

Aug. 09 - July 08  
2009 - 2010

COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF GENERAL SERVICES

SALT CONTRACT PARTICIPATION AGREEMENT

Contract 6810-02 Sodium Chloride (Road Salt) Requirements for Purchase  
Effective August 2009 thru July 2010 winter season

*George Broadbent*  
(Official's Name)

Intending to be legally bound EAST FALLOWFIELD by and through \_\_\_\_\_  
(Local Public Procurement Unit)

- Agrees: 1) to purchase all its required quantities of sodium chloride up to 140% of the tonnage requirements indicated below exclusively from the supplier awarded the Sodium Chloride Contract for the county in which said Local Procurement Unit is located.
- 2) to purchase at least 60% of the tonnage requirements indicated below from the awarded supplier.
- 3) to be bound by the terms and conditions of the contract, and
- 4) to be responsible for payment directly to the supplier for the quantities purchased under the contract.

\*Stockpile Capacity: 500 Tons

\*Tons Required: 450 Tons

\*Minimum delivery = 22 Tons (1 Truckload)

*George Broadbent*  
Authorized Signature & Title \_\_\_\_\_ Date \_\_\_\_\_  
George Broadbent  
Print exactly as Signed Above

Participants in this contract are intended beneficiaries under this contract and are parties in interest with capacity to sue and to be sued in their own name without joining the Commonwealth of Pennsylvania, Department of General Services. By signing and returning this agreement, you will be bound to participate in this contract effective with the August 2009 through July 2010 season. You cannot withdraw your participation during the contract period.

Your required tons are not an estimate. You will be contractually obligated to purchase 60% of your stated needs. You should expect suppliers to require you to purchase at least this amount.

<u>EAST FALLOWFIELD TWP</u>	<u>CHESTER</u>	<u>3116</u>
Local Public Procurement Unit Name	County of Location	COSTARS Member ID
<u>2264 STRASBARG RD</u>	<u>COSTERVILLE PA</u>	<u>19320</u>
Delivery Address	City	Zip Code
<u>2264 STRASBARG RD</u>	<u>EAST FALLOWFIELD TWP</u>	<u>19320</u>
Billing Address	City	Zip Code
<u>BARRY CATHERCOKE</u>	<u>Dewise Miller</u>	
Name of Person to Receive Contract	Name of Person to Receive Delivery	
<u>610-384-7144</u>	<u>610-384-7143</u>	
(Area Code) Telephone No.	(Area Code) FAX No	E-mail address

\*Note: This participation agreement must be submitted to DGS COSTARS and postmarked by no later than March 15, 2009. You are strongly encouraged to return the completed Agreement via certified mail to assure and confirm receipt. Any Agreement received that is postmarked after March 15 will not be considered for inclusion in this contract. Please type and print legibly and return to:

PA Department of General Services  
Bureau of Procurement  
Attn: COSTARS Program  
C/O Ms. Taju Burden  
Forum Place - 6<sup>th</sup> Floor  
555 Walnut Street  
Harrisburg PA 17101-1914

County	Awarded Supplier	Contract#	Initial Contract Price Per Ton	November pricing effective 11/3/2008	December pricing effective 12/01/2008	January pricing effective 1/2/2009
Adams	American Rock Salt	4600013448	\$64.68	\$63.59	\$62.66	\$62.11
Allegheny	American Rock Salt	4600013448	\$54.34	\$53.25	\$52.32	\$51.77
Armstrong	American Rock Salt	4600013448	\$58.25	\$57.16	\$56.23	\$55.68
Berks	Cargill	4600013449	\$46.80	\$45.71	\$44.78	\$44.23
Bedford	American Rock Salt	4600013448	\$66.48	\$65.39	\$64.46	\$63.91
Bucks	American Rock Salt	4600013448	\$65.90	\$64.81	\$63.88	\$63.33
Butte	International Salt	4600013450	\$64.88	\$63.79	\$62.86	\$62.31
Butte	Cargill	4600013449	\$43.98	\$42.89	\$41.96	\$41.41
Butte	International Salt	4600013450	\$60.75	\$59.66	\$58.73	\$58.18
Butte	North American	4600013452	\$63.81	\$62.72	\$61.79	\$61.24
Camden	American Rock Salt	4600013448	\$60.17	\$59.08	\$58.15	\$57.60
Camden	American Rock Salt	4600013448	\$62.88	\$61.79	\$60.86	\$60.31
Camden	Cargill	4600013449	\$48.35	\$47.26	\$46.33	\$45.78
Camden	American Rock Salt	4600013448	\$66.31	\$65.22	\$64.29	\$63.74
Camden	International Salt	4600013450	\$62.56	\$61.47	\$60.54	\$59.99
Camden	American Rock Salt	4600013448	\$49.38	\$48.29	\$47.36	\$46.81
Chatham	American Rock Salt	4600013448	\$61.96	\$60.87	\$59.94	\$59.39
Chatham	American Rock Salt	4600013448	\$58.14	\$57.05	\$56.12	\$55.57
Chatham	Cargill	4600013449	\$53.96	\$52.87	\$51.94	\$51.39
Chatham	Morton	4600013451	\$49.94	\$48.85	\$47.92	\$47.37
Chatham	International Salt	4600013450	\$69.84	\$68.75	\$67.82	\$67.27
Chatham	American Rock Salt	4600013448	\$67.92	\$66.83	\$65.90	\$65.35
Chatham	International Salt	4600013450	\$80.90	\$79.81	\$78.88	\$78.33
Chatham	American Rock Salt	4600013448	\$52.98	\$51.89	\$50.96	\$50.41
Chatham	Morton	4600013451	\$48.41	\$47.32	\$46.39	\$45.84
Chatham	American Rock Salt	4600013448	\$55.89	\$54.80	\$53.87	\$53.32
Chatham	Morton	4600013451	\$60.60	\$59.51	\$58.58	\$58.03
Chatham	American Rock Salt	4600013448	\$69.47	\$68.38	\$67.45	\$66.90
Chatham	American Rock Salt	4600013448	\$70.46	\$69.37	\$68.44	\$67.89
Chatham	American Rock Salt	4600013448	\$56.38	\$55.29	\$54.36	\$53.81
Chatham	American Rock Salt	4600013448	\$70.43	\$69.34	\$68.41	\$67.86
Chatham	American Rock Salt	4600013448	\$54.76	\$53.67	\$52.74	\$52.19
Chatham	American Rock Salt	4600013448	\$48.88	\$47.79	\$46.86	\$46.31
Chatham	American Rock Salt	4600013448	\$68.88	\$67.79	\$66.86	\$66.31
Chatham	Cargill	4600013449	\$47.82	\$46.73	\$45.80	\$45.25
Chatham	American Rock Salt	4600013448	\$65.76	\$64.67	\$63.74	\$63.19
Chatham	Cargill	4600013449	\$48.13	\$47.04	\$46.11	\$45.56
Chatham	American Rock Salt	4600013448	\$67.15	\$66.06	\$65.13	\$64.58
Chatham	American Rock Salt	4600013448	\$62.93	\$61.84	\$60.91	\$60.36
Chatham	American Rock Salt	4600013448	\$52.93	\$51.84	\$50.91	\$50.36
Chatham	Cargill	4600013449	\$44.71	\$43.62	\$42.69	\$42.14

SALT CONTRACT PARTICIPATION AGREEMENT  
Contract 6810-02 Sodium Chloride (Road Salt) Requirements for Purch  
Effective August 2009 thru July 2010 winter season

Intending to be legally bound  by and through   
(Local Public Procurement Unit) (Offi

Agrees:

1. to purchase all its required quantities of sodium chloride **up to 140%** of the tonnage requirements the supplier awarded the Sodium Chloride Contract for the county in which said Local Procurer
2. **to purchase at least 60%** of the tonnage requirements indicated below from the awarded supplier
3. to be bound by the terms and conditions of the contract, and
4. to be responsible for payment directly to the supplier for the quantities purchased under the contract

\*Stockpile Capacity:  Tons \*2009-2010 Tons Required: **450**  
\*Minimum delivery = 22 Tons (1 truckload)

2008-2009 Contract Participation:  Tons

I agree to the conditions stated above

Name:

Title:

Participants in this contract are intended beneficiaries under this contract and are parties in interest with the name without joining the Commonwealth of Pennsylvania, Department of General Services. By signing this contract, you are bound to participate in this contract effective with the **August 2009 through July 2010 season**. You are not bound to participate in this contract period.

**Your required tons are not an estimate. You will be contractually obligated to purchase 60% of the required tons from suppliers to require you to purchase at least this amount.**

Local Public Procurement Unit Name

Delivery Address

County of Location

City

2264 Strasburg Rd  
 Billing Address  
 Barry L Gathercole  
 Name of Person to Receive Contract

Coatesville  
 City  
 Denise Miller  
 Name of Person to Receive Delivery

( 610 ) 384 - 7144 EXT.   
 Telephone Number

( 610 ) 384 - 7143 F  
 Fax Number

justingathercole@yahoo.com  
 Email Address

justingathercole@yahoo.com  
 Re-Enter Email Address

\*Note: This participation agreement must be submitted to DGS COSTARS no later than March 15, 2009. submitted prior to the March 15 deadline can be updated throughout the application period up to after which, this function will be closed.

**Submit**

Submitted March 11

**SUPPLIER LIST - CONTRACT GN#00028832**  
**Contract Period: 8/1/2008- 7/31/2009**

SUPPLIER NAME/ADDRESS	TELEPHONE NO.	FAX NUMBER	SUPPLIER E-MAIL	CONTACT PERSON
American Rock Salt Co LLC PO Box 190 Mt Morris NY 14510 Vendor #105050 SAP Contract #4600013448	888-762-7258	585-243-7676	<a href="mailto:Christine.decker@americanrocksalt.com">Christine.decker@americanrocksalt.com</a>	Christine Decker
Cargill Inc 24950 Country Club Blvd, Suite 450 North Olmsted OH 44070 Vendor #164050 SAP Contract #4600013449	800-600-7258 Ext 4699	440-716-0763	<a href="mailto:gailhubbell@cargill.com">gailhubbell@cargill.com</a>	Gail Hubbell
International Salt Company LLC 855 Northern Blvd. Clarks Summit PA 18411-0540 Vendor #166943 SAP Contract #4600013450	888-388-4726 and press option 1	570-586-6463	<a href="mailto:dthompson@iscosalt.com">dthompson@iscosalt.com</a>	Daniel P Thompson
Morton International Inc DBA Morton Salt PO Box 428 Grand River, OH 44045 Vendor #163706 SAP Contract #4600013451	For ordering 888-800-8905	312-807-2869	<a href="mailto:fairportcs@mortonsalt.com">fairportcs@mortonsalt.com</a>	Customer service
North American Salt Co 9900 W. 109 <sup>th</sup> Street, Suite 600 Overland Park KS 66210-1438 Vendor #165327 SAP Contract #4600013452	800-323-1641	913-3387945	<a href="mailto:winterl@compassminerals.com">winterl@compassminerals.com</a>	Linda Winter

2009 - 2010

10, 10, 100. PAS W.  
3116 6680

## FAX COVER SHEET

Date: 1/22/2009

From: Ms. Taju Burden  
COSTARS Program  
Bureau of Procurement  
PA Department of General Services

To: Barry – East Fallowfield Township

Fax Number: 610-384-7143

Pages (including this cover): 8

Subject: 2008-2009 Sodium Chloride (Road Salt) Contract and 2009-2010 Salt Contract Participation Agreement forms

To access the 2008-2009 Sodium Chloride (Road Salt) contract, visit [www.dgs.state.pa.us/costars](http://www.dgs.state.pa.us/costars). In the middle of the page, click **MEMBERS**, log in with your COSTARS Member ID and password, then go to the right of the page to Newsflash, and click on the 2008-2009 Salt Contract now Available. On the left side of the contract, click on LPPU Estimates to locate your county and municipality name.

To access the 2009-2010 Sodium Chloride (Road Salt) Application, visit [www.dgs.state.pa.us/costars](http://www.dgs.state.pa.us/costars). In the middle of the page click on **MEMBERS**, log in with your COSTARS Member ID and password, then go to the right of the page to Newsflash, and click on the 2009-2010 Road Salt Contract Participation Application link. There will be two Word documents that you will need to read, at the bottom of the second document there will be a link for you to click on to access the application. Re-enter your COSTARS Membership information and the application will open for you to complete and submit electronically.

**The application submission deadline is March 15, 2009.**

COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF GENERAL SERVICES  
COSTARS Program  
555 Walnut Street - 6<sup>th</sup> Floor, Harrisburg PA 17101-1914

January 2, 2009

Subject: Contract #6810-02, Sodium Chloride (Road Salt) for the August 2009 – July 2010 Season

Dear COSTARS Member:

Thank you for your membership in the COSTARS Program. As a COSTARS member, you may have participated in the Commonwealth of Pennsylvania's statewide contract for sodium chloride (road salt) in the past. However, **you will not be automatically included in the forthcoming contract. A new Salt Contract Participation Agreement must be submitted each year for inclusion on the sodium chloride contract.**

The sodium chloride contract is different from all other statewide contracts available for COSTARS participation in that you must commit your needs PRIOR to the contract bid. This contracting process has proven to be successful in obtaining excellent pricing for sodium chloride that has resulted in substantial savings to commonwealth agencies and to you. **if you are interested in participating in the Commonwealth's sodium chloride (road salt) contract for the approaching August 2009 – July 2010 season, please submit a new Salt Contract Participation Agreement form to DGS COSTARS.**

You can file your Agreement for the August 2009 – July 2010 season electronically through the COSTARS website at [www.dgs.state.pa.us/costars](http://www.dgs.state.pa.us/costars). You will access the agreement form from the members' only section, complete it online, and submit it directly to DGS COSTARS. **The application submission deadline is March 15, 2009.** You can then review and/or edit your Agreement anytime up to the deadline.

Your required tons are not an estimate. You will be legally bound to purchase 60% of your stated needs. Suppliers will provide up to 140% of the required tons. You should expect suppliers to require you to purchase at least 60% of your required tons.

For any member without access to the COSTARS website, a hard-copy of the Salt Contract Participation Agreement form can be obtained upon request by calling the COSTARS Program at 1-866-768-7827. If filing by hard-copy, a completed Agreement must be submitted to DGS COSTARS and postmarked by no later than March 15, 2009. You are strongly encouraged to return the completed Agreement via certified mail to DGS COSTARS to assure and confirm receipt. **Any Agreement received that is postmarked after March 15 will not be considered for inclusion in this contract.** Please type or print legibly on the Salt Contract Participation Agreement and return the Agreement to:

PA Department of General Services  
Bureau of Procurement  
Attn: COSTARS Program  
C/O Ms. Taju Burden  
Forum Place - 6<sup>th</sup> Floor  
555 Walnut Street  
Harrisburg PA 17101-1914

If you have questions relative to participation in this contract, please contact COSTARS Program staff at our toll free telephone number 1-866-768-7827 or by e-mail to [GS-PACostars@state.pa.us](mailto:GS-PACostars@state.pa.us).

Thank you for your continued interest in the COSTARS Program.

# Overview for Contract

Prior to utilizing a contract, the user should read the contract in its entirety.

## DESCRIPTION

Covers Commonwealth requirements for Sodium Chloride for the PennDOT Districts, State Agencies and Political Subdivisions. To participate bidders must supply material from an approved source listed in the most current version of PennDOT Pub 35, Bulletin 15, and PennDOT Pub 408 Sec 722 Type 1, Grade 1 Sodium Chloride in accordance with ASTM D632.

## CONTRACT INFO

Contract Number & Title	Legacy Contract No. 6810-02 Sodium Chloride CA0000728832
Number of Suppliers	5
Validity Period	08/01/2008-07/31/2009
CoStars Point of Contact	gs-pacostars@state.pa.us
CoStars Phone #	866-768-7827
BGS Contact	Robin DePaolo
BGS Contact Phone #	717-340-8188
BGS Email Contact	rdepetro@state.pa.us

## PRICING HIGHLIGHTS

The pricing on this contract is per ton of Sodium Chloride with price changes implemented in Nov, Dec, Jan, Feb, Mar and Apr per CPIS. The price adjustments will be posted BY COUNTY ONLY. Price adjustments will be effective on the first business day of each month. April pricing will remain in effect through the remainder of the contract. This contract provides participation from Municipalities and other Political Subdivisions that are members of costars and have submitted the required information on or before the March deadline. For Costars website questions, call 866-768-7827 or email: gs-pacostars@state.pa.us

## PROCESS TO PURCHASE

State Agencies: There is no minimum purchase, however the supplier will provide this commodity to 140% of estimated quantity. DOT locations must purchase 75% of the requirement and may purchase up to 130% of the requirement under this contract. The PO for initial fill shall be issued after 8/1 and not later than 8/30. See contract for additional Suppliers:

American Rock Salt Company	4600013448
Cargill	4600013449
International Salt	4600013450
Morton Salt	4600013451
North American	4600013452



CENTRE	Boggs Township	Bellefonte	16823	200	200
CENTRE	Huston Township Board of	Julian	16844	175	44
CENTRE	Burnside Township	Karhaus	16845	88	300
CENTRE	Harris Township	Boalsburg	16827	350	75
CENTRE	Halfmoon Township	Port Matilda	16870	250	50
CENTRE	Snow Shoe Township	Clarence	16829	200	100
CENTRE	liberty township	howard	16841	175	100
CENTRE	Patton Township	State College	16803	1,250	700
CENTRE	Philipsburg-Osceola School District	Philipsburg	18866	60	30
CENTRE	Rush Township	Philipsburg	16866	250	50
CENTRE	Ferguson Township	State College	16801	1,450	1,200
CHESTER	Chester County Intermediate Unit	Coatesville	19320	44	22
CHESTER	West Nottingham Township	Nottingham	19362	250	400
CHESTER	West Chester Area School District	West Chester	19380	200	125
CHESTER	Westtown Township	West Chester	19382	700	400
CHESTER	East Vincent Township	Spring City	19475	300	150
CHESTER	West Pikeland Township	Chester Springs	19425	350	100
CHESTER	Thornbury Township	Cheyney University	19319	400	150
CHESTER	East Goshen Township	West Chester	19380	700	1,500
CHESTER	North Coventry Township	Chester	19465	400	600
CHESTER	West Cain Township	Wagontown	19378	425	200
CHESTER	East Brandywine Township	Downingtown	19335	250	200
CHESTER	New London Township	West Grove	19390	1,000	300
CHESTER	Borough of Oxford	Oxford	19363	250	600
CHESTER	West Fallowfield Township	Cochranville	19330	350	122
CHESTER	Kennett Consolidated School District	Kennett Square	19348	200	44
CHESTER	Londonderry Township	Cochranville	19330	100	50
CHESTER	Oxford Area School District	Oxford	19363	50	75
CHESTER	West Chester University of	West Chester	19382	200	200
CHESTER	Kennett Township	Kennet Square	19348	600	600
CHESTER	East Fallowfield Township	coatesville	19320	450	500
CHESTER	East Nottingham Township	Oxford	19350	800	300
CHESTER	Borough of West Grove	West Grove	19390	150	150
CHESTER	Birmingham Township	Lincoln University	19352	300	100
CHESTER	Parkesburg Borough	Parkesburg	19365	100	50
CHESTER	NEW GARDEN TOWNSHIP	LANDENBERG	19350	250	400
CHESTER	Wallace Township	Glenmoore	19343	300	225
CHESTER	Elk Township	Oxford	19363	250	50
CHESTER	West Vincent Township	Chester Springs	19425	800	800
CHESTER	West Marlborough Township	Coatesville	19320	300	200
CHESTER	West Goshen Township	West Chester	19380	800	400
CHESTER	West Sadsbury Township	Parkesburg	19365	100	300
CHESTER	Pennsbury Township	Chadds Ford	19317	100	160
CHESTER	Phoenixville Area School District	Phoenixville	19460	75	25
CHESTER	Owen J. Roberts School District	Chester	19475	44	44
CHESTER	LOWER OXFORD TOWNSHIP	OXFORD	19363	200	200
CHESTER	East Coventry Township	Pottstown	19465	250	200
CHESTER	Borough of South Coatesville	South Coatesville	19320	132	30
CHESTER	Modena Borough	Modena	19358	150	200
CHESTER	UPPER OXFORD TOWNSHIP	Oxford	19363	250	400
CHESTER	Borough of Kennett Square	Kennett Square	19348	100	300
CHESTER	Sadsbury Township	Sadsburyville	19369	50	30

# **DO'S & DON'TS OF THE ROAD SALT CONTRACT # 6810-02 (Sodium Chloride) August 2009 – July 2010 Season**

## **Eligibility Requirements**

- You must be registered as a COSTARS member to participate on the Road Salt Contract.
- A completed Salt Contract Participation Agreement form is needed for inclusion on this contract. Beginning January 2, 2009, members can file their Agreement electronically through the COSTARS website at [www.dgs.state.pa.us/costars](http://www.dgs.state.pa.us/costars). Members will access the agreement form from the members' only section, complete it online, and submit it directly to DGS COSTARS.
- The application submission deadline is ~~March 15, 2009~~. A member can review and/or edit their Salt Contract Participation Agreement anytime up to the deadline.
- For those without access to the COSTARS website, a hard-copy of the Salt Contract Participation Agreement form can be obtained upon request by calling the COSTARS Program at 1-866-768-7827. If filing by hard-copy, a completed Agreement must be submitted to DGS COSTARS and postmarked by no later than March 15, 2009. You are strongly encouraged to return the completed Agreement via certified mail to DGS COSTARS to assure and confirm receipt. Any Agreement received that is postmarked after March 15 will not be considered for inclusion in this contract. Please type or print legibly on the Salt Contract Participation Agreement.

## **Notification**

- In approximately August 2009, you will be notified by DGS of the availability of the new contract.
- Following notification, the contract can be printed out for your records by using the COSTARS website.

## **Ordering**

- Your organization must place all orders directly with the correct awarded supplier. **DGS will not** place orders for your organization.
- We encourage you to order your road salt early and plan for your overall needs to avoid potential delays.

## **Record Keeping**

- We encourage you to maintain a copy of the contract for your records and any future audit of liquid fuel funds.
- Check the DGS website monthly for price adjustments during the months of November 2009 through the first week of April 2010.