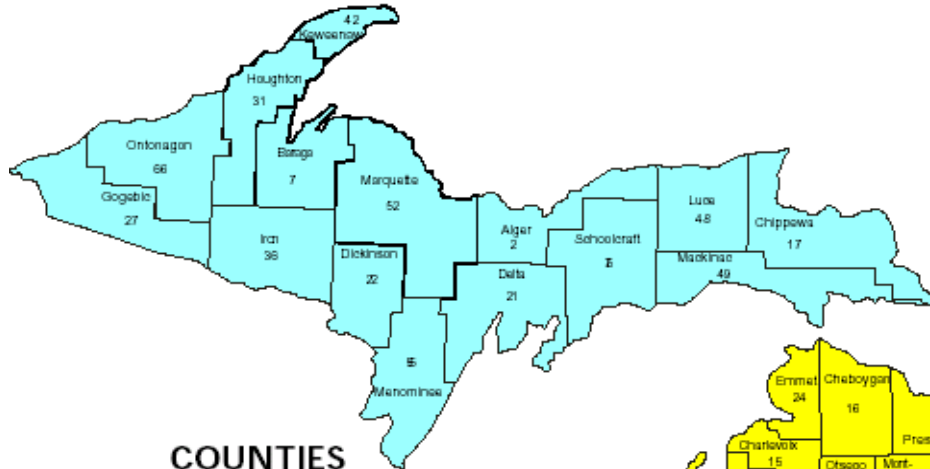


Prepared by RT - Specialized Technology  
Revised April 2001



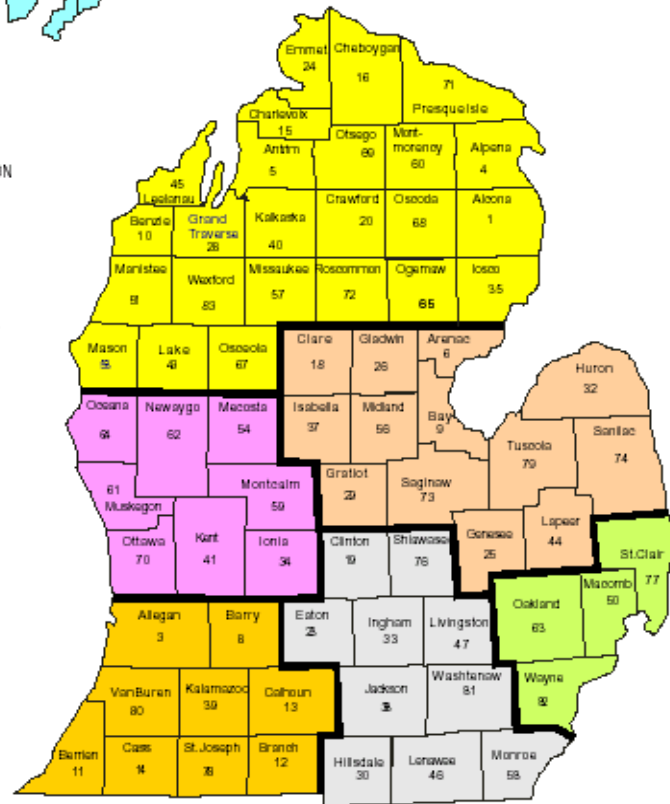
Attachment B

# 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. MUSKOGON _____ 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: F. Specialized Technology  
 Revised: April 2001



## 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 I – 1 page

**SALT, BULK ROCK, EARLY FILL-UP & 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

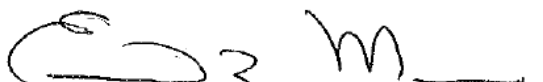
not be paid for as it is considered unusable by the state.

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

**FOR SEASONAL BACKUP ONLY:**

The Detroit Salt Company will charge a carrying fee of \$5.00 per ton to store, cover and screen (if necessary) any salt that has not been ordered by August 31, 2012. It is understood that carryover salt will be delivered by September 30, 2012 at which time invoicing for salt tonnages and handling fees will occur.