

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

MANDATORY USE CONTRACT FOR: SALT: WATER SOFTENING, ICE REMOVAL AND CALCIUM CHLORIDE

CONTRACT No.: RS903218

EFFECTIVE DATES: 07/01/18 to 06/30/21
*Renewal through 06/30/23

The Department of Administrative Services has accepted bids submitted in response to Invitation to Bid No. RS903218 that opened on 05/23/18. 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 [Instructions to Bidders](#) and [Standard 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.

CONTRACT RENEWAL. This Contract may be renewed after the ending date of the Contract solely at the discretion of the Contracting Agency for a period of one month. Any further renewals will be by mutual agreement between the Contractor and the Contracting Agency for any number of times and for any period of time. The cumulative time of all mutual renewals may not exceed 24 months unless the Contracting Agency determines that additional renewal is necessary.

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.

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

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

*Indicates renewal through 06/30/23.

Signed: _____
Robert Blair, Director Date

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* Indicates the addition of the Summary of Amendments to the Table of Contents

SPECIAL INSTRUCTIONS

EVALUATION: Bids will be evaluated in accordance with Article I-17 of the "Instructions to Bidders". In addition, the state will multiply the Price per Unit of each line item by the Estimated Usage to arrive at a line item total. Where the estimated usage is unknown, the unit of one (1) will be used as the estimated usage for evaluation purposes. The line item totals will be added together within each category (bulk or bagged) for a low lot total for each category per district. Bidders do not have to bid on both categories or for all districts. Failure to bid all items in the bulk category or all items in the bagged category within a district may deem the response for that district not responsive and no further consideration for award will be given for that district.

CONTRACT AWARD: The contract will be awarded to the lowest responsive and responsible bidder by category within each district. A bidder may receive an award for one or more districts and for one or both categories within that district.

MINIMUM ORDERS: The minimum order for the districts listed on pages thirteen (13) through thirty-six (36) is to be one (1) pallet or twenty-two (22) tons. The bid price "Price Per Ton / Bag" for each item listed for each of the twelve districts shall include freight.

DESCRIPTIVE LITERATURE: The Bidder may be required to submit descriptive literature of the supplies or services being offered. If requested, the literature will be used in the evaluation process to determine the lowest responsive and responsible bidder. If not provided as part of the bid response, the Bidder must provide said literature within ten (10) calendar days after request/notification by the Office of Procurement Services to do so. Any references, that may appear in the descriptive literature, that may alter the terms and conditions and specifications of the bid (e.g. F.O.B. Shipping Point or Prices Subject to Change), will not be part of any contract and will be disregarded by the state of Ohio. Failure of the bidder to furnish descriptive literature either as part of their bid response or within the time specified herein will deem the bidder not responsive.

The Bidder should include, with the bid, a page indicating the type of salt or ice removal being bid with the product data number and/or the product description number of the salt or ice removal: ex. Classification Rock Salt (product data/description # XXXXXX), Southern Rock Salt, location(s) of the salt or ice removal, by type, being offered in the bid. In addition, where indicated in the specification pages of this bid, bidders should submit published data sheets for each product bid. The data sheet should list a general description of the item and a typical chemical and sieve analysis of the product.

PRODUCT SAMPLES: The bidder(s) may be required to submit samples of the supplies being offered. The samples will be used in the evaluation process to determine the lowest responsive and responsible bidder. If not included as part of their bid response, the bidder will be required to provide the samples within ten (10) calendar days after notification. Failure to provide the samples within the stated time period will result in the bidder being deemed not responsive. After award of the contract, the samples will be used as a basis of comparison with actual product delivered under contract. Any variation between the samples and product being delivered will be considered as an event of default. Any variations between the samples and actual product being delivered that are due to manufacturer changes may be acceptable and shall require prior written approval from DAS.

* Indicates a correction to the minimum order amount for bulk products

SPECIAL CONTRACT TERMS AND CONDITIONS

AMENDMENTS TO CONTRACT TERMS AND CONDITIONS: The following Amendments to the Contract Terms and Conditions do hereby become a part hereof. In the event that an amendment conflicts with the Contract Terms and Conditions, the Amendment will prevail.

DELIVERY AND ACCEPTANCE: Supplies will be delivered to the participating agency within seven (7) days after receipt of order. The delivery location and off-loading requirements will be noted on the purchase order issued by the participating agency. Acceptance (transfer of title) will occur upon the inspection and written confirmation by the ordering agency that the supplies delivered conform to the requirements set forth in the Contract. Unless otherwise provided in the Contract, acceptance shall be conclusive except as regards to latent defects, fraud, or such gross mistakes as amount to fraud.

USAGE REPORTS: Every six (6) months the contractor must submit a report (written or on disk) indicating sales generated by this contract. The report shall list usage by customer, by line item, showing the quantities/dollars generated by this contract. The report shall be forwarded to the Office of Procurement Services, 4200 Surface Road, Columbus, OH 43228-1395, Attn: Krista Nichols

FIXED-PRICE WITH ECONOMIC ADJUSTMENT: The contract prices(s) will remain firm for the first twelve (12) months duration of the contract. Thereafter, the Contractor may submit a request to increase their price(s) to be effective thirty (30) calendar days after acceptance by DAS. No price adjustment will be permitted prior to the effective date of the increase received by the Contractor from his suppliers, or on purchase orders that are already being processed, or on purchase orders that have been filled and are awaiting shipment. If the Contractor receives orders requiring quarterly delivery, the increase will apply to all deliveries made after the effective date of the price increase.

The price increase must be supported by a general price increase in the cost of the finished supplies, due to increases in the cost of raw materials, labor, freight, Workers' Compensation and/or Unemployment Insurance, etc. Detailed documentation, to include a comparison list of the contract items and proposed price increases, must be submitted to support the requested increase. Supportive documentation should include, but is not limited to: copies of the old and the current price lists or similar documents which indicate the original base cost of the product to the Contractor and the corresponding increase, and/or copies of correspondence sent by the Contractor's supplier on the supplier's letterhead, which contain the above price information and explains the source of the increase in such areas as raw materials, freight, fuel or labor, etc.

Should there be a decrease in the cost of the finished product due to a general decline in the market or some other factor, the Contractor is responsible to notify DAS immediately. The price decrease adjustment will be incorporated into the contract and will be effective on all purchase orders issued after the effective date of the decrease. If the price decrease is a temporary decrease, such should be noted on the invoice. In the event that the temporary decrease is revoked, the contract pricing will be returned to the pricing in effect prior to the temporary decrease. For quarterly deliveries, any decrease will be applied to deliveries made after the effective date of the decrease. Failure to comply with this provision will be considered as a default and will be subject to Provision I.C. "Termination/Suspension" and Provision II. of the "Contract Remedies:" of the "Standard Contract Terms and Conditions".

TEMPORARY FUEL ADJUSTMENT: No request for a temporary fuel adjustment may be requested for the first six (6) months duration of the Contract. Thereafter, should a statewide or national increase in the cost of fuel occur, that is greater than 20% of the cost for fuel in place at the time of Contract award, the Contractor may petition DAS to increase the Contract price(s). The Contractor is required to provide a cost breakdown of each item to indicate the portion of their product cost that is attributed to fuel. If approved, the Contractor will be permitted to adjust the price(s) by the exact amount of the fuel increase. The increase will be effective seven (7) calendar days after approval. Future requests for fuel cost adjustment will be considered in six (6) month intervals, for the duration of the Contract, under the above conditions. Should a statewide or national decrease in the cost of fuel occur, that is greater than 20% of the cost of fuel at the time of Contract award or approved increase, the Contractor will advise Procurement Services of said decrease and the Contract will be adjusted accordingly. Said decrease will become effective seven (7) calendar days after notification. Failure of the Contractor to notify Procurement Services of a decrease will be considered as a default and the Contractor will be responsible to reimburse the state for any overpayments. Said increases or decreases will be effective on all orders placed on or after the approval date of the adjustment.

SPECIAL CONTRACT TERMS AND CONDITIONS (Cont'd)

COOPERATIVE PURCHASING CONTRACT: This Contract may be relied upon by Ohio institutions of higher education and Ohio political subdivisions. Ohio political subdivisions include any county, township, municipal corporation, school district, conservancy district, township park district, park district created under Chapter 1545 of the Revised Code, regional transit authority, regional airport authority, regional water and sewer district, port authority or any other political subdivision as described in the Ohio Revised Code. To qualify to use this Contract the political subdivision must be currently enrolled in the State's Cooperative Purchasing Program. Purchases made from this Contract by a political subdivision that is not properly registered with the State's Cooperative Purchasing Program will be a violation of law and may be contrary to the political subdivision's competitive bidding requirements. If a political subdivision or institution of higher education relies upon this Contract to issue a purchase order or other ordering document, the political subdivision or institution of higher education "steps into the shoes" of the State under this Contract. The political division's or institution of higher education's order and this Contract are between the Contractor and the political subdivision or institution of higher education. The Contractor must look solely to the political subdivision or institution of higher education for performance, including payment. The Contractor agrees to hold the state of Ohio harmless with regard to political subdivisions and institution of higher education's orders and political subdivision's and institution of higher education's performance. DAS may cancel this Contract and may seek remedies if the Contractor fails to honor its obligations under an order from a political subdivision or institution of higher education.

CONTRACTOR QUARTERLY SALES REPORT: The Contractor must report the quarterly dollar value (in U.S. dollars and rounded to the nearest whole dollar) of the sales, to include both state agencies and political subdivisions, under this Contract by calendar quarter (e.g. January-March, April-June, July-September and October-December). The dollar value of the sale is the price paid by the Contract user for the products and/or services listed on the purchase order or other encumbering document, as recorded by the Contractor.

The Contractor will receive an email with a User ID and password and must report the quarterly dollar value of sales to the Department of Administrative Services (DAS) via the Internet using the web form at the Ohio DAS Contract Management Contractor Portal, <https://cm.ohio.gov/>. If no sales occur, the Contractor must show zero. The report must be submitted thirty (30) days following the completion of the reporting period. The Contractor is responsible for emailing the Analyst listed on page one of the contract with any company contact changes.

The Contractor shall also submit a close-out report within one hundred and twenty (120) days after the expiration of this Contract. The Contract expires upon the physical completion of the last outstanding task or delivery order of the Contract. The close-out report must cover all sales not shown in the final quarterly report and reconcile all errors and credits. If the Contractor reported all contract sales and reconciled all errors and credits on the final quarterly report, then the Contractor should show zero "0" sales in the close-out report.

The Contractor must forward the Quarterly Sales Report to one of the following addresses,

For same day or overnight deliveries:

Huntington National Bank
ATTN: L-3686
7 Easton Oval
Columbus, OH 43219

All other deliveries may be sent to the following address:

Department of Administrative Services
L-3686
Columbus, OH 43260-3686

If the Contractor fails to submit sales reports, falsifies reports or fails to submit sales reports in a timely manner, DAS may suspend, terminate or cancel this Contract.

SPECIAL CONTRACT TERMS AND CONDITIONS (Cont'd)

CONTRACTOR REVENUE SHARE. The Contractor must pay the Department of Administrative Services (DAS) a revenue share of the sales transacted under this contract. The Contractor must remit the revenue share in U.S. dollars within thirty (30) days after the end of the quarterly sales reporting period. The revenue share equals 0.75% of the total quarterly sales reported. Contractors must include the revenue share in their prices. The revenue share is included in the award price(s) and reflected in the total amount charged to ordering agencies which includes both state agencies and political subdivisions using this Contract.

The contractor must remit any monies due as the result of the close-out report at the time the close-out report is submitted to DAS. The Contractor must pay the revenue share amount due by check. To ensure the payment is credited properly, the Contractor must identify the check as a "Revenue Share" and include the Ohio Contract Management Remittance Report

The Contractor should make the check payable to: Treasurer, State of Ohio.

Use the following address for same day or overnight deliveries:

Huntington National Bank
ATTN: L-3686
7 Easton Oval
Columbus, OH 43219

All other deliveries may be sent to the following address:

Department of Administrative Services
L-3686
Columbus, OH 43260-3686

If the full amount of the revenue share is not paid within thirty (30) calendar days after the end of the applicable reporting period, the non-payment constitutes a contract debt to the State. The State may either initiate withholding or setting off payments or employ the remedies available under Ohio law for the non-payment of the revenue share.

If the Contractor fails to pay the revenue share in a timely manner, DAS may suspend, terminate or cancel this Contract.

BID AUTOMOBILE LIABILITY CHECKLIST: Contractor will indicate, by checking the appropriate box(es) below, which mode of transportation will apply to this contract.

- Bidder/Broker ("The Contractor") or their Sub Contractor will make delivery or be performing services using a vehicle that is owned, leased or rented. Provide Certificate of Insurance documenting automobile liability with a Combined Single Limit of \$500,000.00.
- Goods/Services will be delivered via common carrier.
- No employee or representative of the contractor will have cause to be on state property to make deliveries or to perform services.

DISCLOSURE OF SUBCONTRACTORS / JOINT VENTURES: List names of subcontractors who will be performing work under the Contract.

None _____

By the signature affixed to Page 1 of this Bid, Bidder hereby certifies that the above information is true and accurate. The Bidder agrees that no changes will be made to this list of subcontractors or locations where work will be performed, or data will be stored without prior written approval of DAS. Any attempt by the Bidder/Contractor to change or otherwise alter subcontractors or locations where work will be performed or locations where data will be stored, without prior written approval of DAS, will be deemed as a default. If a default should occur, DAS will seek all legal remedies as set forth in the Terms and Conditions which may include immediate cancellation of the Contract. Failure to complete this page may deem your bid not responsive.

SPECIFICATIONS

I. SCOPE AND CLASSIFICATION:

A. SCOPE:

The state of Ohio has requirements for various types and uses of salt. These requirements are delineated into three (3) classifications.

B. CLASSIFICATION:

1. Water Softening
 - a. Southern Rock Salt
 - b. Vacuum Evaporated Crystal Salt
 - c. Compressed Evaporated Salt (Cubes or Pellets)
 - d. Dried Solar Salt
2. Ice Removal
 - a. Rock Salt
3. Ice Removal Compounds
 - a. Calcium Chloride

II. APPLICABLE DOCUMENTS:

- A. The following documents within the scope of this contract and latest revisions thereof, apply to this contract, for testing of these products.
 1. American Water Works Association (AWWA) B200-07 Sodium Chloride or latest revision
 2. Federal Specifications O-S-1926
 3. Standard Specification for Sodium Chloride, ASTM D 632-01 or latest revision
 4. Standard Specification for Wire Cloth and Sieves for Test Purposes, ASTM E 11-04 or latest revision, Table 1
 5. Standard Specifications for Calcium Chloride, ASTM D-98-05 or latest revision

III. GENERAL REQUIREMENTS:

- A. If requested by The Office of State Purchasing prior to award, bidders are to submit a "Material Safety Data Sheet" designed to meet OSHA requirements pursuant to any hazardous effect, which may be caused due to any chemical compound and/or formulation of the item being bid.
- B. "Material Safety Data Sheets" must also be sent, by the successful contractor(s), with all initial shipments going to various destinations as ordered after contract award.
- C. If the chemical composition of the compound being bid does not contain any hazardous effect, the contractor must so indicate on the "Material Safety Data Sheet".

IV. REQUIREMENTS:

A. Water Softening Salt:

1. General: The salt must be free from foreign material and must not impair equipment operation or cause the water being treated to fail to meet the requirements of the U.S.E.P.A. Drinking Water Regulation. The salt must meet or exceed the requirements of Federal Specification O-S-1926, AWWA Standard B200-07 or latest revision, NSF/ANSI Standard 60 Drinking Water Treatment Chemicals and the requirements stated herein. (Sieve sizes are U.S. Standard Sieve Series.)

SPECIFICATIONS (Cont'd.)

2. Sizing: Table 1 contains the minimum and maximum size requirements for all classes of water softening salt.

TABLE 1:

Classification of Water Softening Salt	Maximum Size		Minimum Size	
	Sieve Size	Minimum % Pass Through	Sieve Size	Maximum % Pass Through
Southern Rock Salt	3/4"	100%	No. 60	5%
Vacuum Evaporated Crystals	No. 10	100%	No. 100	5%
Compressed Evaporated (Tablets or Pellets)	1"	100%	No. 30	10%
Dried Solar Salt	1-1/4"	100%	No. 100	5%

3. Chemical Requirements: The water softening salt must meet or exceed the requirements stated in Table 2. Water softening salt shall include resin protection. Contractor must have available water softening salt pellets or cubes with iron removal compound and must state up charge, to be added to the base price, for rust removal additive.

TABLE 2:

	Southern Rock	Evaporated Crystals	Evaporated. Tablets or Pellets	Dried Solar Salt
Moisture - Percent Maximum	.05%	.20%	.50%	3.00%
Insolubles - Percent Maximum	.05%	.05%	.15%	.15%
Calcium & Magnesium % Maximum	.50%	.15%	.60%	.60%
Sulfate - % Maximum	.85%	.35%	1.40%	1.40%
Grease, Fat & Oil - % Maximum	.01%	01%	.01%	.01%
Sodium Chloride - % Minimum	99.00%	99.5%	98.0%	98.0%
pH Value*	5.0 - 8.5	5.0 - 8.5	5.0 - 8.5	5.0 - 8.5

* When salt contains iron-removal compounds, the salt may have a lower pH value (2.0 instead of 5.0)

B. Ice Removal Compound:

Rock Salt - This salt, to be used for ice removal must meet or exceed the requirements of ASTM Standard D-632-01 or latest revision, Type I, Grade 1.

1. Rock Salt must contain a minimum of 95.0% Sodium Chloride.
2. Rock Salt must meet the sieve analysis in Table 3.
3. Rock Salt must contain Prussiate of Soda, anti-caking agent for bulk shipments.

Table 3:

Sieve Size	Amount Passing
1/2"	100%
3/8"	95 - 100%
No. 4	20 - 90%
No. 8	10 - 60%
No. 30	0 - 15%

C. Ice Melt Compound

1. Calcium Chloride Ice Melt Compound

The product offered must meet or exceed the requirements of: ASTM Standard D-98-05 or latest revision Type S, Grade 2, Class B.

SPECIFICATIONS (Cont'd.)

2. Bidders must submit typical chemical and sieve analysis with their bid.

CHEMICAL REQUIREMENTS:

Substance	% Allowable
Calcium Chloride	Minimum 90%
Alkali Chloride (NaCl)	Maximum 8.0%
Magnesium (as MgCl ₂)	Maximum 0.5%
Other Impurities (except water)	Maximum 1.00%

SIEVE REQUIREMENTS:

Sieve Size	Amount Passing
3/8"	100%
No. 4	80%
No. 20	0-10%
No. 30	0-5%

V. INSPECTION AND TESTING:

Any shipment may be examined by the purchasing agency for evidence of foreign materials, prior to acceptance of delivery. If the shipment is unacceptable, the Contractor must remove the shipment from the delivery point and replace the shipment within twenty-four (24) hours, at no additional cost to the State or Cooperative.

VI. PACKAGING, PACKING, LABELING, AND DELIVERY:

A. Packaging:

1. Water Softening and Snow Removal Salt, with the exception of Solar Salt, are to be packaged in 50lb. bags or in bulk containers, as listed on the Price Schedule pricing pages. Water Softening Dried Solar Salt can be packaged in 50lb bags or 80lb bags.
 - a. Packaging is to be standard to the industry.
 - b. Containers must be of sufficient strength to permit coarse crushing of the product if it becomes caked during storage.
2. Ice Melt Compound (Calcium Chloride) shall be packaged in fifty (50) lb. multi-wall (or any moisture proof) bags as standard to the industry.

B. Labeling and Marking: All shipments must be properly labeled and identified as to contents, net weight, ordering agency's name, purchase order numbers and any additional information requested by the ordering agency.

C. Shipment and Delivery:

1. All bulk shipments of salt must be accompanied by certified weight certificates, listing both the gross and tare weights.
2. The maximum allowable percent of under or over shipment is 10% of the amount shown on the purchase order.
3. The net weight of the packaged product must not deviate, from the recorded weight, by more than 2.5% plus or minus.
4. No up charge will be permitted for loading. The contract price must be the delivered price, irrespective of any off-loading requirements identified on the purchase order by the ordering agency.

SPECIFICATIONS (Cont'd.)

5. Verification of Weight: The State reserves the right to check any bulk shipment of salt at any nearest certified weighing scale. It is the sole responsibility of the ordering agency to weigh the shipment of salt at the nearest certified scale to verify the accuracy of the weight stated on the delivery ticket as and when deemed necessary.

In case the weight is determined to be short when compared to the delivery ticket, the ordering agency may refuse the shipment or use the accurate weight as basis of payment. If load weight is determined to be short, the Contractor will pay any labor and re-weighing cost.

SPECIFICATIONS (Cont'd.)

Bagged Salt Classification	Bidding Brand Name _____ Manufacturing Location	Mine Location	Product Data/ Descript. Number	<u>BAGS</u> Number of 50 lb. Bags per pallet	<u>BAGS</u> Number of 80 lb. Bags per pallet
Water Softening Southern Rock	Cargill _____ Cincinnati, OH	Cote Blanche, LA	ROC 50 CG	49	
Water Softening Vacuum Evaporated Crystals - granulated w/YPS	Compass Minerals _____ Lyons, KS	Lyons, KS	SPT-50NCI	49	
Water Softener Salt – Dried Solar Salt	United Salt Corp. _____ Carlsbad, NM		SOL50Unts SOL80Unts	49	30
Water Softening Compressed Evaporated Crystals -rust removal Cube or Pellets	Compass Minerals _____ Lyons, KS		Pel50NASS Cub50NAPSRB	49	
Ice Melt Compound	Oxychem _____ Ludington, MI		CaI50DWPel	55	
Ice Removal Rock Salt	Cargill _____ Cincinnati, OH		HaI50CG	49	

SPECIFICATIONS (Cont'd.)

Bulk Salt Classification	Bidding Brand Name ----- Manufacturing Location	Mine Location	Product Data/ Descript. Number
Water Softening Southern Rock	Compass Minerals ----- Cincinnati, OH	Cote Blanche, LA	Bulk ROC NA
Water Softening Vacuum Evaporated Crystals -granulated w/YPS	Cargill ----- Akron, OH	Akron, OH	Evap. CG
Water Softener Salt – Dried Solar Salt	Cargill ----- Ft. Wayne, IN	Great Salt Lake	Bulk Sol CG
Water Softening Compressed Evaporated Crystals - rust removal Cube or Pellets	-----		
Ice Melt Compound	-----		
Ice Removal Rock Salt	Compass Minerals ----- Cincinnati, OH and Toledo, OH	Cote Blanche, LA and Goderich, Canada	Bulk HALNA

* Indicates repagination and the addition of a Bulk Salt Classification page.

PRICE SCHEDULE

District 1 – Allen, Defiance, Hancock, Hardin, Paulding, Putnam, Van Wert, Wyandot:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34393	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$10.94
			2 – 6 Pallets (98 to 294 Bags)	\$7.94
			7 – 17 Pallets (343 to 833 Bags)	\$5.68
			18 – 19 Pallets (882 to 931 Bags)	\$5.41
34394	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.93
			2 – 6 Pallets (98 to 294 Bags)	\$9.93
			7 – 17 Pallets (343 to 833 Bags)	\$7.82
			18 – 19 Pallets (882 to 931 Bags)	\$7.40
34395	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.18
			2 – 6 Pallets (98 to 294 Bags)	\$9.18
			7 – 17 Pallets (343 to 833 Bags)	\$7.07
			18 – 19 Pallets (882 to 931 Bags)	\$6.65
34396	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.76
			2 – 6 Pallets (98 to 294 Bags)	\$9.76
			7 – 17 Pallets (343 to 833 Bags)	\$7.65
			18 – 19 Pallets (882 to 931 Bags)	\$7.23
34397	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.52
			2 – 6 Pallets (98 to 294 Bags)	\$9.52
			7 – 17 Pallets (343 to 833 Bags)	\$7.41
			18 – 19 Pallets (882 to 931 Bags)	\$6.99
34398	Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda Water Softener Salt – Vacuum	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.52
			2 – 6 Pallets (98 to 294 Bags)	\$9.52
			7 – 17 Pallets (343 to 833 Bags)	\$7.41
			18 – 19 Pallets (882 to 931 Bags)	\$6.99
34399	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$11.54
			2 – 6 Pallets (98 to 294 Bags)	\$8.54
			7 – 17 Pallets (343 to 833 Bags)	\$6.43
			18 – 19 Pallets (882 to 931 Bags)	\$6.01
34400	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$18.53
			2 – 6 Pallets (60 to 180 Bags)	\$13.53
			7 – 17 Pallets (210 to 510 Bags)	\$10.05
			18 – 19 Pallets (540 to 570 Bags)	\$9.37
34401	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$15.87
			2 – 6 Pallets (110 to 330 Bags)	\$13.20
			7 – 17 Pallets (385 to 935 Bags)	\$11.32
			18 – 19 Pallets (990 to 1045 Bags)	\$10.95

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 1 (Cont'd) – Allen, Defiance, Hancock, Hardin, Paulding, Putnam, Van Wert, Wyandot:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34408	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$126.02
* 34409	Water Softener Rock Salt – Southern Rock			\$175.73
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34410	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$230.25
* 34411	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$230.25
34412	Water Softener Salt – Dried Solar Salt			\$212.05

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.64%	63.94%	21.09%		6.33%	100.00%

* Indicates the removal of language from the ITB and a change in pricing for OAKS Items 34409, 34410 and 34411, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 2 – Fulton, Henry, Lucas, Ottawa, Sandusky, Seneca, Williams, and Wood:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34413	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.09
			2 – 6 Pallets (98 to 294 Bags)	\$8.50
			7 – 17 Pallets (343 to 833 Bags)	\$5.84
			18 – 19 Pallets (882 to 931 Bags)	\$5.49
34414	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.08
			2 – 6 Pallets (98 to 294 Bags)	\$10.49
			7 – 17 Pallets (343 to 833 Bags)	\$7.98
			18 – 19 Pallets (882 to 931 Bags)	\$7.48
34415	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$13.33
			2 – 6 Pallets (98 to 294 Bags)	\$9.74
			7 – 17 Pallets (343 to 833 Bags)	\$7.23
			18 – 19 Pallets (882 to 931 Bags)	\$6.73
34416	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$13.91
			2 – 6 Pallets (98 to 294 Bags)	\$10.32
			7 – 17 Pallets (343 to 833 Bags)	\$7.81
			18 – 19 Pallets (882 to 931 Bags)	\$7.31
34417	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.67
			2 – 6 Pallets (98 to 294 Bags)	\$10.08
			7 – 17 Pallets (343 to 833 Bags)	\$7.57
			18 – 19 Pallets (882 to 931 Bags)	\$7.07
34418	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.67
			2 – 6 Pallets (98 to 294 Bags)	\$10.08
			7 – 17 Pallets (343 to 833 Bags)	\$7.57
			18 – 19 Pallets (882 to 931 Bags)	\$7.07
34419	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.69
			2 – 6 Pallets (98 to 294 Bags)	\$9.10
			7 – 17 Pallets (343 to 833 Bags)	\$6.59
			18 – 19 Pallets (882 to 931 Bags)	\$6.09
34420	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$20.43
			2 – 6 Pallets (60 to 180 Bags)	\$14.46
			7 – 17 Pallets (210 to 510 Bags)	\$10.32
			18 – 19 Pallets (540 to 570 Bags)	\$9.50
34421	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$16.89
			2 – 6 Pallets (110 to 330 Bags)	\$13.71
			7 – 17 Pallets (385 to 935 Bags)	\$11.47
			18 – 19 Pallets (990 to 1045 Bags)	\$11.02

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 2 (Cont'd) – Fulton, Henry, Lucas, Ottawa, Sandusky, Seneca, Williams, and Wood:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34422	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$116.92
* 34423	Water Softener Rock Salt – Southern Rock			\$193.46
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34424	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$237.64
* 34426	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$237.64
34428	Water Softener Salt – Dried Solar Salt			\$217.96

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.65%	62.62%	22.10%		6.63%	100.00%

* Indicates a change in pricing for OAKS Items 34423, 34424, and 34426, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 3 – Ashland, Crawford, Erie, Huron, Lorain, Medina, Richland, and Wayne:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34430	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$13.24
			2 – 6 Pallets (98 to 294 Bags)	\$9.07
			7 – 17 Pallets (343 to 833 Bags)	\$6.00
			18 – 19 Pallets (882 to 931 Bags)	\$5.57
34431	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$15.23
			2 – 6 Pallets (98 to 294 Bags)	\$11.06
			7 – 17 Pallets (343 to 833 Bags)	\$8.14
			18 – 19 Pallets (882 to 931 Bags)	\$7.56
34432	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.48
			2 – 6 Pallets (98 to 294 Bags)	\$10.31
			7 – 17 Pallets (343 to 833 Bags)	\$7.39
			18 – 19 Pallets (882 to 931 Bags)	\$6.81
34433	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$15.06
			2 – 6 Pallets (98 to 294 Bags)	\$10.89
			7 – 17 Pallets (343 to 833 Bags)	\$7.97
			18 – 19 Pallets (882 to 931 Bags)	\$7.39
34434	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$14.82
			2 – 6 Pallets (98 to 294 Bags)	\$10.65
			7 – 17 Pallets (343 to 833 Bags)	\$7.73
			18 – 19 Pallets (882 to 931 Bags)	\$7.15
34435	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$14.82
			2 – 6 Pallets (98 to 294 Bags)	\$10.65
			7 – 17 Pallets (343 to 833 Bags)	\$7.73
			18 – 19 Pallets (882 to 931 Bags)	\$7.15
34440	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.84
			2 – 6 Pallets (98 to 294 Bags)	\$9.67
			7 – 17 Pallets (343 to 833 Bags)	\$6.75
			18 – 19 Pallets (882 to 931 Bags)	\$6.17
34446	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$22.33
			2 – 6 Pallets (60 to 180 Bags)	\$15.40
			7 – 17 Pallets (210 to 510 Bags)	\$10.58
			18 – 19 Pallets (540 to 570 Bags)	\$9.63
34448	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$17.91
			2 – 6 Pallets (110 to 330 Bags)	\$14.21
			7 – 17 Pallets (385 to 935 Bags)	\$11.61
			18 – 19 Pallets (990 to 1045 Bags)	\$11.09

* Indicates a change pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 3 (Cont'd) – Ashland, Crawford, Erie, Huron, Lorain, Medina, Richland, and Wayne:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34452	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$137.59
* 34455	Water Softener Rock Salt – Southern Rock			\$199.37
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34466	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$205.14
* 34467	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$205.14
34471	Water Softener Salt – Dried Solar Salt			\$234.21

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.31%	63.62%	21.59%		6.48%	100.00%

* Indicates a change in pricing for OAKS Items 34455, 34466, and 34467, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 4 – Ashtabula, Mahoning, Portage, Stark, Summit, and Trumbull:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34449	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.93
			2 – 6 Pallets (98 to 294 Bags)	\$11.39
			7 – 17 Pallets (343 to 833 Bags)	\$6.66
			18 – 19 Pallets (882 to 931 Bags)	\$5.90
34450	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$19.92
			2 – 6 Pallets (98 to 294 Bags)	\$13.38
			7 – 17 Pallets (343 to 833 Bags)	\$8.80
			18 – 19 Pallets (882 to 931 Bags)	\$7.89
34451	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$19.17
			2 – 6 Pallets (98 to 294 Bags)	\$12.63
			7 – 17 Pallets (343 to 833 Bags)	\$8.05
			18 – 19 Pallets (882 to 931 Bags)	\$7.14
34453	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$19.75
			2 – 6 Pallets (98 to 294 Bags)	\$13.21
			7 – 17 Pallets (343 to 833 Bags)	\$8.63
			18 – 19 Pallets (882 to 931 Bags)	\$7.72
34454	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$19.51
			2 – 6 Pallets (98 to 294 Bags)	\$12.97
			7 – 17 Pallets (343 to 833 Bags)	\$8.39
			18 – 19 Pallets (882 to 931 Bags)	\$7.48
34457	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$19.51
			2 – 6 Pallets (98 to 294 Bags)	\$12.97
			7 – 17 Pallets (343 to 833 Bags)	\$8.39
			18 – 19 Pallets (882 to 931 Bags)	\$7.48
34459	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$18.53
			2 – 6 Pallets (98 to 294 Bags)	\$11.99
			7 – 17 Pallets (343 to 833 Bags)	\$7.41
			18 – 19 Pallets (882 to 931 Bags)	\$6.50
34461	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$30.08
			2 – 6 Pallets (60 to 180 Bags)	\$19.21
			7 – 17 Pallets (210 to 510 Bags)	\$11.66
			18 – 19 Pallets (540 to 570 Bags)	\$10.17
34462	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$22.08
			2 – 6 Pallets (110 to 330 Bags)	\$16.28
			7 – 17 Pallets (385 to 935 Bags)	\$12.20
			18 – 19 Pallets (990 to 1045 Bags)	\$11.39

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 4 (Cont'd) – Ashtabula, Mahoning, Portage, Stark, Summit, and Trumbull:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34463	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$139.54
* 34465	Water Softener Rock Salt – Southern Rock			\$217.10
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34468	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$208.10
* 34469	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$208.10
34470	Water Softener Salt – Dried Solar Salt			\$268.19

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
7.96	60.54	24.23		7.27	100.00%

* Indicates a change in pricing for OAKS Items 34465, 34468 and 34469, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 5 – Coshocton, Fairfield, Guernsey, Knox, Licking, Muskingum, and Perry:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34473	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.81
			2 – 6 Pallets (98 to 294 Bags)	\$8.86
			7 – 17 Pallets (343 to 833 Bags)	\$5.94
			18 – 19 Pallets (882 to 931 Bags)	\$5.54
34474	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.80
			2 – 6 Pallets (98 to 294 Bags)	\$10.85
			7 – 17 Pallets (343 to 833 Bags)	\$8.08
			18 – 19 Pallets (882 to 931 Bags)	\$7.53
34475	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.05
			2 – 6 Pallets (98 to 294 Bags)	\$10.10
			7 – 17 Pallets (343 to 833 Bags)	\$7.33
			18 – 19 Pallets (882 to 931 Bags)	\$6.78
34476	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.63
			2 – 6 Pallets (98 to 294 Bags)	\$10.68
			7 – 17 Pallets (343 to 833 Bags)	\$7.91
			18 – 19 Pallets (882 to 931 Bags)	\$7.36
34477	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$14.39
			2 – 6 Pallets (98 to 294 Bags)	\$10.44
			7 – 17 Pallets (343 to 833 Bags)	\$7.67
			18 – 19 Pallets (882 to 931 Bags)	\$7.12
34478	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$14.39
			2 – 6 Pallets (98 to 294 Bags)	\$10.44
			7 – 17 Pallets (343 to 833 Bags)	\$7.67
			18 – 19 Pallets (882 to 931 Bags)	\$7.12
34479	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.41
			2 – 6 Pallets (98 to 294 Bags)	\$9.46
			7 – 17 Pallets (343 to 833 Bags)	\$6.69
			18 – 19 Pallets (882 to 931 Bags)	\$6.14
34480	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$21.63
			2 – 6 Pallets (60 to 180 Bags)	\$15.05
			7 – 17 Pallets (210 to 510 Bags)	\$10.48
			18 – 19 Pallets (540 to 570 Bags)	\$9.58
34481	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$17.53
			2 – 6 Pallets (110 to 330 Bags)	\$14.03
			7 – 17 Pallets (385 to 935 Bags)	\$11.56
			18 – 19 Pallets (990 to 1045 Bags)	\$11.07

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 5 (Cont'd) – Coshocton, Fairfield, Guernsey, Knox, Licking, Muskingum, and Perry:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34482	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$143.02
* 34483	Water Softener Rock Salt – Southern Rock			\$183.12
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34486	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$222.87
* 34487	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$222.87
34488	Water Softener Salt – Dried Solar Salt			\$253.41

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.12%	60.98%	23.77%		7.13%	100.00%

* Indicates a change in pricing for OAKS Items 34483, 34486, and 34487, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 6 – Delaware, Fayette, Franklin, Madison, Marion, Morrow, Pickaway, Union:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34515	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$10.68
			2 – 6 Pallets (98 to 294 Bags)	\$7.81
			7 – 17 Pallets (343 to 833 Bags)	\$5.64
			18 – 19 Pallets (882 to 931 Bags)	\$5.39
34516	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.67
			2 – 6 Pallets (98 to 294 Bags)	\$9.80
			7 – 17 Pallets (343 to 833 Bags)	\$7.78
			18 – 19 Pallets (882 to 931 Bags)	\$7.38
34517	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$11.92
			2 – 6 Pallets (98 to 294 Bags)	\$9.05
			7 – 17 Pallets (343 to 833 Bags)	\$7.03
			18 – 19 Pallets (882 to 931 Bags)	\$6.63
34519	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.50
			2 – 6 Pallets (98 to 294 Bags)	\$9.63
			7 – 17 Pallets (343 to 833 Bags)	\$7.61
			18 – 19 Pallets (882 to 931 Bags)	\$7.21
34523	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.26
			2 – 6 Pallets (98 to 294 Bags)	\$9.39
			7 – 17 Pallets (343 to 833 Bags)	\$7.37
			18 – 19 Pallets (882 to 931 Bags)	\$6.97
34526	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.26
			2 – 6 Pallets (98 to 294 Bags)	\$9.39
			7 – 17 Pallets (343 to 833 Bags)	\$7.37
			18 – 19 Pallets (882 to 931 Bags)	\$6.97
34528	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$11.28
			2 – 6 Pallets (98 to 294 Bags)	\$8.41
			7 – 17 Pallets (343 to 833 Bags)	\$6.39
			18 – 19 Pallets (882 to 931 Bags)	\$5.99
34530	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$18.10
			2 – 6 Pallets (60 to 180 Bags)	\$13.32
			7 – 17 Pallets (210 to 510 Bags)	\$9.99
			18 – 19 Pallets (540 to 570 Bags)	\$9.34
34531	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$15.64
			2 – 6 Pallets (110 to 330 Bags)	\$13.09
			7 – 17 Pallets (385 to 935 Bags)	\$11.29
			18 – 19 Pallets (990 to 1045 Bags)	\$10.93

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 6 (Cont'd) – Delaware, Fayette, Franklin, Madison, Marion, Morrow, Pickaway, Union:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34533	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$136.94
* 34535	Water Softener Rock Salt – Southern Rock			\$174.25
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34537	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$228.78
* 34540	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$228.78
34542	Water Softener Salt – Dried Solar Salt			\$232.73

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.30%	61.92%	22.91%		6.87%	100.00%

* Indicates a change in pricing for OAKS Items 34535, 34537, and 34540, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 7 – Auglaize, Champaign, Clark, Darke, Logan, Mercer, Miami, Montgomery, and Shelby:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34484	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$8.60
			2 – 6 Pallets (98 to 294 Bags)	\$6.78
			7 – 17 Pallets (343 to 833 Bags)	\$5.35
			18 – 19 Pallets (882 to 931 Bags)	\$5.24
34485	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$10.59
			2 – 6 Pallets (98 to 294 Bags)	\$8.77
			7 – 17 Pallets (343 to 833 Bags)	\$7.49
			18 – 19 Pallets (882 to 931 Bags)	\$7.23
34489	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$9.84
			2 – 6 Pallets (98 to 294 Bags)	\$8.02
			7 – 17 Pallets (343 to 833 Bags)	\$6.74
			18 – 19 Pallets (882 to 931 Bags)	\$6.48
34490	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$10.42
			2 – 6 Pallets (98 to 294 Bags)	\$8.60
			7 – 17 Pallets (343 to 833 Bags)	\$7.32
			18 – 19 Pallets (882 to 931 Bags)	\$7.06
34491	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$10.18
			2 – 6 Pallets (98 to 294 Bags)	\$8.36
			7 – 17 Pallets (343 to 833 Bags)	\$7.08
			18 – 19 Pallets (882 to 931 Bags)	\$6.82
34492	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$10.18
			2 – 6 Pallets (98 to 294 Bags)	\$8.36
			7 – 17 Pallets (343 to 833 Bags)	\$7.08
			18 – 19 Pallets (882 to 931 Bags)	\$6.82
34493	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$9.20
			2 – 6 Pallets (98 to 294 Bags)	\$7.38
			7 – 17 Pallets (343 to 833 Bags)	\$6.10
			18 – 19 Pallets (882 to 931 Bags)	\$5.84
34494	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$14.65
			2 – 6 Pallets (60 to 180 Bags)	\$11.62
			7 – 17 Pallets (210 to 510 Bags)	\$9.52
			18 – 19 Pallets (540 to 570 Bags)	\$9.10
34495	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$13.79
			2 – 6 Pallets (110 to 330 Bags)	\$12.17
			7 – 17 Pallets (385 to 935 Bags)	\$11.03
			18 – 19 Pallets (990 to 1045 Bags)	\$10.80

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 7 (Cont'd) – Auglaize, Champaign, Clark, Darke, Logan, Mercer, Miami, Montgomery, and Shelby:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34496	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$136.94
* 34497	Water Softener Rock Salt – Southern Rock			\$166.87
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34498	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$243.55
* 34499	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$243.55
34500	Water Softener Salt – Dried Solar Salt			\$223.87

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.29%	61.25%	23.43%		7.03%	100.00%

* Indicates a change in pricing for OAKS Items 34497, 34498, and 34499, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 8 – Butler, Clermont, Clinton, Greene, Hamilton, Preble, and Warren:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34501	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$7.62
			2 – 6 Pallets (98 to 294 Bags)	\$6.29
			7 – 17 Pallets (343 to 833 Bags)	\$5.21
			18 – 19 Pallets (882 to 931 Bags)	\$5.17
34502	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$9.61
			2 – 6 Pallets (98 to 294 Bags)	\$8.28
			7 – 17 Pallets (343 to 833 Bags)	\$7.35
			18 – 19 Pallets (882 to 931 Bags)	\$7.21
34503	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$8.86
			2 – 6 Pallets (98 to 294 Bags)	\$7.53
			7 – 17 Pallets (343 to 833 Bags)	\$6.60
			18 – 19 Pallets (882 to 931 Bags)	\$6.41
34504	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$9.44
			2 – 6 Pallets (98 to 294 Bags)	\$8.11
			7 – 17 Pallets (343 to 833 Bags)	\$7.18
			18 – 19 Pallets (882 to 931 Bags)	\$6.99
34505	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$9.20
			2 – 6 Pallets (98 to 294 Bags)	\$7.87
			7 – 17 Pallets (343 to 833 Bags)	\$6.94
			18 – 19 Pallets (882 to 931 Bags)	\$6.75
34506	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$9.20
			2 – 6 Pallets (98 to 294 Bags)	\$7.87
			7 – 17 Pallets (343 to 833 Bags)	\$6.94
			18 – 19 Pallets (882 to 931 Bags)	\$6.75
34507	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$8.22
			2 – 6 Pallets (98 to 294 Bags)	\$6.89
			7 – 17 Pallets (343 to 833 Bags)	\$5.96
			18 – 19 Pallets (882 to 931 Bags)	\$5.82
34508	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$13.03
			2 – 6 Pallets (60 to 180 Bags)	\$10.82
			7 – 17 Pallets (210 to 510 Bags)	\$9.29
			18 – 19 Pallets (540 to 570 Bags)	\$8.99
34509	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$12.91
			2 – 6 Pallets (110 to 330 Bags)	\$11.74
			7 – 17 Pallets (385 to 935 Bags)	\$10.91
			18 – 19 Pallets (990 to 1045 Bags)	\$10.74

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 8 (Cont'd) - Butler, Clermont, Clinton, Greene, Hamilton, Preble, and Warren:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34510	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$119.10
* 34511	Water Softener Rock Salt – Southern Rock			\$141.75
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34512	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$249.46
* 34513	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$249.46
34514	Water Softener Salt – Dried Solar Salt			\$235.69

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
9.65%	64.18%	20.13%		6.04%	100.00%

* Indicates a change in pricing for OAKS Items 34511, 34512, and 34513, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 9 – Adams, Brown, Highland, Jackson, Lawrence, Pike, Ross, and Scioto:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34518	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$12.39
			2 – 6 Pallets (98 to 294 Bags)	\$8.65
			7 – 17 Pallets (343 to 833 Bags)	\$5.88
			18 – 19 Pallets (882 to 931 Bags)	\$5.51
34520	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.28
			2 – 6 Pallets (98 to 294 Bags)	\$10.64
			7 – 17 Pallets (343 to 833 Bags)	\$8.02
			18 – 19 Pallets (882 to 931 Bags)	\$7.50
34521	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$13.63
			2 – 6 Pallets (98 to 294 Bags)	\$9.89
			7 – 17 Pallets (343 to 833 Bags)	\$7.27
			18 – 19 Pallets (882 to 931 Bags)	\$6.75
34522	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.21
			2 – 6 Pallets (98 to 294 Bags)	\$10.47
			7 – 17 Pallets (343 to 833 Bags)	\$7.85
			18 – 19 Pallets (882 to 931 Bags)	\$7.33
34524	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.97
			2 – 6 Pallets (98 to 294 Bags)	\$10.23
			7 – 17 Pallets (343 to 833 Bags)	\$7.61
			18 – 19 Pallets (882 to 931 Bags)	\$7.09
34525	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$13.97
			2 – 6 Pallets (98 to 294 Bags)	\$10.23
			7 – 17 Pallets (343 to 833 Bags)	\$7.61
			18 – 19 Pallets (882 to 931 Bags)	\$7.09
34527	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$12.99
			2 – 6 Pallets (98 to 294 Bags)	\$9.25
			7 – 17 Pallets (343 to 833 Bags)	\$6.63
			18 – 19 Pallets (882 to 931 Bags)	\$6.11
34529	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$20.92
			2 – 6 Pallets (60 to 180 Bags)	\$14.71
			7 – 17 Pallets (210 to 510 Bags)	\$10.39
			18 – 19 Pallets (540 to 570 Bags)	\$9.53
34532	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$17.16
			2 – 6 Pallets (110 to 330 Bags)	\$13.84
			7 – 17 Pallets (385 to 935 Bags)	\$11.59
			18 – 19 Pallets (990 to 1045 Bags)	\$11.04

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 9 (Cont'd) – Adams, Brown, Highland, Jackson, Lawrence, Pike, Ross, and Scioto:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34534	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$127.36
* 34536	Water Softener Rock Salt – Southern Rock			\$168.35
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34538	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$246.50
* 34539	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$246.50
34541	Water Softener Salt – Dried Solar Salt			\$262.28

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.92%	60.09%	23.84%		7.15%	100.00%

* Indicates a change in pricing for OAKS Items 34536, 34538, and 34539, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 10 – Athens, Gallia, Hocking, Meigs, Monroe, Morgan, Noble, Vinton, and Washington:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34543	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$14.52
			2 – 6 Pallets (98 to 294 Bags)	\$9.71
			7 – 17 Pallets (343 to 833 Bags)	\$6.18
			18 – 19 Pallets (882 to 931 Bags)	\$5.66
34544	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$16.51
			2 – 6 Pallets (98 to 294 Bags)	\$11.70
			7 – 17 Pallets (343 to 833 Bags)	\$8.32
			18 – 19 Pallets (882 to 931 Bags)	\$7.65
34545	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$15.76
			2 – 6 Pallets (98 to 294 Bags)	\$10.95
			7 – 17 Pallets (343 to 833 Bags)	\$7.57
			18 – 19 Pallets (882 to 931 Bags)	\$6.90
34546	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$16.34
			2 – 6 Pallets (98 to 294 Bags)	\$11.53
			7 – 17 Pallets (343 to 833 Bags)	\$8.15
			18 – 19 Pallets (882 to 931 Bags)	\$7.48
34547	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$16.10
			2 – 6 Pallets (98 to 294 Bags)	\$11.29
			7 – 17 Pallets (343 to 833 Bags)	\$7.91
			18 – 19 Pallets (882 to 931 Bags)	\$7.24
34548	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$16.10
			2 – 6 Pallets (98 to 294 Bags)	\$11.29
			7 – 17 Pallets (343 to 833 Bags)	\$7.91
			18 – 19 Pallets (882 to 931 Bags)	\$7.24
34549	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$15.12
			2 – 6 Pallets (98 to 294 Bags)	\$10.31
			7 – 17 Pallets (343 to 833 Bags)	\$6.93
			18 – 19 Pallets (882 to 931 Bags)	\$6.26
34550	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$24.45
			2 – 6 Pallets (60 to 180 Bags)	\$16.44
			7 – 17 Pallets (210 to 510 Bags)	\$10.88
			18 – 19 Pallets (540 to 570 Bags)	\$9.78
34551	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$19.05
			2 – 6 Pallets (110 to 330 Bags)	\$14.78
			7 – 17 Pallets (385 to 935 Bags)	\$11.77
			18 – 19 Pallets (990 to 1045 Bags)	\$11.17

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 10 (Cont'd) – Athens, Gallia, Hocking, Meigs, Monroe, Morgan, Noble, Vinton, and Washington:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34552	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$143.02
* 34553	Water Softener Rock Salt – Southern Rock			\$194.94
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34554	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$240.60
* 34555	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$240.60
34556	Water Softener Salt – Dried Solar Salt			\$259.32

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
7.17%	57.94%	26.84%		8.05%	100.00%

* Indicates a change in pricing for OAKS Items 34553, 34554, and 34555, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 11 – Belmont, Carroll, Columbiana, Harrison, Holmes, Jefferson, and Tuscarawas:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34557	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$15.80
			2 – 6 Pallets (98 to 294 Bags)	\$10.34
			7 – 17 Pallets (343 to 833 Bags)	\$6.36
			18 – 19 Pallets (882 to 931 Bags)	\$5.75
34558	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.79
			2 – 6 Pallets (98 to 294 Bags)	\$12.33
			7 – 17 Pallets (343 to 833 Bags)	\$8.50
			18 – 19 Pallets (882 to 931 Bags)	\$7.74
34559	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.04
			2 – 6 Pallets (98 to 294 Bags)	\$11.58
			7 – 17 Pallets (343 to 833 Bags)	\$7.75
			18 – 19 Pallets (882 to 931 Bags)	\$6.99
34560	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.62
			2 – 6 Pallets (98 to 294 Bags)	\$12.16
			7 – 17 Pallets (343 to 833 Bags)	\$8.33
			18 – 19 Pallets (882 to 931 Bags)	\$7.57
34562	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$17.38
			2 – 6 Pallets (98 to 294 Bags)	\$11.92
			7 – 17 Pallets (343 to 833 Bags)	\$8.09
			18 – 19 Pallets (882 to 931 Bags)	\$7.33
34563	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$17.38
			2 – 6 Pallets (98 to 294 Bags)	\$11.92
			7 – 17 Pallets (343 to 833 Bags)	\$8.09
			18 – 19 Pallets (882 to 931 Bags)	\$7.33
34564	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$16.40
			2 – 6 Pallets (98 to 294 Bags)	\$10.94
			7 – 17 Pallets (343 to 833 Bags)	\$7.11
			18 – 19 Pallets (882 to 931 Bags)	\$6.35
34565	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$26.56
			2 – 6 Pallets (60 to 180 Bags)	\$17.48
			7 – 17 Pallets (210 to 510 Bags)	\$11.17
			18 – 19 Pallets (540 to 570 Bags)	\$9.92
34566	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$20.18
			2 – 6 Pallets (110 to 330 Bags)	\$15.34
			7 – 17 Pallets (385 to 935 Bags)	\$11.93
			18 – 19 Pallets (990 to 1045 Bags)	\$11.25

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 11 (Cont'd) - Belmont, Carroll, Columbiana, Harrison, Holmes, Jefferson, and Tuscarawas:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34567	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$144.29
* 34568	Water Softener Rock Salt – Southern Rock			\$205.28
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34569	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$208.10
* 34570	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$208.10
34571	Water Softener Salt – Dried Solar Salt			\$280.00

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
7.91%	60.19%	24.54%		7.36%	100.00%

* Indicates a change in pricing for OAKS Items 34568, 34569, and 34570, effective with all orders issued on or after 01/01/21

PRICE SCHEDULE (Cont'd)

District 12 – Cuyahoga, Geauga, and Lake:

Item ID No.	Description	Required Packing	UOM	Price Per Bag
34572	Ice Removal Rock Salt	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$15.80
			2 – 6 Pallets (98 to 294 Bags)	\$10.34
			7 – 17 Pallets (343 to 833 Bags)	\$6.36
			18 – 19 Pallets (882 to 931 Bags)	\$5.75
34573	Water Softener Rock Salt – Southern Rock	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.79
			2 – 6 Pallets (98 to 294 Bags)	\$12.33
			7 – 17 Pallets (343 to 833 Bags)	\$8.50
			18 – 19 Pallets (882 to 931 Bags)	\$7.74
34574	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.04
			2 – 6 Pallets (98 to 294 Bags)	\$11.58
			7 – 17 Pallets (343 to 833 Bags)	\$7.75
			18 – 19 Pallets (882 to 931 Bags)	\$6.99
34575	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets	50lb Bags	Bags	
			1 Pallet (49 Bags)	\$17.62
			2 – 6 Pallets (98 to 294 Bags)	\$12.16
			7 – 17 Pallets (343 to 833 Bags)	\$8.33
			18 – 19 Pallets (882 to 931 Bags)	\$7.57
34576	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$17.38
			2 – 6 Pallets (98 to 294 Bags)	\$11.92
			7 – 17 Pallets (343 to 833 Bags)	\$8.09
			18 – 19 Pallets (882 to 931 Bags)	\$7.33
34577	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$17.38
			2 – 6 Pallets (98 to 294 Bags)	\$11.92
			7 – 17 Pallets (343 to 833 Bags)	\$8.09
			18 – 19 Pallets (882 to 931 Bags)	\$7.33
34579	Water Softener Salt – Dried Solar Salt	50lb Bags	Bag	
			1 Pallet (49 Bags)	\$16.40
			2 – 6 Pallets (98 to 294 Bags)	\$10.94
			7 – 17 Pallets (343 to 833 Bags)	\$7.11
			18 – 19 Pallets (882 to 931 Bags)	\$6.35
34580	Water Softener Salt – Dried Solar Salt	80lb Bags	Bag	
			1 Pallet (30 Bags)	\$26.56
			2 – 6 Pallets (60 to 180 Bags)	\$17.48
			7 – 17 Pallets (210 to 510 Bags)	\$11.17
			18 – 19 Pallets (540 to 570 Bags)	\$9.92
34581	Ice Melt Compound	50lb Bags	Bag	
			1 Pallet (55 Bags)	\$20.18
			2 – 6 Pallets (110 to 330 Bags)	\$15.34
			7 – 17 Pallets (385 to 935 Bags)	\$11.93
			18 – 19 Pallets (990 to 1045 Bags)	\$11.25

* Indicates a change in pricing, effective with all orders issued on or after 01/01/21

BID PRICE SCHEDULE (Cont'd)

District 12 (Cont'd) - Cuyahoga, Geauga, and Lake:

Item ID No.	Description	Required Packing	UOM	Price Per Ton
34583	Ice Removal Rock Salt	Bulk	Tons (22 Ton Minimum Order)	\$136.94
* 34584	Water Softener Rock Salt – Southern Rock			\$205.28
NA	Water Softener Salt – Compressed Evaporated Crystals – Cube or Pellets			No Award
NA	Water Softener Salt – Compressed Evaporated Crystals with Rust Removal – Cube or pellets			No Award
* 34585	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda			\$196.28
* 34586	Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda			\$196.28
34621	Water Softener Salt – Dried Solar Salt			\$250.00

Item ID No.	Description	UOM	Price Per Pound
NA	Rust Removable Additive Water Softening Salt Compressed Evaporated	LB	No Award

Cost Allocation: In order to qualify for consideration of any price increases during the life of this contract the Bidder must include the items below. In the spaces below Bidders are required to provide their cost allocation of items indicated. (Shall be shown as percentage of cost allocated to these items). Failure to provide pricing allocation for items indicated may result in the Bidder being deemed as non-responsive and the Bid response may be disqualified with no further consideration given for potential awarding of the contract.

% Wage / Benefits	% Raw Materials	% Freight	% Other	% Fuel	Total
8.06%	63.99%	21.50%		6.45%	100.00%

* Indicates a change in pricing for OAKS Items 34584, 34585, and 34586, effective with all orders issued on or after 01/01/21

*

CONTRACTOR'S INDEX

CONTRACTOR AND TERMS:

CONTRACT NO.: RS903218-1



0000049357
Robinson Salt Supply
1202 Pine Knoll Court
Miamisburg, OH 45342

DELIVERY: 7 Days ARO

TERMS: Net 30 Days

CONTRACTOR'S CONTACT: Teri Philhower

Telephone: (937) 866-7272
Toll Free: (800) 898-7258
Fax: (937) 866-3071
E-mail: teri@robinsonsaltsupply.com

Preferred Method of Receiving Purchase Orders:

Fax: (937) 866-3071

SUPPLEMENT 1
DISTRICT MAP ILLUSTRATION



* Indicates repagination

SUMMARY OF AMENDMENTS

Amendment Number	Effective Date	Description
6	07/01/21	This amendment is issued to notify that as a result of mutual agreement between the State of Ohio and the Contractor, this contract is renewed for an additional twenty-four (24) months, effective 07/01/21 through 06/30/23. All other prices, terms and conditions remain unchanged.
5	01/01/21	This amendment is issued to notify of a change in pricing in all districts for various bagged and bulk Water Softener Rock Salt and Water Softener Salt, effective with all orders issued on or after 01/01/21.
4	01/16/20	This amendment is issued to notify of a change in pricing in all districts for Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener with Yellow Prussiate of Soda and Water Softener Salt – Vacuum Evaporated Crystals – granulated water softener without Yellow Prussiate of Soda, effective with all orders issued on or after 01/16/20.
3	08/27/19	This amendment is issued to notify of a change in pricing in all districts for bagged items, for bulk Ice Removal Rock Salt, and for bulk Water Softener Rock Salt – Southern Rock, effective with all orders issued on or after 08/27/19. This amendment is also issued to update the Table of Contents page on page 2. In addition, this amendment is issued to change the header on the price columns, the number of bags per pallet in each tier, and the cost allocation percentages in all districts.
2	12/10/18	This amendment is issued to correct the minimum order amount for the bulk products.
1	08/31/18	This amendment is issued to correct the page numbers on Page 3 for the district price schedules and to notify of a price increase for bulk Ice Removal Rock Salt in Districts 1 through 12, effective with all orders issued on or after 08/31/18. This amendment is also issued to add a Summary of Amendments page to the contract.