

CITY OF MANASSAS PARK

City Hall • One Park Center Court • Manassas Park, Virginia 20111-2395
(703) 335-8800 • Fax (703) 335-0053
www.cityofmanassaspark.us

Mayor:
Frank Jones

Vice Mayor:
Bryan E. Polk

Interim City Manager:
Dean Crowhurst

Council Members:
Michael R. Bunner
Fran D. Kassinger
Keith D. Miller
Suhas Naddoni
Bill Treuting

November 6, 2010

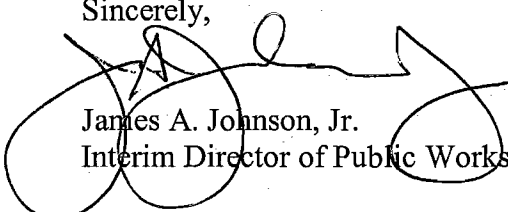
Mr. Dean Crowhurst
Interim City Manager
One Park Center Court
Manassas Park, VA 20111

Re: Deicing Salt

Dear Dean:

Attached are quotes from Cargill Deicing Technology and International Salt Company for deicing salt. Staff has estimated that to fill the balance of the salt shed it will require approximately 150 tons. The lowest price quote from Cargill is \$86.25 per ton delivered. It is my recommendation to order deicing salt from Cargill at a cost of \$12,937.50 to be prepared for inclement weather. Spreaders and plows have been inspected and repaired as needed. I have attached the quotations from each vendor for your review.

Sincerely,


James A. Johnson, Jr.
Interim Director of Public Works

PWD\Crowhurst-ltr



Deicing Technology
 24950 Country Club Blvd, Suite 450
 North Olmsted, OH 44070
 Phone: 440-716-4774, Fax: 952-404-6283

Tuesday, October 12, 2010

Customer Number: 60029494

MANASSAS PARK, CITY OF
 J. R. ADCKOCK
 1 PARK CENTER COURT
 MANASSAS PARK, VA 20111

Cargill Inc. is pleased to submit the following quote for your DEICING SALT needs for the 2010/2011 season.

Price Basis

Terminal: 522134 - Baltimore MD
 Product: N997 - Bulk deicing salt
 MDU: Delivered 86.25 per ton
 2010/2011 Estimated Tons: 250

PLEASE SIGN AND RETURN THIS QUOTE LETTER TO MY ATTENTION WITH IN 21 DAYS FROM DATE OF LETTER. WE CANNOT UPDATE YOUR ACCOUNT FOR THIS YEAR WITHOUT THE SIGNED QUOTE LETTER.

THIS QUOTE DOES NOT CONSTITUTE AN ORDER! To place an order or if you have any questions, concerning your account, please feel free to contact our Customer Service Department at 1-800-600-7258.

*Delivered products will ship in standard truckloads. **Pickup products will be made in minimum 10-ton loads.

You must wait 24 hrs after order date to pick up product. Pickup orders with inactivity of more than 30 days may be cancelled.

TERMS AND CONDITIONS

Your payment terms are Net 30. Provided this price quote letter is signed and returned within 21 days from the date above. Cargill agrees to hold the pricing firm from October 12, 2010 through April 30, 2011. However, if you are awarded products under a governmental bid or contract, then the pricing in this quote letter shall be null and void and you shall be required to follow the terms of the governmental contract. The tonnage figure is an estimate only AND IS SUBJECT TO AVAILABILITY. Cargill has the right to terminate this quote letter at anytime if Cargill runs out of product due to commitments to government customers. Either party in regard to estimated tonnages assumes no obligation. This quotation assumes normal operating conditions at Cargill's terminals and production facilities. Cargill reserves the right to decline orders/shipments for any reasons relating to conditions at the terminals/production facilities, weather conditions, or any other reason that may affect Cargill's ability to accept orders. Estimated delivery time is **three to five days after release of an order**. This quote assumes that product will be delivered from or picked up at the terminal set forth above. Sourcing of products from another Cargill facility is subject to availability and additional fees that may be applied to your account. Cargill's sale of product is expressly conditional upon Customer's acceptance of the attached terms and conditions. Any terms which may exist on the Customer's standard purchase order (or similar forms) and which alter or are inconsistent with the terms and conditions will be of no legal force or effect and will not govern the transaction contemplated by this letter.

Thank you for the opportunity to be of service. We are looking forward to supplying your salt needs.

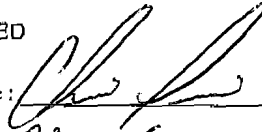
Cargill Inc. - Deicing Technology Business Unit

Annette Cillian

Annette Cillian

Sales Account Manager

ACCEPTED

Signature: 

Name: Chris Simmons

Title: Public Works Superintendent

Email Address: C.Simmons@manassasparkva.gov

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24950 Country Club Blvd., Suite 450
North Olmsted, OH. 44070
Annette Cillian - Sales Account Mgr
Phone: 800/600-7258 x 4774
Fax: 952-404-6283

ClearLane® enhanced deicer



Check here and return with your signed quote letter if you would like a quote.

ClearLane® enhanced deicer - is bulk deicing salt blended with a mixture of liquid magnesium chloride and a patented corrosion inhibitor. This treatment helps eliminate scatter and allows for more effective melting per application.

When considering ClearLane® enhanced deicer, one must consider:

- **Cost savings:**
 - Less scatter = less cost; tests show that 71% stays within 18" of where it is spread vs 47% of regular rock salt.
 - Current customers find they need 20-40% less product to do the same job as regular rock salt at a cost of approx 15-20% over rock salt.
 - No need for buying pumps/nozzles/sprayers.
- **Ease of handling:**
 - Does not clump over time. No additional equipment needed.
 - Clearlane® should be kept in covered storage.
 - Pre-mixed product eliminates the need for additional labor to mix product and provides an evenly blended finished product.
- **Deicing effectiveness:**
 - Melts down to a lower temperature than regular rock salt.
- **Corrosiveness to equipment:**
 - Tests show that **ClearLane® enhanced deicer** is 67% less corrosive than regular rock salt, helping to extend the life of your equipment.
- **Residual Effect:**
 - More time between reapplications, which reduces total cost (gas, labor hours, equipment and maintenance costs).
 - Magnesium Chloride remains on the road helping to prevent a bond from forming between the road and new falling precipitation.
- **Less impact on watersheds:**
 - B.O.D is less than 300 ppm; typical agricultural by-products can be as much as 5,000 ppm.
 - ClearLane® enhanced deicer contains less than 0.5 ppm phosphorus; agricultural based performance enhancers can be as much as 8 ppm.
- **Visually appealing:**
 - Green color makes it easy to see when spreading.



INTERNATIONAL SALT
an SPL company

December 7, 2010

Manassas Park Virginia
Attention: Laura
1 Park Center Court
Manassas Park, VA 20111

Dear Ladies and Gentlemen:

We are pleased to submit the following quotation:

SODIUM CHLORIDE – ROAD SALT
250 Tons

Sodium Chloride - Delivery Price: \$88.66/T
Minimum truckload is 24 tons

Sodium Chloride – Pick-Up Price: \$88.00/T
Minimum truckload is 20 tons
Stockpile: Baltimore, MD

Bulk rock salt will be treated with an anti-caking agent.

Our delivered price applies F.O.B. your storage area with all transportation charges prepaid.

We will protect our quoted prices prior to and including 6/30/11 provided our quotation is accepted within 60 days.

Thank you for the opportunity to submit our quotation.

Best regards,

Daniel P. Thompson
Chief Executive Officer


DPT/rmay

Certified Resolution

I, the undersigned, Secretary of International Salt Company, LLC a Limited Liability Company duly organized and existing under the laws of the State of Delaware and having its principal place of business in Clarks Summit, Pennsylvania, hereby certify that the following is a true copy of certain resolution duly adopted by the Board of Directors of said Company in accordance with the Operating Agreement of the Company, and recorded in the minutes on June 1, 2010 and not subsequently rescinded or modified:

Resolved, that the Chief Executive Officer, Chief Financial Officer, Vice-Presidents and Directors, of this Company or any of them, be and they herby authorized to execute on behalf of this Company all documents required for or incident to this Company's offer to sell to States, Commonwealths, Municipalities and Governmental Entities, salt for ice control purposes, the foregoing authority to continue until and unless specifically modified or withdrawn by the Board of Directors of this Company.

IN WITNESS WHEREOF, I have hereunto subscribed my name and the Seal of said Company this 7th day of December, 2010.


Michael J. Kenenhan,
CFO and Secretary