

**BID TABULATION
ROAD SALT - 2012/13**

	Cargill Salt	Morton Salt	N American Salt	Central Salt	Detroit Salt	Industrial Systems	Rock Salt USA
FOB Racine County	\$60.35	\$60.95	\$63.42	No Bid	No Bid	No Bid	No Bid
Truckload size	25 tons	20 tons	25 tons				
Stockpile Location	Milwaukee	Milwaukee	Milwaukee				
<u>Delivery</u>							
Minimum Order	25 tons	20 tons	25 tons				
Timing	3-5 business days	1-5 days ARO	3-7 days ARO				
Tonage available per shipping point	69,000	130,000	500,000				
Daily trucking capacity available	1,000 tons/day	3,000 tons/day	10,000 tons/day				
<u>Product Data Specifications</u>							
Chemical Analysis Compliant?	yes	yes	yes				
Composition Minimum Compliant?	yes	yes	yes				
Sieve Analysis Compliant ?	yes	# 8 Avg. 32 (Bid spec. 10 - 20)	# 8 Avg. 34.5 (Bid spec. 10 - 20)				
			#30 Avg. 9.1 (Bid spec. 0 - 15)				
<u>Contract Terms</u>							
Discount	0	0	0				
Days	0	0	0				
Net	30 days	30 days	30 days				