



STATE OF MICHIGAN ENTERPRISE PROCUREMENT

Department of Technology, Management, and Budget
525 W. ALLEGAN ST., LANSING, MICHIGAN 48913
P.O. BOX 30026 LANSING, MICHIGAN 48909

CONTRACT CHANGE NOTICE

Change Notice Number 11
to
Contract Number MA18000000787

CURRENT CONTRACTOR	Compass Minerals America Inc	NEW CONTRACTOR	Compass Minerals America Inc
	9900 West 10th Street, Suite 600		9900 West 10th Street, Suite 600
	Overland KS 66210		Overland KS 66210
	Joel Gerdes		Jason Fritz
	913-344-9346		913-344-9106
	gerdesj@compassminerals.com		fritzj@compassminerals.com
CV0058576	CV0058576		

STATE CONTACTS				
Program Manager	Various	MDOT	Contract Administrator	
				Katie McFarland
				DTMB
			517-930-6814	
			mcfarlandk1@michigan.gov	

CONTRACT SUMMARY			
Bulk Salt, Early Fill & Seasonal Back-Up-Statewide			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE
September 1, 2018	August 31, 2023	5, 1 Year	August 31, 2024
PAYMENT TERMS		DELIVERY TIMEFRAME	
NET 45		See Section 3.1 Delivery and Acceptance.	
ALTERNATE PAYMENT OPTIONS		EXTENDED PURCHASING	
<input type="checkbox"/> P-Card <input type="checkbox"/> Direct Voucher (PRC) <input type="checkbox"/> Other		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
MINIMUM DELIVERY REQUIREMENTS			

DESCRIPTION OF CHANGE NOTICE				
OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input checked="" type="checkbox"/>	1 Year	<input type="checkbox"/>		August 31, 2025
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$87,074,412.80	\$10,000,000.00	\$97,074,412.80		

DESCRIPTION

Effective June 3, 2024, this contract is exercising the second option year and is increased by \$10,000,000.00. The revised contract expiration date is August 31, 2025.

The following amendments are also incorporated:

- The Program Managers are changed to Carl Fedders and James Roath.

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

**Program Managers
for
Multi-Agency and Statewide Contracts**

AGENCY	NAME	PHONE	EMAIL
MDOT	Carl Fedders	517-335-6776	FeddersC@michigan.gov
MDOT	James Roath	517-230-5361	RoathJ1@michigan.gov

46	North	Otsego	County	Gaylord	669 W. McCoy Rd., Gaylord, MI	(989) 732-5202	Yes	Monday through Thursday between 7:00 am and 2:30 pm	2,800	\$67.97	Compass	\$190,316.00	North Region Office 1088 M-32 East, Gaylord, MI, 49735	Sandra Budzinski BudzinskiS@michigan.gov 989-731-5090 ext. 329
47	North	Roscommon	County	Houghton Lake	Houghton Lake, MI	(989) 366-0333	No	Monday through Thursday between 7:00 am and 2:30 pm	150	\$67.38	Compass	\$10,107.00	North Region Office 1088 M-32 East, Gaylord, MI, 49735	Sandra Budzinski BudzinskiS@michigan.gov 989-731-5090 ext. 329
48	North	Roscommon	County	Prudenville	820 East West Branch Rd. (M-55) Prudenville, MI	(989) 366-0333	Yes	Monday through Thursday between 7:00 am and 2:30 pm	500	\$67.38	Compass	\$33,690.00	North Region Office 1088 M-32 East, Gaylord, MI, 49735	Sandra Budzinski BudzinskiS@michigan.gov 989-731-5090 ext. 329
49	Bay	Huron	County	Pigeon	7405 Weale, Pigeon, MI	(989) 269-6404	No	Monday through Friday between 7:00 am and 3:30 pm	100	\$64.40	Compass	\$6,440.00	MDOT Bay Region Crews 3502 E. Washington, Saginaw, MI, 48601	Mike Metiva MetivaM@michigan.gov 989-754-0784 ext. 255
50	Bay	Isabella	MDOT	Mt. Pleasant	1212 Corporate Dr., Mt. Pleasant, MI	(989) 773-3532	Yes	Early: Monday through Thursday between 6:00 am and 2:30 pm Seasonal: Monday through Friday between 6:00 am and 2:30 pm	300	\$63.60	Compass	\$19,080.00	MDOT Bay Region Crews 3502 E. Washington, Saginaw, MI, 48601	Mike Metiva MetivaM@michigan.gov 989-754-0784 ext. 255
51	Bay	Midland	County	Sanford	2334 N. Meridian, Sanford, MI	(989) 687-9060	Yes	Monday through Friday between 7:00 am and 3:30 pm	500	\$58.32	Compass	\$29,160.00	MDOT Bay Region Crews 3502 E. Washington, Saginaw, MI, 48601	Mike Metiva MetivaM@michigan.gov 989-754-0784 ext. 255
52	Southwest	Calhoun	County	Marshall CRC	13300 Fifteen Mile Rd., Marshall, MI	(269) 781-9841	Yes	Monday through Thursday between 6:30 am and 3:30 pm	500	\$71.36	Compass	\$35,680.00	MDOT Region Maintenance Crews 6345 American Ave., Portage, MI 49002	Caroline Watson watsonc6@michigan.gov 269-360-1743
53	Southwest	Calhoun	County	Battle Creek	1040 South Raymond Rd, Battle Creek, MI	(269) 781-9841 / 269-209-5607	No	Monday through Thursday between 6:30 am and 3:30 pm	250	\$71.36	Compass	\$17,840.00	MDOT Region Maintenance Crews 6345 American Ave., Portage, MI 49002	Caroline Watson watsonc6@michigan.gov 269-360-1743
Total Tonnage									43,000	Total Extended Price	\$3,146,470.00			

MiDEAL and STATE AGENCY DROP POINTS: 2024/2025 Road Salt

Region	Item	County	Type	Name	Drop Point Address	City	State	Zip	Phone	Early Delivery	Early Fill Low Price	Low Bidder	Early Fill Extended Total Price	Email
1-Superior	1	Alger	MiDEAL	MUNISING, CITY OF	Industrial Park Dr. Lot 9	Munising	MI	49862	(906) 387-2095	100	\$73.09	Compass	\$7,309.00	clerk@cityofmunising.org
1-Superior	2	Alger	MiDEAL	ALGER COUNTY ROAD COMMISSION	E9264 M-28	Munising	MI	49862	(906) 387-2042	300	\$73.09	Compass	\$21,927.00	acrc@jamadots.com
1-Superior	3	Alger	MiDEAL	ALGER COUNTY ROAD COMMISSION	N3284 M-67	Limestone	MI	49851	(906) 387-2042	250	\$73.09	Compass	\$18,272.50	acrc@jamadots.com
1-Superior	4	Alger	MiDEAL	ALGER COUNTY ROAD COMMISSION	E16662 Lowder Road	Grand Marais	MI	49839	(906) 387-2042	50	\$73.09	Compass	\$3,654.50	acrc@jamadots.com
1-Superior	5	Baraga	MiDEAL	BARAGA, VILLAGE OF	100 Hemlock St	Baraga	MI	49908	(906) 353-6237	50	\$81.74	Compass	\$4,087.00	vobmgr@up.net
1-Superior	6	Baraga	MiDEAL	BARAGA COUNTY RD. COMMISSION	18139 US 41 South	L'Anse	MI	49946	(906) 524-7270	100	\$81.74	Compass	\$8,174.00	sswanson@baragacountyroads.org
1-Superior	7	Baraga	MiDEAL	BARAGA COUNTY RD. COMMISSION	25225 Cemetery Road	Covington	MI	49919	(906) 524-7270	50	\$81.74	Compass	\$4,087.00	sswanson@baragacountyroads.org
1-Superior	8	Baraga	MiDEAL	BARAGA COUNTY RD. COMMISSION	15760 Hamar Rd	Baraga	MI	49908	(906) 524-7270	50	\$81.74	Compass	\$4,087.00	sswanson@baragacountyroads.org
1-Superior	9	Delta	MiDEAL	ESCANABA, CITY OF	1715 Sheridan Road	Escanaba	MI	49829	(906) 786-1842	1,000	\$63.98	Compass	\$63,980.00	wtaavola@escanaba.org
1-Superior	10	Dickinson	MiDEAL	DICKINSON COUNTY HEALTHCARE SYSTEM	Highway 141 and Lincoln street	Quinnesec	MI	49801	(906) 776-5668	100	\$69.94	Compass	\$6,994.00	todd.roff@dchs.org
1-Superior	11	Dickinson	MiDEAL	DICKINSON COUNTY ROAD COMMISSION	Lincoln Street	Quinnesec	MI	49876	(906) 774-1588	1,000	\$69.94	Compass	\$69,940.00	mberger@dickinsoncrc.com
1-Superior	12	Dickinson	MiDEAL	DICKINSON COUNTY ROAD COMMISSION	W6370 M69	Felch	MI	49831	(906) 774-1588	1,000	\$69.94	Compass	\$69,940.00	mberger@dickinsoncrc.com
1-Superior	13	Gogebic	MiDEAL	BESSEMER, CITY OF	304 S. State Street	Bessemer	MI	49911	(906) 663-4311	100	\$91.94	Compass	\$9,194.00	mandy.lake@cityofbessemer.org
1-Superior	14	Gogebic	MiDEAL	WAKEFIELD, CITY OF	113 W Old US 2	Wakefield	MI	49968	(906) 229-5131	100	\$91.94	Compass	\$9,194.00	clerk@cityofwakefieldmi.gov
1-Superior	15	Gogebic	MiDEAL	GOGEBIC COUNTY ROAD COMMISSION	OLD COUNTY ROAD	RAMSAY	MI	49959	(906) 667-0233	100	\$91.94	Compass	\$9,194.00	jlinn@gogebic.gov

1-Superior	16	Gogebic	MiDEAL	GOGEVIC COUNTY ROAD COMMISSION	E23859 E AVENUE	WATERSMEET	MI	49969	(906) 667-0233	50	\$91.94	Compass	\$4,597.00	jlinn@gogebic.gov
1-Superior	17	Gogebic	MiDEAL	IRONWOOD, CITY OF	200 Penokee Rd	Ironwood	MI	49938	(906) 932-5050	500	\$91.94	Compass	\$45,970.00	maher@ironwoodmi.gov
1-Superior	18	Houghton	MiDEAL	HOUGHTON, CITY OF	1000 Technical Drive	Houghton	MI	49931	(906) 482-1700	1,200	\$78.45	Compass	\$94,140.00	citymanager@cityofhoughton.com
1-Superior	19	Houghton	MiDEAL	HANCOCK, CITY OF	1601 Tomasi Dr.	Hancock	MI	49930	(906) 482-2720	500	\$78.45	Compass	\$39,225.00	treasurer@cityofhancock.net
1-Superior	20	Houghton	MiDEAL	LAURIUM, VILLAGE OF	Corner 3rd & Isle Royale	Laurium	MI	49913	(906) 337-1600	100	\$78.45	Compass	\$7,845.00	evertin@villageoflaurium.com
1-Superior	21	Houghton	MiDEAL	CALUMET, VILLAGE OF	A Street and Wedge St Corner Snow Dump Site, Southwest Corner	Calumet	MI	49913	(906) 337-1713	100	\$78.45	Compass	\$7,845.00	manager@villageofcalumet.com
1-Superior	22	Houghton	MiDEAL	HOUGHTON COUNTY ROAD COMMISSION	TAMARACK LOCATION	CALUMET	MI	49913	(906) 482-3600	300	\$78.45	Compass	\$23,535.00	rob@houghtonroads.org
1-Superior	23	Houghton	MiDEAL	HOUGHTON COUNTY ROAD COMMISSION	20140 GAGNON CIRCLE	HANCOCK	MI	49930	(906) 482-3600	600	\$78.45	Compass	\$47,070.00	rob@houghtonroads.org
1-Superior	24	Iron	MiDEAL	GAASTRA, CITY OF	9 Valley	Gaastra	MI	49927	(906) 265-2141	50	\$75.94	Compass	\$3,797.00	gaastrac@fast-air.net
1-Superior	25	Iron	MiDEAL	IRON COUNTY ROAD COMMISSION	114 OSS GARAGE	CRYSTAL FALLS	MI	49920	(906) 265-6686	50	\$75.94	Compass	\$3,797.00	patti@ironcountyyroads.com
1-Superior	26	Iron	MiDEAL	IRON COUNTY ROAD COMMISSION	708 W FRANKLIN STREET	IRON RIVER	MI	49935	(906) 265-6686	50	\$75.94	Compass	\$3,797.00	patti@ironcountyyroads.com
1-Superior	27	Iron	MiDEAL	CRYSTAL FALLS, CITY OF	Johanson Road	Crystal Falls	MI	49920	(906) 875-3212	100	\$75.94	Compass	\$7,594.00	citymanager@crystalfalls.org
1-Superior	28	Iron	MiDEAL	IRON RIVER, CITY OF	1701 Washington Ave	Iron River	MI	49935	(906) 265-4719	200	\$75.94	Compass	\$15,188.00	citymanager@ironriver.org
1-Superior	29	Keweenaw	MiDEAL	KEWEENAW COUNTY ROAD COMMISSION	1916 Fourth St.	Mohawk	MI	49950	(906) 337-1610	250	\$78.95	Compass	\$19,737.50	kingstrom@keweenawroads.com
1-Superior	30	Luce	MiDEAL	LUCE COUNTY ROAD COMMISSION	302 E McMillan Ave	Newberry	MI	49868	(906) 293-5741	100	\$72.98	Compass	\$7,298.00	finance@lcr48.org
1-Superior	31	Luce	MiDEAL	LUCE COUNTY ROAD COMMISSION	423 W McMillan Ave	Newberry	MI	49868	(906) 293-5741	350	\$72.98	Compass	\$25,543.00	finance@lcr48.org
1-Superior	32	Mackinac	MiDEAL	ST. IGNACE, CITY OF	397 Graham Ave Dock #3	St. Ignace	MI	49781	(906) 643-9671	600	\$69.98	Compass	\$41,988.00	sisecc@lighthouse.net
1-Superior	33	Mackinac	MiDEAL	MACKINAC COUNTY ROAD COMMISSION	N 6809 Cedar Lane	Engadine	MI	49827	(906) 643-7333	350	\$69.98	Compass	\$24,493.00	roadcommission@mackinacounty.net
1-Superior	34	Mackinac	MiDEAL	MACKINAC COUNTY ROAD COMMISSION	E2670 St. Ignace Road	Hessel	MI	49745	(906) 643-7333	550	\$69.98	Compass	\$38,489.00	roadcommission@mackinacounty.net
1-Superior	35	Marquette	MiDEAL	MARQUETTE, CITY OF	1100 Wright St	Marquette	MI	49855	(906) 225-8983	1,600	\$71.74	Compass	\$114,784.00	bbarnard@marquettemi.gov
1-Superior	36	Marquette	MiDEAL	NORTHERN MICHIGAN UNIVERSITY	2073 Sugar Loaf Ave	Marquette	MI	49855	(906) 227-1172	200	\$71.74	Compass	\$14,348.00	purchase@nmu.edu
1-Superior	37	Marquette	MiDEAL	ISHPEMING, CITY OF	Lakeshore Drive Carson Rd	Ishpeming	MI	49849	(906) 250-0979	600	\$71.74	Compass	\$43,044.00	dpwforeman@ishpemingcity.org
1-Superior	38	Marquette	MiDEAL	NEGAUNEE, CITY OF	600 Cherry Street	Negaunee	MI	49866	(906) 475-9991	100	\$71.74	Compass	\$7,174.00	madaavettila@cityofnegaunee.com
1-Superior	39	Marquette	MiDEAL	MARQUETTE COUNTY ROAD COMMISSION	1610 N Second St	Ishpeming	MI	49849	(906) 486-4491	700	\$71.74	Compass	\$50,218.00	rolsen@marqroad.org
1-Superior	40	Marquette	MiDEAL	MARQUETTE COUNTY ROAD COMMISSION	Town Hall Rd.	Skandia	MI	49885	(906) 486-4491	200	\$71.74	Compass	\$14,348.00	rolsen@marqroad.org
1-Superior	41	Marquette	MiDEAL	MARQUETTE COUNTY ROAD COMMISSION	Co. Rd. 550	Big Bay	MI	49808	(906) 486-4491	1,600	\$71.74	Compass	\$114,784.00	rolsen@marqroad.org
1-Superior	42	Marquette	MiDEAL	MARQUETTE COUNTY ROAD COMMISSION	Marshall Dr. N of M35 or Co. Rd. ELA	Gwinn	MI	49849	(906) 486-4491	100	\$71.74	Compass	\$7,174.00	rolsen@marqroad.org
1-Superior	43	Ontonagon	MiDEAL	Ontonagon County Road Commission	5650 North M-64	Bergland	MI	49910	(906) 884-2332	200	\$82.94	Compass	\$16,588.00	rdehut@ontoroads.org
1-Superior	44	Ontonagon	MiDEAL	Ontonagon County Road Commission	5237 West M-28	Bruce Crossing	MI	49912	(906) 884-2332	200	\$82.94	Compass	\$16,588.00	rdehut@ontoroads.org
1-Superior	45	Ontonagon	MiDEAL	Ontonagon County Road Commission	1202 Adventure Ave	Mass City	MI	49948	(906) 884-2332	200	\$82.94	Compass	\$16,588.00	rdehut@ontoroads.org

1-Superior	46	Ontonagon	MiDEAL	Ontonagon County Road Commission	1300 Rockland Road	Ontonagon	MI	49953	(906) 884-2332	200	\$82.94	Compass	\$16,588.00	rdehut@ontoroads.org
1-Superior	47	Ontonagon	MiDEAL	ONTONAGON, VILLAGE OF	1200 Giesau Drive	Ontonagon	MI	49953	(906) 884-2305	100	\$82.94	Compass	\$8,294.00	villagetanya@jamadots.com
1-Superior	48	Schoolcraft	MiDEAL	MANISTIQUE, CITY OF	300 N Maple Street	Manistique	MI	49854	(906) 450-2060	300	\$70.97	Compass	\$21,291.00	nickbosanic@yahoo.com
1-Superior	49	Schoolcraft	MiDEAL	SCHOOLCRAFT COUNTY ROAD COMMISSION	332N East Road	Manistique	MI	49854	(906) 341-5634	550	\$70.97	Compass	\$39,033.50	manager@schoolcraftroads.org
1-Superior	50	Schoolcraft	MiDEAL	SCHOOLCRAFT COUNTY ROAD COMMISSION	Railroad Street	Seney	MI	49883	(906) 341-5634	300	\$70.97	Compass	\$21,291.00	manager@schoolcraftroads.org
2-North	51	Alcona	MiDEAL	ALCONA COUNTY ROAD COMMISSION	301 North Lake Street	Lincoln	MI	48742	(989) 736-8168	900	\$63.95	Compass	\$57,555.00	clerk@alconacrc.com
2-North	52	Alpena	MiDEAL	ALPENA COUNTY ROAD COMMISSION	1400 N Bagley Street	Alpena	MI	49707	(989) 354-3252	1,000	\$63.98	Compass	\$63,980.00	admin@alpcrc.org
2-North	53	Alpena	MiDEAL	ALPENA, CITY OF	1001 Long Lake Avenue	Alpena	MI	49707	(989) 354-1721	1,500	\$63.98	Compass	\$95,970.00	annas@ALPENA.MI.US
2-North	54	Benzie	MiDEAL	BENZIE COUNTY ROAD COMMISSION	10658 Deadstream Road	Honor	MI	49640	(231) 325-3051	800	\$70.83	Compass	\$56,664.00	super@benzieroad.net
2-North	55	Cheboygan	MiDEAL	CHEBOYGAN COUNTY ROAD COMMISSION	3998 South Black River Road	Onaway	MI	49765	(231) 238-7775	300	\$69.92	Compass	\$20,976.00	clerk@chcrc.com
2-North	56	Emmet	MiDEAL	EMMET COUNTY ROAD COMMISSION	2265 East Hathaway Road	Harbor Springs	MI	49740	(231) 347-8142	1,400	\$71.52	Compass	\$100,128.00	bshank@emmetcrc.org
2-North	57	Emmet	MiDEAL	EMMET COUNTY ROAD COMMISSION	6227 East Levering Road	Levering	MI	49755	(231) 347-8142	800	\$71.52	Compass	\$57,216.00	bshank@emmetcrc.org
2-North	58	Emmet	MiDEAL	NORTH CENTRAL MICHIGAN COLLEGE	700 W. Conway Rd	Harbor Springs	MI	49740	(231) 330-8984	50	\$71.52	Compass	\$3,576.00	erusche@ncmich.edu
2-North	59	Emmet	MiDEAL	Little Traverse Band of Odawa Indians	7500 Odawa Circle	Harbor Springs	MI	49740	(231) 242-1439	150	\$71.52	Compass	\$10,728.00	mszocinski@ltbodawa-nsn.gov
2-North	60	Grand Traverse	MiDEAL	GRAND TRAVERSE COUNTY ROAD COMMISSION	1881 LaFranier	Traverse City	MI	49696	(231) 922-4848	4,250	\$68.80	Compass	\$292,400.00	pmasserant@gtcrc.org
2-North	61	Grand Traverse	MiDEAL	GRAND TRAVERSE COUNTY ROAD COMMISSION	1471 East M 113	Kingsley	MI	49649	(231) 922-4848	100	\$68.80	Compass	\$6,880.00	pmasserant@gtcrc.org
2-North	62	Grand Traverse	MiDEAL	TRAVERSE CITY, CITY OF	625 Woodmere Ave.	Traverse City	MI	49686	(231) 922-4900	300	\$68.80	Compass	\$20,640.00	mjones2@traversecitymi.gov
2-North	63	Grand Traverse	MiDEAL	NORTHWESTERN MICHIGAN COLLEGE	1861 College Drive	TRAVERSE CITY	MI	49686	(231) 995-1130	200	\$68.80	Compass	\$13,760.00	dloeffler@nmc.edu
2-North	64	Otsego	MiDEAL	OTSEGO COUNTY ROAD COMMISSION	669 WEST MCCOY	GAYLORD	MI	49735	(989) 732-5202	4,500	\$67.97	Compass	\$305,865.00	harrierk@ocrc-mi.org
2-North	65	Presque Isle	MiDEAL	ROGERS CITY, CITY OF	1221 RIVERVIEW	ROGERS CITY	MI	49779	(989) 734-2191	200	\$69.98	Compass	\$13,996.00	tkoss@rogerscity.com
2-North	66	Roscommon	MiDEAL	ROSCOMMON COUNTY ROAD COMMISSION	820 E. West Branch Rd.	Prudenville	MI	48651	(989) 366-0333	1,800	\$67.38	Compass	\$121,284.00	saxtonr@roscommoncrc.com
2-North	67	Roscommon	MiDEAL	ROSCOMMON COUNTY ROAD COMMISSION	1772 S. Loxley Rd.	Houghton Lake	MI	48629	(989) 366-0333	50	\$67.38	Compass	\$3,369.00	saxtonr@roscommoncrc.com
2-North	68	Roscommon	MiDEAL	ROSCOMMON COUNTY ROAD COMMISSION	601 S. Main St.	Roscommon	MI	48653	(989) 366-0333	50	\$67.38	Compass	\$3,369.00	saxtonr@roscommoncrc.com
3-Grand	69	Oceana	MiDEAL	OCEANA COUNTY ROAD COMMISSION	3501 W. Polk Rd	Hart	MI	49420	(231) 873-4226	1,200	\$66.74	Compass	\$80,088.00	jbalkema@oceanacrc.org
3-Grand	70	Oceana	MiDEAL	OCEANA COUNTY ROAD COMMISSION	100 W. M20	Shelby	MI	49455	(231) 873-4226	500	\$66.74	Compass	\$33,370.00	jbalkema@oceanacrc.org
3-Grand	71	Oceana	MiDEAL	SHELBY, VILLAGE OF	88 W. Sixth Street	Shelby	MI	49455	(231) 861-4401	150	\$66.74	Compass	\$10,011.00	administrator@shelbyvillage.com
3-Grand	72	Osceola	MiDEAL	REED CITY, CITY OF	505 E. Lincoln Ave	Reed City	MI	49677	(231) 832-2245	150	\$65.09	Compass	\$9,763.50	rrehkopf@reedcity.org
3-Grand	73	Osceola	MiDEAL	OSCEOLA COUNTY ROAD COMMISSION	4737 Makwa Dr	Hersey	MI	49639	(231) 832-5171	400	\$65.09	Compass	\$26,036.00	finance.osceolacrc@gmail.com
3-Grand	74	Osceola	MiDEAL	OSCEOLA COUNTY ROAD COMMISSION	13353 20 Mile Rd	Tustin	MI	49688	(231) 832-5171	500	\$65.09	Compass	\$32,545.00	finance.osceolacrc@gmail.com
3-Grand	75	Osceola	MiDEAL	REED CITY AREA PUBLIC SCHOOLS	21809 Coyote Trail	Reed City	MI	49677	(231) 468-1897	50	\$65.09	Compass	\$3,254.50	dbattle@reedcityschools.org
3-Grand	76	Osceola	MiDEAL	EVART, CITY OF	5468 110th Avenue	Evart	MI	49631	(231) 734-2181	50	\$65.09	Compass	\$3,254.50	chris.mulkerns@evart.org

3-Grand	77	Osceola	MiDEAL	TUSTIN, VILLAGE OF	310 Neilson St.	Tustin	MI	49688	(231) 920-9637	50	\$65.09	Compass	\$3,254.50	coykendall65@gmail.com
3-Grand	78	Osceola	MiDEAL	LEROY VILLAGE OF	Village Garage, 220 East Kent Street	LeRoy	MI	49655	(231) 768-4451	50	\$65.09	Compass	\$3,254.50	leroyvillageclerk@gmail.com
3-Grand	79	Ottawa	MiDEAL	OTTAWA COUNTY	12220 Fillmore	West Olive	MI	49460	(616) 738-4891	50	\$67.52	Compass	\$3,376.00	amoser@miottawa.org
3-Grand	80	Ottawa	MiDEAL	FERRYSBURG, CITY OF	545 Maple St	Spring Lake	MI	49456	(616) 842-5803	100	\$67.52	Compass	\$6,752.00	info@ferrysburg.org
3-Grand	81	Ottawa	MiDEAL	HOLLAND COMMUNITY HOSPITAL	602 Michigan Ave	Holland	MI	49423	(616) 394-3144	50	\$67.52	Compass	\$3,376.00	mbiles@hollandhospital.org
4-Bay	82	Arenac	MiDEAL	STANDISH, CITY OF	909 W Cedar	Standish	MI	48658	(989) 846-9588	50	\$56.67	Compass	\$2,833.50	bmason@cityofstandish.com
4-Bay	83	Arenac	MiDEAL	ARENAC COUNTY ROAD COMMISSION	4271 Air Park Drive	Standish	MI	48658	(989) 718-3250	2,000	\$56.67	Compass	\$113,340.00	BStauffer@Arenaccrc.org
4-Bay	84	Bay	MiDEAL	PINCONNING, CITY OF	1383 E Pinconning Rd	Pinconning	MI	48650	(989) 879-2360	50	\$55.54	Compass	\$2,777.00	lakinr@cityofpinconningmi.gov
4-Bay	85	Bay	MiDEAL	DELTA COLLEGE	1961 Delta Rd	University Center	MI	48710	(989) 686-9228	100	\$55.54	Compass	\$5,554.00	jonathanfoco@delta.edu
4-Bay	86	Bay	MiDEAL	BAY COUNTY ROAD COMMISSION	1383 E. Pinconning Rd. (north)	Pinconning	MI	48650	(989) 686-4610	500	\$55.54	Compass	\$27,770.00	rpavlawk@baycoroad.org
4-Bay	87	Bay	MiDEAL	BAY COUNTY ROAD COMMISSION	1816 W. 27th Street (east)	Bay City	MI	48708	(989) 686-4610	500	\$55.54	Compass	\$27,770.00	rpavlawk@baycoroad.org
4-Bay	88	Bay	MiDEAL	BAY COUNTY ROAD COMMISSION	2600 E. Beaver Rd. (west)	Kawkawlin	MI	48631	(989) 686-4610	1,000	\$55.54	Compass	\$55,540.00	rpavlawk@baycoroad.org
4-Bay	89	Bay	MiDEAL	BAY CITY, CITY OF	800 S. Water Street	Bay City	MI	48708	(989) 894-8115	500	\$55.54	Compass	\$27,770.00	citypurchasing@baycitymi.org
4-Bay	90	Bay	MiDEAL	BAY CITY, CITY OF	406 Andre st	Bay City	MI	48706	(989) 894-8115	500	\$55.54	Compass	\$27,770.00	citypurchasing@baycitymi.org
4-Bay	91	Bay	MiDEAL	BAY REGIONAL MEDICAL CENTER	3739 Wider Rd	Bay City	MI	48706	(989) 894-3756	150	\$55.54	Compass	\$8,331.00	Vincent.Perretti@McLaren.org
4-Bay	92	Bay	MiDEAL	AUBURN, CITY OF	113 E. Elm Street	Auburn	MI	48611	(989) 450-6884	50	\$55.54	Compass	\$2,777.00	dhaag@auburnmi.org
4-Bay	93	Bay	MiDEAL	Essexville-Hampton Public Schools	1500 Pine Street	Essexville	MI	48732	(989) 460-2384	50	\$55.54	Compass	\$2,777.00	gwizdalam@e-hps.net
4-Bay	94	Genesee	MiDEAL	REMC 14	3146 S. Dye rd	Flint	MI	48507	(810) 275-3541	200	\$67.92	Compass	\$13,584.00	jjansen@geneseeisd.org
4-Bay	95	Genesee	MiDEAL	REMC 14	5081 Torrey Rd	Flint	MI	48507	(810) 275-3541	200	\$67.92	Compass	\$13,584.00	jjansen@geneseeisd.org
4-Bay	96	Genesee	MiDEAL	MT MORRIS CONSOLIDATED SCHOOLS	12356 Walter Street	Mt. Morris	MI	48421	(810) 591-8760	50	\$67.92	Compass	\$3,396.00	cthompson@mtmorrisschools.org
4-Bay	97	Genesee	MiDEAL	CARMAN-AINSWORTH COMM SCHOOLS	4068 JIMBO DR.	BURTON	MI	48529	(810) 591-8247	100	\$67.92	Compass	\$6,792.00	bstroup@carmanainsworth.org
4-Bay	98	Genesee	MiDEAL	MOTT COMMUNITY COLLEGE	1401 E Court St	Flint	MI	48503	(810) 762-0203	50	\$67.92	Compass	\$3,396.00	kimberly.dolejsi@mcc.edu
4-Bay	99	Genesee	MiDEAL	Clio Area School District	2242 VIENNA RD	CLIO	MI	48420	(810) 591-7477	50	\$67.92	Compass	\$3,396.00	cschiebel@clioschools.org
4-Bay	100	Genesee	MiDEAL	MT. MORRIS, CITY OF	720 Hughes St	Mt. Morris	MI	48458	(810) 686-8380	100	\$67.92	Compass	\$6,792.00	dpw@cityofmtmorris.org
4-Bay	101	Huron	MiDEAL	HURON COUNTY ROAD COMMISSION	412 S. Hanselman St	Bad Axe	MI	48413	(989) 269-6404	150	\$64.40	Compass	\$9,660.00	kdean@hcroads.com
4-Bay	102	Huron	MiDEAL	HURON COUNTY ROAD COMMISSION	45 W. Kinde Rd	Kinde	MI	48445	(989) 269-6404	900	\$64.40	Compass	\$57,960.00	kdean@hcroads.com
4-Bay	103	Huron	MiDEAL	HURON COUNTY ROAD COMMISSION	9 Ruth Rd	Harbor Beach	MI	48441	(989) 269-6404	150	\$64.40	Compass	\$9,660.00	kdean@hcroads.com
4-Bay	104	Huron	MiDEAL	HURON COUNTY ROAD COMMISSION	8019 Portland Street	Port Hope	MI	48468	(989) 269-6404	100	\$64.40	Compass	\$6,440.00	kdean@hcroads.com
4-Bay	105	Huron	MiDEAL	HURON COUNTY ROAD COMMISSION	7405 Weale Rd	Pigeon	MI	48755	(989) 269-6404	200	\$64.40	Compass	\$12,880.00	kdean@hcroads.com
4-Bay	106	Huron	MiDEAL	SEBEWAING VILLAGE OF	145 W Main St	Sebewaing	MI	48759	(989) 551-8950	50	\$64.40	Compass	\$3,220.00	dpw@sebewaingmi.gov
4-Bay	107	Huron	MiDEAL	HARBOR BEACH, CITY OF	1360 Pierse Road	harbor beach	MI	48441	(989) 479-6730	100	\$64.40	Compass	\$6,440.00	dpw@harborbeachmi.org
4-Bay	108	Isabella	MiDEAL	ISABELLA COUNTY ROAD COMMISSION	2261 E. Remus Rd.	Mt. Pleasant	MI	48858	(989) 773-7131	1,200	\$63.60	Compass	\$76,320.00	cbrasington@isabellaroads.com
4-Bay	109	Isabella	MiDEAL	ISABELLA COUNTY ROAD COMMISSION	5037 W. Airline	Weidman	MI	48893	(989) 773-7131	200	\$63.60	Compass	\$12,720.00	cbrasington@isabellaroads.com
4-Bay	110	Isabella	MiDEAL	LAKE ISABELLA, VILLAGE OF	201 S. Coldwater Road	Lake Isabella	MI	48893	(989) 644-8654	50	\$63.60	Compass	\$3,180.00	tim@lakeisabellami.org

4-Bay	111	Isabella	MiDEAL	SHEPHERD, VILLAGE OF	208 W. Boulevard	Shepherd	MI	48883	(989) 828-5062	50	\$63.60	Compass	\$3,180.00	dpwsteve@yahoo.com
4-Bay	112	Midland	MiDEAL	MIDLAND COUNTY ROAD COMMISSION	2334 North Meridian Rd.	Sanford	MI	48657	(989) 687-9060	2,500	\$58.32	Compass	\$145,800.00	art@midlandroads.com
4-Bay	113	Midland	MiDEAL	MIDLAND, CITY OF	4811 N Saginaw Road	Midland	MI	46840	(989) 837-3331	1,000	\$58.32	Compass	\$58,320.00	cevans@midland-mi.org
4-Bay	114	Saginaw	MiDEAL	SAGINAW, CITY OF	1435 S. Washington Ave.	Saginaw	MI	48601	(989) 759-1413	1,500	\$56.11	Compass	\$84,165.00	blondon@saginaw-mi.com
4-Bay	115	Saginaw	MiDEAL	SAGINAW COUNTY ROAD COMMISSION	3110 Sheridan Ave.	Saginaw	MI	48601	(989) 399-3773	2,700	\$56.11	Compass	\$151,497.00	borchardd@scrc-mi.org
4-Bay	116	Saginaw	MiDEAL	SAGINAW COUNTY ROAD COMMISSION	720 Lansing St.	Chesaning	MI	48616	(989) 399-3773	400	\$56.11	Compass	\$22,444.00	borchardd@scrc-mi.org
4-Bay	117	Saginaw	MiDEAL	ST. CHARLES, VILLAGE OF	555 ENTREPRENEUR DR	ST. CHARLES	MI	48655	(989) 865-8287	50	\$56.11	Compass	\$2,805.50	manager@stcmi.com
4-Bay	118	Saginaw	MiDEAL	CHESANING, VILLAGE OF	1105 N. Main St	Chesaning	MI	48616	(989) 845-3800	50	\$56.11	Compass	\$2,805.50	dpw@villageofchesaning.org
4-Bay	119	St. Clair	MiDEAL	MARINE CITY, CITY OF	514 S. Parker St.	Marine City	MI	48039	(810) 765-8846	200	\$60.74	Compass	\$12,148.00	browncty@greatlakes.net
4-Bay	120	St. Clair	MiDEAL	ST. CLAIR, CITY OF	505 Palmer	St. Clair	MI	48079	(810) 329-7121	300	\$60.74	Compass	\$18,222.00	dpwmanager@villageoflexington.com
4-Bay	121	St. Clair	MiDEAL	ALGONAC, CITY OF	453 State Street	Algonac	MI	48001	(810) 794-5451	100	\$60.74	Compass	\$6,074.00	kmessing@sandusky.k12.mi.us
4-Bay	122	St. Clair	MiDEAL	PORT HURON, CITY OF	1812 Bancroft	Port Huron	MI	48060	(810) 984-9730	1,500	\$60.74	Compass	\$91,110.00	tseldon@browncityschools.org
4-Bay	123	St. Clair	MiDEAL	PORT HURON HOUSING COMMISSION	2529 Manuel	Port Huron	MI	48060	(810) 984-3173	50	\$60.74	Compass	\$3,037.00	syoun@crosswell.us
4-Bay	124	St. Clair	MiDEAL	MARYSVILLE PUBLIC SCHOOL DISTRICT	200 East 14th Street	Marysville	MI	48040	(810) 455-6012	50	\$60.74	Compass	\$3,037.00	apalmer@sanilacroads.com
4-Bay	125	St. Clair	MiDEAL	PORT HURON AREA SCHOOL DISTRICT	4035 Dove Rd	Port Huron	MI	48060	(810) 984-3101	50	\$60.74	Compass	\$3,037.00	apalmer@sanilacroads.com
5-Southwest	126	Calhoun	MiDEAL	Kellogg Community College	525 24th St N	Battle Creek	MI	49037	(269)660-7768	100	\$71.36	Compass	\$7,136.00	fac_dept@kellogg.edu
5-Southwest	127	Calhoun	MiDEAL	MARSHALL, CITY OF	1242 S. Kalamazoo	Marshall	MI	49068	(269) 781-3985	50	\$71.36	Compass	\$3,568.00	CRAMEY@Cityofmarshall.com
5-Southwest	128	Kalamazoo	MiDEAL	SCHOOLCRAFT, VILLAGE OF	498 E. Cass	Schoolcraft	MI	49087	(269) 679-4304	50	\$69.32	Compass	\$3,466.00	cmultz@villageofschoolcraft.com
5-Southwest	129	Kalamazoo	MiDEAL	VICKSBURG, VILLAGE OF	210 N. Main Street	Vicksburg	MI	49097	(269) 649-1919	50	\$69.32	Compass	\$3,466.00	ap@vicksburgmi.org
5-Southwest	130	Kalamazoo	MiDEAL	PORTAGE, CITY OF	7719 S. Westnedge Ave.	Portage	MI	49002	(269) 329-4430	700	\$69.32	Compass	\$48,524.00	hainesn@portagemi.gov
5-Southwest	131	Kalamazoo	MiDEAL	KALAMAZOO VALLEY COMMUNITY COLLEGE	6767 West O Ave.	Kalamazoo	MI	49003	(269) 488-4305	50	\$69.32	Compass	\$3,466.00	stthomas1@kvcc.edu
6-University	132	Eaton	MiDEAL	GRAND LEDGE PUBLIC SCHOOLS	1174 Comet Lane	Grand Ledge	MI	48837	(517) 925-5430	100	\$68.17	Compass	\$6,817.00	athys@glcomets.net
6-University	133	Eaton	MiDEAL	LANSING COMMUNITY COLLEGE	5708 Corner Stone Dr	Lansing	MI	48917	(517) 483-1726	100	\$68.17	Compass	\$6,817.00	lynne@lcc.edu
6-University	134	Eaton	MiDEAL	POTTERVILLE, CITY OF	319 N Nelson	Potterville	MI	48876	(517) 645-7641	50	\$68.17	Compass	\$3,408.50	dstanley@pottervillemi.org
6-University	135	Eaton	MiDEAL	EATON COUNTY ROAD COMMISSION	300 Market Street	Eaton Rapids	MI	48827	(517)388-3319	100	\$68.17	Compass	\$6,817.00	jnelson@eatoncountyrroad.com
6-University	136	Eaton	MiDEAL	EATON COUNTY ROAD COMMISSION	9384 Walnut Hwy.	Dimondale	MI	48821	(517)388-3319	50	\$68.17	Compass	\$3,408.50	jnelson@eatoncountyrroad.com
6-University	137	Washtenaw	MiDEAL	DEXTER COMMUNITY SCHOOLS	2200 N Parker Rd	Dexter	MI	48130	(734) 424-4100	50	\$56.99	Compass	\$2,849.50	wahrd@dexterschools.org
6-University	138	Washtenaw	MiDEAL	WASHTENAW INTER SCHOOL DISTRICT	3090 Judd Rd	Milan	MI	48160	(734) 994-8100	300	\$56.99	Compass	\$17,097.00	bmarcel@washtenawisd.org
6-University	139	Washtenaw	MiDEAL	ANN ARBOR, CITY OF	4251 Stone School Road	Ann Arbor	MI	48108	(734) 794-6500	1,000	\$56.99	Compass	\$56,990.00	CSpencer@a2gov.org
6-University	140	Washtenaw	MiDEAL	SALINE, CITY OF	1234 Tefft Ct	Saline	MI	48176	(734) 429-5624	600	\$56.99	Compass	\$34,194.00	panderson@cityofsaline.org
6-University	141	Washtenaw	MiDEAL	Lincoln Consolidated Schools	7901 Willis Road	Ypsilanti	MI	48197	(734) 484-7039	50	\$56.99	Compass	\$2,849.50	bongiornop@lincolnk12.org

6-University	142	Washtenaw	MiDEAL	SAINT JOSEPH MERCY HEALTH SYSTEM	5337 McAuley Drive	Ypsilanti	MI	48197	(734) 712-3769	50	\$56.99	Compass	\$2,849.50	Stephanie.k.warner@stjoeshealth.org
6-University	143	Washtenaw	MiDEAL	ANN ARBOR PUBLIC SCHOOLS	601 W Stadium Blvd	Ann Arbor	MI	48104	(734) 646-0812	300	\$56.99	Compass	\$17,097.00	stronga@aaps.k12.mi.us
6-University	144	Washtenaw	MiDEAL	Ypsilanti Community Schools	527 Tyler Rd	Ypsilanti	MI	48198	(734) 221-1190	100	\$56.99	Compass	\$5,699.00	arose@yocschools.us
6-University	145	Washtenaw	MiDEAL	WASHTENAW COUNTY ROAD COMMISSION	555 North Zeeb Road	Ann Arbor	MI	48103	(734) 761-1500	2,000	\$56.99	Compass	\$113,980.00	lapea@wcroads.org
6-University	146	Washtenaw	MiDEAL	WASHTENAW COUNTY ROAD COMMISSION	5250 West Michigan Avenue	Ypsilanti	MI	48197	(734) 761-1500	1,000	\$56.99	Compass	\$56,990.00	lapea@wcroads.org
6-University	147	Washtenaw	MiDEAL	WASHTENAW COUNTY ROAD COMMISSION	630 W. Middle Street	Chelsea	MI	48118	(734) 761-1500	200	\$56.99	Compass	\$11,398.00	lapea@wcroads.org
6-University	148	Washtenaw	MiDEAL	WASHTENAW COUNTY ROAD COMMISSION	219 N. Ann Arbor Street	Manchester	MI	48158	(734) 761-1500	200	\$56.99	Compass	\$11,398.00	lapea@wcroads.org
6-University	149	Washtenaw	MiDEAL	WASHTENAW COUNTY ROAD COMMISSION	1222 E N Territorial Rd	Whitmore Lake	MI	48189	(734) 761-1500	1,000	\$56.99	Compass	\$56,990.00	lapea@wcroads.org
Total Tonnage										67,200		Total Extended	\$4,410,196.50	

Seasonal MDOT Compass 2024/2025 Road Salt

Item	MDOT Region	County	Agency Type	Drop Point Name	Drop Point Address	Drop Point Phone Number	Inside Delivery	Delivery Hours	Seasonal Back Up Tons	Seasonal Fill Low Price	Seasonal Fill Low Bidder	Seasonal Extended Total Price	Billing Address	Billing Contact
1	Superior	Alger	County	Grand Marais	M-77, Grand Marais, MI	(906) 387-2042	No	Monday through Friday between 7:00 am and 3:00 pm	200	\$72.12	Compass	\$14,424.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
2	Superior	Alger	County	Limestone	N3284 M-67, Limestone, MI	(906) 387-2042	No	Monday through Friday between 7:00 am and 3:00 pm	500	\$72.12	Compass	\$36,060.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
3	Superior	Alger	County	Munising	E9264 M-28, Munising, MI	(906) 387-2042	No	Monday through Friday between 7:00 am and 3:00 pm	2,500	\$72.12	Compass	\$180,300.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
4	Superior	Baraga	MDOT	Covington	School St., Covington, MI	(906) 524-6124	Yes	Monday through Thursday between 6:30 am and 5:00 pm	50	\$94.24	Compass	\$4,712.00	Ishpeming TSC 100 S. Westwood Dr Ishpeming, MI 49849	Jennifer Wallace Wallacej17@michigan.gov 906-485-4270
5	Superior	Baraga	MDOT	L'Anse	301 Winter St., L'Anse, MI	(906) 524-6124	Yes	Monday through Thursday between 6:30 am and 5:00 pm	50	\$94.24	Compass	\$4,712.00	Ishpeming TSC 100 S. Westwood Dr Ishpeming, MI 49849	Jennifer Wallace Wallacej17@michigan.gov 906-485-4270
6	Superior	Chippewa	County	Goetzville	M-48, Goetzville, MI	(906) 624-7333	No	Monday through Friday between 6:00 am and 2:30 pm	200	\$93.42	Compass	\$18,684.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
7	Superior	Chippewa	County	Kinross	16122 S. Kinross Lake Road, Kinross, MI	(906) 635-5295	Yes	Monday through Friday between 6:00 am and 2:30 pm	750	\$93.42	Compass	\$70,065.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
8	Superior	Chippewa	County	Eckerman	M-28, Eckerman, MI	(906) 635-5295	Yes	Monday through Friday between 6:00 am and 2:30 pm	250	\$93.42	Compass	\$23,355.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
9	Superior	Delta	County	Escanaba	3000 32nd Ave North, Escanaba, MI	(906) 786-3200	Yes	Monday through Friday between 7:00 am and 3:30 pm	2,000	\$63.68	Compass	\$127,360.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
10	Superior	Delta	County	Rapid River	9931 Y.25 Rd., Rapid River, MI	(906) 786-3200	Yes	Monday through Friday between 7:00 am and 3:30 pm	1,500	\$63.68	Compass	\$95,520.00	Superior Region Office 1818 3rd Avenue North Escanaba, MI, 49829	Tami LaFleur LafleurT@Michigan.gov 906-786-1830 ext. 301
11	Superior	Dickinson	County	Felch	W6370 M-69, Iron Mountain, MI	(906) 774-1588	Yes	Monday through Friday between 7:00 am and 3:30 pm	1,800	\$70.02	Compass	\$126,036.00	Crystal Falls TSC 120 Tobin-Alpha Road Crystal Falls, MI 49920	Nancy Westphal westphal2@michigan.gov 906-875-6644
12	Superior	Dickinson	County	Quinnesec	Lincoln St., Quinnesec, MI	(906) 774-1588	Yes	Monday through Friday between 7:00 am and 3:30 pm	300	\$70.02	Compass	\$21,006.00	Crystal Falls TSC 120 Tobin-Alpha Road Crystal Falls, MI 49920	Nancy Westphal westphal2@michigan.gov 906-875-6644
13	Superior	Gogebic	County	Marenisco	302 Main St., Marenisco, MI	(906) 787-2273	No	Monday through Friday between 7:00 am and 3:30 pm	1,800	\$98.50	Compass	\$177,300.00	Crystal Falls TSC 120 Tobin-Alpha Road Crystal Falls, MI 49920	Nancy Westphal westphal2@michigan.gov 906-875-6644
14	Superior	Gogebic	County	Wakefield	Old US-2, Wakefield, MI	(906) 667-0233	No	Monday through Friday between 7:00 am and 3:30 pm	1,800	\$98.50	Compass	\$177,300.00	Crystal Falls TSC 120 Tobin-Alpha Road Crystal Falls, MI 49920	Nancy Westphal westphal2@michigan.gov 906-875-6644

STATE OF MICHIGAN

Contract No. 171-180000000787

Bulk Salt, Early Fill & Seasonal Back-Up

SCHEDULE A STATEMENT OF WORK CONTRACT ACTIVITIES

This exhibit identifies the anticipated requirements.

Initially this Contract will serve the Michigan Department of Transportation (MDOT). The State reserves the right to consolidate other State of Michigan purchases for Bulk Salt, Early Fill & Seasonal Back-Up under this Contract.

The State reserves the right to modify Contract items to meet the State of Michigan's needs as well as MIDEAL members.

Requirement
1. Specifications
1.1 The Contractor must provide the following:
See Schedules B & C.
1.2 Quality Assurance
The gradation shall be in accordance with the MDOT Specifications for Sodium Chloride (See Schedule B). The material shall also meet the requirements as referenced in the MDOT Materials Quality Assurance Procedures Manual. http://www.michigan.gov/mdot/0,4616,7-151-9622_11044_11367-207980--,00.html
1.3 Delivery and Acceptance
1.3.1 Time Frames
<u>EMERGENCY PREPAREDNESS</u>
In instances of extreme weather conditions, the State of Michigan, then MIDEAL members must be serviced first, before other customers.
<u>EARLY FILL & SEASONAL BACK-UP DELIVERIES</u>
a. The contractor is responsible for making sure the trucking is performed properly and in a timely manner. This includes shipping salt in trucks that are clean and dry. Failure to meet all delivery requirements may result in a fine and/or cancellation of the Contract and/or restriction of future bidding privileges with the State of Michigan.
b. MDOT deliveries will be accepted during delivery hours, as listed on the annual bidding document, unless alternate times have been mutually agreed to. All drop points must be contacted approximately 48 hours prior to delivery. All delivery dates must be approved by each drop point so proper staffing, equipment, and certification tests can be arranged. (See Deductions 1.3.7)
c. If a particular salt storage facility is capable of accepting inside delivery (minimum inside

clearance height of 26 feet), appropriate delivery trucks shall be used in order to allow for self-unloading inside the facility. (See Deductions 1.3.7)

EARLY FILL TIMEFRAMES

- d. All early fill salt deliveries to MDOT and MiDEAL members must be made by October 31st of each contract year. MDOT early fill road salt can be delivered starting October 1st. Exception; Select MDOT drop points may request early fill road salt be delivered starting September 1st. MiDEAL members early fill road salt can be delivered starting September 1st. MDOT and MiDEAL members reserves the right to impose a penalty on the Contractor for salt not delivered by October 31st of each contract year. If delivery orders do not occur by October 1st, the October 31st delivery deadline will be extended accordingly to guarantee a minimum 30 calendar day delivery window. (See Deductions 1.3.7)
- e. Once early fill salt deliveries begin for a drop point, deliveries must continue until that particular drop point has received the entire quantity specified on the delivery order, prior to moving to another drop point. Delivery of a drop point's total quantity must be completed within 10 business days of the date the delivery began. (See Deductions 1.3.7)

SEASONAL BACK-UP TIMEFRAMES

- f. Seasonal back-up delivery orders will be placed periodically (as needed) throughout the contract period, and all orders will be for minimum of 50 ton deliveries. Exception; unless a smaller amount is indicated on the annual bidding document.
- g. MDOT agrees to purchase a minimum of 80% of the quantities given in the annual bidding document. The contractor shall agree to furnish up to a maximum of 30% more than the quantities given in the annual bidding document. These percentages apply to the MDOT Region total awarded to the contractor, not each individual MDOT drop point within a MDOT Region that is awarded to the contractor. These percentages of the MDOT Region total awarded to the contractor may be distributed to any MDOT drop points within a certain MDOT Region that are awarded to the contractor. MDOT is not limited to these percentages per drop point. MDOT Regions are displayed in Schedule C, MDOT Regional Map. These percentages also apply to MiDEAL members, however, they apply to each individual drop point.
- h. All deliveries shall begin within three business days and must be completed within five business days after the request for shipment or order. The deliveries will occur between October 1st through August 31st of each Contract year. The day count begins on the first business day after the order is placed. Delivery shall be made by the following formula 30% must be delivered by close of business on business day three, a total of 60% must be delivered by close of business on business day four and the entire 100% must be delivered by close of business on business day five. (See Deductions 1.3.7)

1.3.2 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 15th and September 30th of every year. Copies of scale certification must be sent to the Program Manager or designee by October 15th of every year. For Seasonal Back Up, the scales must be inspected and certified between January 1st and February 15th of every year. Copies of scale certification must be sent to the Program Manager or designee by, March 1st 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. 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 1.3.7)

1.3.3 Inconsistent Deliveries

The state reserves the right to disallow the use of any dock, weigh station, trucking company, etc. that is used 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, MDOT or the MiDEAL member 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 MiDEAL member included in this Contract.

1.3.4 Conveyor Deliveries

Please note certain locations may require conveyor delivery, as listed on the annual bidding document.

1.3.5 Delivery Term

Prices shall be "Free on Board (F.O.B.) Delivered and Unloaded". 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.

1.3.6 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.

1.3.7 Deductions

EARLY FILL & SEASONAL BACK-UP DEDUCTIONS

- a. For any salt delivered after delivery hours, as listed on the annual bidding document, unless alternate times have been mutually agreed to, there will be a 25% deduction penalty.
- b. Failure to contact drop points approximately 48 hours prior to delivery will result in a 25% deduction penalty. If the Contractor can reasonably establish that it has made one or more unsuccessful attempts to contact the drop point at least 48 hours prior to delivery, the 25% deduction will be waived.
- c. No salt orders will be accepted outside of the drop point's delivery hours, when the receiving location is not staffed. If the Contractor ships outside delivery hours, it will be their responsibility to pick up the salt and redeliver during delivery hours at the Contractor's expense.
- d. All delivery tickets must be legible, generated and printed from a computerized scale. Exception; receiving locations will allow a written ticket in emergency situations. Following the emergency situation contractor must provide a computer generated ticket with tare

weight. Failure to present a computer-generated ticket will result in a 100% deduction penalty.

- e. 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 Contractor's expense.
- f. Any of the above or below penalties can be rendered void if mutually agreed upon by the Contractor and the receiving location.

EARLY FILL ONLY DEDUCTIONS

- g. For each drop point that does not receive their total early fill salt quantity by October 31st of each contract year, the contractor will be charged \$1,000 per business day late.
- h. For salt not delivered within 10 business 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 business day, not to exceed 50% overall.

SEASONAL BACK-UP ONLY DEDUCTIONS

- i. For any salt not delivered by the close of business of the third business day after the order is placed (30% required of the total ordered), there will be a 25% deduction penalty with increments of 5% per business day, not to exceed 50% of the total ordered. For any salt not received by the close of business of the fourth business day after the order is placed (60% required of the total ordered), the receiving location may notify the Contractor that they will purchase the undelivered balance of the total ordered from an alternate source. The Contractor 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 80% minimum order requirement. The day count shall follow the example provided below. This deduction for seasonal back-up deliveries shall not be assessed for deliveries ordered after April 15th.

Example: At the close of business, as listed on the annual bidding document, unless an alternate delivery time has been mutually agreed to, on the third business 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 fourth business day less than 60% of the total order has been delivered, an additional 5% deduction will be taken, on the fifth business day less than 100% of the total ordered has been delivered, and additional 5% deduction will be taken. For any subsequent business day that 100% of the salt ordered is not delivered an additional 5% deduction will be taken.

1.4 Proposal Pricing

1.4.1 Pricing

Contractors selected for the Pre - Qualified Vendor Program will be asked to provide pricing once a year throughout the course of the program. Prices quoted during the bid process will be firm for that particular year.

EARLY FILL & SEASONAL BACK-UP

The State expects that the unit prices of salt will be the same for all drop points in the same County. Exception; Seasonal Back-up in Wayne County can be bid by drop point.

MOST FAVORED CUSTOMER

The State, or any participating MIDEAL member expects to be considered the "Most Favored Customer" regarding salt purchased in the State. In other words, since the total quantity

<p>expected to be purchased as a result of this Pre – Qualified Vendor Program 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 the Contract period for all locations.</p>
<p>1.4.2 Tax Excluded from Price</p>
<p>a. Sales Tax: The State is exempt from sales tax for direct purchases. The Contractor's prices must not include sales tax. DTMB-Central Procurement will furnish exemption certificates for sales tax upon request.</p> <p>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 Contractor's prices must not include the Federal Excise Tax.</p>
<p>2.0 Packaging</p> <p>Packaging and containers, etc., shall be in accordance with supplier's commercial practice and shall meet the requirements of the State and rail and motor carrier freight classifications in effect at time of shipment, which will permit application of the lowest freight rate.</p>
<p>2.1 Training</p> <p>The Contractor shall provide training on the proper use of their product. This includes but not limited to the unloading and loading, storage requirements, handling, field testing (if any), and proper application (quantity, rate, weather conditions, and temperatures to be used at). Training will be held in each Region.</p>
<p>2.2 Reporting</p> <p>The Contractor shall submit to the Program Manager a bi-weekly summary of delivery's including quantities for each location and the quantity accumulation for tracking and testing purposes, or as agreed between Contractor and Program Manager.</p>
<p>2.3 Meetings</p> <p>The Contractor must attend the following meetings:</p> <p>a. MDOT pre-season kick-off meeting each year. A one-time pre-contract kick-off meeting as deemed necessary. The State may cancel the pre-season meeting or request other meetings as it deems appropriate.</p> <p>b. In the event there are issues with the deliverables under this Contract, the Program Manager or designee, and the Contractor shall be afforded the opportunity to meet within three business days of request.</p>
<p>3. Staffing</p>
<p>3.1 Contractor Representative</p> <p>Doug Dyer: dyerd@compassminerals.com, 913-344-9346</p> <p>Written: Doug Dyer 9900 West 10th Street, Suite 600 Overland, KS 66210</p>
<p>The Contractor must notify the Contract Administrator at least seven business days before removing or assigning a new Contractor Representative.</p>

3.2 Customer Service Toll-Free Number
The Contractor must confirm whether it is able to receive orders by any of the following methods: e-mail, facsimile transmission, or by written order. If not, the Contractor must explain its ordering capabilities. The Contractor must have internal controls, to: (a) ensure that only authorized individuals place orders; and (b) verify any orders that appear to be abnormal. The Contractor Representative must be available for calls during the hours of 8 am to 5 pm EST. 24/7 emergency contact number: <u>913-344-9346</u>
3.3 Disclosure of Subcontractors
The Contractor will utilize the following State of Michigan approved subcontractors: Contractor must complete the following if applicable:
The legal business name; address; telephone number; a description of subcontractor's organization and the services it will provide; and information concerning subcontractor's ability to provide the Contract Activities.
The relationship of the subcontractor to the Contractor.
Whether the Contractor has a previous working experience with the subcontractor. If yes, provide the details of that previous relationship.
A complete description of the Contract Activities that will be performed or provided by the subcontractor.
4. Pricing
4.1 Price Term
Pricing is firm for a 365 day period ("Pricing Period"). The first pricing period begins on the Effective Date. Adjustments may be requested, in writing, by either party and will take effect no earlier than the next Pricing Period.
4.2 Electronic Catalog
To enable catalog management functionality, the Contractor must supply the State with product and pricing information as identified in this contract. The Contractor must supply the State with updated product and pricing information over the duration of the Contract using the then-current catalog template provided by the State. Product and price changes provided in this manner will not take effect until the catalog is updated in the State's procurement system.
5. Ordering
5.1 Authorizing Document
The appropriate authorizing document for the Contract will be Delivery Orders.
6. Invoice and Payment
6.1 Invoice Requirements
All invoices submitted to the State must include: (a) date; (b) delivery order; (c) quantity; (d) description of the Contract Activities; (e) unit price; (f) shipping cost (if any); (g) total price; (h) product type, and (i) location delivered.
7.0 Payment Methods
The State will make payment for Contract Activities by Electronic Funds Transfer (EFT) as described in Standard Contract Terms, Section 20.
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 <i>et seq.</i> , within 45 days after receipt.

MICHIGAN DEPARTMENT OF TRANSPORTATION
SPECIFICATIONS FOR SODIUM CHLORIDE

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. 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 Contractor shall provide material certification, as defined in the Michigan Department of Transportation (MDOT) Materials Quality Assurance Procedures Manual, http://www.michigan.gov/midot/0,4616,7-151-9622_11044_11367-207980--,00.htm

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.

