

STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
GENERAL SERVICES DIVISION  
OFFICE OF PROCUREMENT SERVICES  
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

AMENDMENT FOR CHANGE  
AMENDMENT NO. 4

TO: ALL STATE AGENCIES, STATE INSTITUTIONS OF HIGHER EDUCATION AND PROPERLY REGISTERED COOPERATIVE PURCHASING MEMBERS.

FROM: ROBERT BLAIR, DIRECTOR, DEPARTMENT OF ADMINISTRATIVE SERVICES

SUBJECT: CONTRACT FOR SALT: TABLE, WATER SOFTENING, ICE REMOVAL AND CALCIUM CHLORIDE AS SPECIFIED HEREIN

Attached are pages 1, 13, 16-17, 22 and 28 to this contract. Remove these pages from the existing contract and replace with the attached pages on the effective and/or revision date.

This amendment is issued to award various bulk salt items; to update Ice Melter item number; and, to update analyst information.

All other prices, terms and conditions remain unchanged.

Questions regarding this Amendment and/or the Requirements Contract may be directed to:

Alice Ewing  
alice.ewing@das.ohio.gov

This Amendment, the main Requirements Contract and any additional amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

Affected Contractor(s):

186223  
Morton Salt, Inc.  
123 N. Wacker Drive  
Chicago, IL 60606-1743  
bids@mortonsalt.com

49357  
Robinson Salt Supply  
1202 Pine Knoll Court  
Miamisburg, OH 45342  
todd@robinsonsaltsupply.com



STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
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MANDATORY USE CONTRACT FOR: SALT: TABLE, WATER SOFTENING, ICE REMOVAL AND CALCIUM CHLORIDE AS SPECIFIED HEREIN

CONTRACT No.: RS900414

EFFECTIVE DATES: 8/06/13 to 6/30/16

The Department of Administrative Services has accepted bids submitted in response to Invitation to Bid No. RS900414 and RS900314 that opened on 06/03/13. The evaluation of the bid response(s) has been completed. The bidder(s) listed herein have been determined to be the lowest responsive and responsible bidder(s) and have been awarded a contract for the items(s) listed. The respective bid response, including the Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions, special contract terms & conditions, any bid addenda, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Requirements Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to all State Agencies, State institutions of higher education and properly registered members of the Cooperative Purchasing Program of the Department of Administrative Services, as applicable.

Agencies are eligible to make purchases of the listed supplies and/or services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that agencies will purchase the volume of supplies and/or services as advertised in the Invitation to Bid.

SPECIAL NOTE: State agencies may make purchases under this Requirements Contract up to \$2500.00 using the state of Ohio payment card. Any purchase that exceeds \$2500.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency.

Questions regarding this and/or the Requirements Contract may be directed to:

\*Alice Ewing  
\*alice.ewing@das.ohio.gov

This Requirements Contract and any Amendments thereto are available from the DAS website at the following address:

<http://www.ohio.gov/procure>

\*Indicates change.

Signed: \_\_\_\_\_  
Robert Blair, Director Date

PRICE SCHEDULES (Cont'd.)

INSTITUTIONAL BIDS (F.O.B. DESTINATION, FREIGHT PREPAID)

| ITEM ID NO.: | Facility                           | Description  | Required Packing | Off-loading Requirements              | Est. Annual Usage | UOM  | Price Per Ton / Bag | Contractor             |
|--------------|------------------------------------|--|------------------|---------------------------------------|-------------------|------|---------------------|------------------------|
| 16418        | Gallipolis Developmental Center    | Ice Removal Rock Salt w/pallets  | 50# Bags         | No forklift required                  | 196               | Bags | \$4.36              | Robinson Salt Supply   |
| 16477        | Gallipolis Developmental Center    | Water Softener Rock Salt-Southern Rock   | Bulk             | Dump truck / slotted tailgate         | 88                | Tons | \$120.00            | Robinson Salt Supply   |
| *10942       | Heartland Behavioral Healthcare    | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate            | 100               | Tons | **\$63.85           | **Morton Salt          |
| 24920        | Heartland Behavioral Healthcare    | Water Softener Rock Salt w/pallets-Southern Rock                                 | 50# Bags         | Forklift required                     | 750               | Bags | \$6.25              | Dart Seasonal Products |
| 9903         | Hocking Correctional Institution   | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets | 80# Bags         | Forklift may be required              | 260               | bags | \$9.05              | Robinson Salt Supply   |
| NA           | *Kent State University - Kent      | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate            | 1200              | Tons | \$55.49             | Morton Salt            |
| NA           | *Kent State University - Stark     | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate            | 175               | Tons | \$62.85             | Morton Salt            |
| 24874        | Lebanon Correctional Institution   | Water Softener Rock Salt w/pallets-Southern Rock                                 | 80# Bags         | Forklift required                     | 1080              | Bags | \$7.69              | Robinson Salt Supply   |
| 4964         | Lebanon Correctional Institution   | Water Softener Rock Salt-Southern Rock   | Bulk             | Pneumatic                             | 800               | Tons | TBD                 | TBD                    |
| 16514        | London Correctional Institution    | Ice Removal Rock Salt  | Bulk             | Dump truck (200 ton min)              | 200               | Tons | TBD                 | TBD                    |
|              | London Correctional Institution    | Ice Removal Rock Salt  | Bulk             | Dump truck With Piler (200 ton min)   | 200               | Tons | TBD                 | TBD                    |
| 4881         | Lorain Correctional Institution    | Ice Removal Rock Salt w/pallets  | 50# Bags         | No forklift required                  | 441               | Bags | \$5.90              | Dart Seasonal Products |
| *9970        | Madison Correctional Institution   | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate            | 120               | Tons | \$79.39             | Morton Salt            |
| 24907        | Mansfield Correctional Institution | Ice Removal Rock Salt  | Bulk             | Dump truck (200 ton min)              | 400               | Tons | TBD                 | TBD                    |
| N/A          | Mansfield Correctional Institution | Ice Removal Rock Salt  | Bulk             | Dump truck / With Piler (200 ton min) | 400               | Tons | \$63.37             | TBD                    |
| 16423        | Mansfield Correctional Institution | Ice Removal Rock Salt w/pallets  | 50# Bags         | No forklift required                  | 588               | Bags | \$4.13              | Robinson Salt Supply   |

\*20 ton minimum order required.

\*\*Indicates award to Morton Salt, Inc.

PRICE SCHEDULES (Cont'd.)

INSTITUTIONAL BIDS (F.O.B. DESTINATION, FREIGHT PREPAID)

| ITEM ID NO.: | Facility                              | Description  | Required Packing | Off-loading Requirements      | Est. Annual Usage | UOM  | Price Per Ton / Bag | Contractor             |
|--------------|---------------------------------------|--|------------------|-------------------------------|-------------------|------|---------------------|------------------------|
| NA           | Ohio University (Athens)              | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets   | 50# Bags         | Forklift may be required      | 300               | bags | \$6.17              | Robinson Salt Supply   |
| NA           | Ohio University (Athens)              | Water Softener Salt – Vacuum Evaporated Crystals - granulated water softener salt w/YPS                                    | Bulk             | Pneumatic                     | 300               | tons | TBD                 | TBD                    |
| 9966         | Ohio Veteran's Home                   | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate    | 50                | tons | **\$78.90           | **Robinson Salt Supply |
| 4884         | Pickaway Correctional Institution     | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate    | 200               | Tons | TBD                 | TBD                    |
| 9902         | Pickaway Correctional Institution     | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets   | 80# Bags         | Forklift required             | 2160              | Bags | \$7.86              | Dart Seasonal Products |
| 16471        | Pickaway Correctional Institution     | Water Softener Salt – Vacuum Evaporated Crystals - granulated water softener salt w/YPS                                    | Bulk             | Dump truck / slotted tailgate | 200               | Tons | TBD                 | TBD                    |
| 4848         | Richland Correctional Institution     | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate    | 50                | Tons | TBD                 | TBD                    |
| 16436        | Richland Correctional Institution     | Ice Removal Rock Salt w/pallets  | 80# Bags         | Forklift required             | 150               | Bags | \$6.39              | Robinson Salt Supply   |
| 24886        | Richland Correctional Institution     | Water Softener Salt – Dried Solar Salt w/pallets   | 80# bags         | Forklift required             | 540               | Bags | \$7.39              | Robinson Salt Supply   |
| *24889       | Ross Correctional Institution         | Ice Removal Rock Salt  | Bulk             | Dump truck / open tailgate    | 25                | Tons | \$70.17             | Morton Salt            |
| 5165         | Ross Correctional Institution         | Water Softener Salt – Compressed Evaporated Crystals 50# bags water softener <b>rust removal</b> cube or pellets w/pallets | 50# Bags         | No forklift required          | 12,348            | Bags | TBD                 | TBD                    |
| 11641        | Scioto Juvenile Correctional Facility | Ice Removal Rock Salt w/pallets  | 50# Bags         | Forklift may be required      | 400               | bags | \$4.14              | Robinson Salt Supply   |

\*20 ton minimum order required.

\*\*Indicates award to Robinson Salt Supply.

PRICE SCHEDULES (Cont'd.)

INSTITUTIONAL BIDS (F.O.B. DESTINATION, FREIGHT PREPAID)

| ITEM ID NO.: | Facility                              | Description   | Required Packing | Off-loading Requirements   | Est. Annual Usage | UOM  | Price Per Ton / Bag | Contractor             |
|--------------|---------------------------------------|---|------------------|----------------------------|-------------------|------|---------------------|------------------------|
| 11643        | Scioto Juvenile Correctional Facility | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets                            | 50# Bags         | Forklift may be required   | 400               | bags | \$5.79              | Robinson Salt Supply   |
| 24890        | Shawnee State Park                    | Ice Removal Rock Salt   | Bulk             | Dump truck / open tailgate | 8                 | Tons | \$85.62             | Robinson Salt Supply   |
| NA           | Shawnee State University              | Ice Removal Rock Salt   | Bulk             | Dump truck / open tailgate | 25                | Tons | TBD                 | TBD                    |
| NA           | Shawnee State University              | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets                            | 50# bags         | No Forklift required       | 49                | Bags | \$8.60              | Dart Seasonal Products |
| NA           | Sinclair Community College            | Ice Removal Rock Salt   | Bulk             | Dump truck / open tailgate | 250               | tons | TBD                 | TBD                    |
| *4963        | Southeastern Correctional Institution | Ice Removal Rock Salt   | Bulk             | Dump truck / open tailgate | 125               | tons | **\$68.32           | **Morton Salt          |
| 5159         | Southeastern Correctional Institution | Water Softener Salt - Compressed Evaporated Crystals - cube or pellets w/pallets                            | 80# Bags         | Forklift may be required   | 375               | bags | \$7.75              | Dart Seasonal Products |
| 16469        | Southern Ohio Correctional Facility   | Water Softener Salt – Vacuum Evaporated Crystals - granulated water softener salt <b>without YPS NO YPS</b> | Bulk             | pneumatic                  | 50                | Tons | \$157.00            | Robinson Salt Supply   |
| 16438        | Southwest Ohio Developmental Center   | Ice Removal Rock Salt w/pallets   | 50# Bags         | Forklift required          | 450               | Bags | \$4.14              | Robinson Salt Supply   |
| 16439        | Tar Hollow State Park                 | Ice Removal Rock Salt w/pallets   | 50# Bags         | No forklift required       | 196               | Bags | \$4.37              | Robinson Salt Supply   |
| 11873        | Tiffin Developmental Center           | Ice Removal Rock Salt   | Bulk             | Dump truck / open tailgate | 30                | Tons | TBD                 | TBD                    |
| 24875        | Tiffin Developmental Center           | Water Softener Rock Salt w/pallets- Southern Rock   | 80# Bags         | Forklift required          | 1000              | Bags | \$7.60              | Robinson Salt Supply   |

\*20 ton minimum order required.

\*\*Indicates award to Morton Salt, Inc.

PRICE SCHEDULES (Cont'd.)

**MINORITY BUSINESS ENTERPRISE AWARDED IN ACCORDANCE WITH OHIO REVISED CODE CHAPTER 125.081**

INSTITUTIONAL BIDS (F.O.B. DESTINATION, FREIGHT PREPAID)

| OAKS ID No. | Facility                            | Description          | Required Packing | Forklift Required                          | Est. Annual Usage | Unit of Measure | Price per bag | Contractor     |
|-------------|-------------------------------------|----------------------|------------------|--|-------------------|-----------------|---------------|----------------|
| 16460       | Ohio State School for the Deaf      | Ice Melter w/pallets | 50# Bags         | no   | 224               | Bags            | \$11.08       | Net PAC Inter. |
| 16462       | Ohio State University               | Ice Melter w/pallets | 50# Bags         | yes  | 1800              | Bags            | \$11.08       | Net PAC Inter. |
|             | Richland Correctional Institution   | Ice Melter w/pallets | 50# Bags         | yes  | 250               | Bags            | \$11.08       | Net PAC Inter. |
| NA          | Shawnee State University            | Ice Melter w/pallets | 50# Bags         | no   | 224               | Bags            | \$14.18       | Net PAC Inter. |
| *25547      | Southeastern Correctional Inst.     | Ice Melter w/pallets | 50# Bags         | may be                                     | 896               | bags            | \$12.57       | Net PAC Inter. |
|             | Southwest Ohio Developmental Center | Ice Melter w/pallets | 50# Bags         | yes  | 125               | Bags            | \$14.18       | Net PAC Inter. |
| 5569        | State Fire Marshals                 | Ice Melter w/pallets | 50# Bags         | yes  | 400               | Bags            | \$11.08       | Net PAC Inter. |
|             | Trumbull Correctional Institution   | Ice Melter w/pallets | 50# Bags         | yes  | 300               | Bags            | \$13.57       | Net PAC Inter. |
|             | Twin Valley Behavioral Healthcare   | Ice Melter w/pallets | 50# bags         | no   | 588               | Bags            | \$11.08       | Net PAC Inter. |
|             | Warren Correctional Institution     | Ice Melter w/pallets | 50# Bags         | no   | 540               | Bags            | \$14.18       | Net PAC Inter. |
|             | Warrensville Developmental Center   | Ice Melter w/pallets | 50# Bags         | 25 bags per pallet / no fork lift required | 1,000             | Bags            | \$14.18       | Net PAC Inter. |
|             | Wildlife D3 headquarters            | Ice Melter w/pallets | 50# Bags         | yes  | 8                 | Bags            | \$14.61       | Net PAC Inter. |

Minimum Shipment Sizes: Bidders shall indicate minimum shipment sizes bag deliveries. This section is for Ice Melt Compound to be purchased by agencies listed on pages ten (10) and eleven (11). Freight is F.O.B. destination, prepaid.

\*Indicates change.

SUMMARY OF AMENDMENTS

| Amendment Number | Effective Date | Description  |
|------------------|----------------|--|
| 4                | 11/27/13       | To award various bulk salt items; to update Ice Melter item number; and to update analyst information. |
| 3                | 11/06/13       | To award the Kent State University's Bulk Ice Removal Rock Salt items.                                 |
| 2                | 11/05/13       | To award various bulk salt items to Morton Salt, Inc. and update freight item descriptions.            |
| 1                | 09/10/13       | To update contact information and item numbers for freight charges.                                    |