

CONTACT INFORMATION FOR:

Website:

Company Name	Compass Minerals America Inc.
Doing Business as (if applicable)	
Contact Person for Solicitation Response	Monica Lloyd
Phone	800-323-1641
Email	lloydm@compassminerals.com
Address For Purchase Orders-Number & Street-Post Office Box (some companies have ordering addresses that are are different than the payment address)	9900 West 109 th STREET OVERLAND PARK, KS 66210
City, State, Zip	OVERLAND PARK, KS 66210
Contact Person for Contract/Ordering/Price Information	Monica LLOYD
Phone	800-323-1641
Fax	(913) 338-7945
Email	lloydm@compassminerals.com
Secondary Contact for Contract/Ordering	Lisa MOYNIHAN
Phone	800-323-1641
Fax	(913) 338-7945
Email	moynihanl@compassminerals.com
Address For Payment-Number & Street-Post Office Box (some companies have a different Payment/remittance address than the ordering address)	PO Box 277043
City, State, Zip	Atlanta, GA 30384-7043
Contact Person/Department for payment	BOB FORD
Phone	(913) 344-9190
Fax	N/A
Email	fordb@compassminerals.com
Payment Discount (i.e. 15 days)	Net 30 days N/A - (MC) No early pay discount
Supplier will be responsible for notifying the contracting officer when the contact information changes for ordering and payment.	Notes: (Special ordering instructions-please attach any special instructions on a separate sheet)



August 24, 2015

Amendment Letter

Joyce Leivas
Office of Management & Enterprise Services
Will Rogers Building
2401 Lincoln Blvd, Ste 116
Oklahoma City, OK 73105
RE: RFP #SW615

Dear Joyce:

Compass Minerals International (CMP) appreciates the opportunity to submit a rock salt bid to the State of Oklahoma for the 2015/2016 season. In an effort to assist us in better servicing your needs, we require the State to accept the following amendments to the current bid documents:

- 1) Offer is binding for fifteen (15) days after the bid opening date. CMP will withdraw the offer on 9/11/15.
- 2) CMP will not accept a secondary or back-up award.
- 3) The State agrees to purchase 100% of the barge quantities awarded to CMP. CMP agrees to provide up to 100% of the awarded barge quantities.
- 4) CMP is offering the State of Oklahoma a maximum amount of 30,000 tons delivered barge direct to the Port of Catoosa at a price of \$64.89 per ton. Barge loading schedule to be mutually agreed upon at a later date. A potential schedule may include loading one barge (or more, if available) per week beginning the week of 10/19.
- 5) Barge unloading, handling and trucking and all expenses incurred must be contracted and handled by the State.
- 6) The State agrees to unload barges within 3 calendar days of constructive placement. The State will incur a \$250 per barge per day demurrage fee after 3 calendar days.
- 7) CMP is not responsible for barge delays. (See Appendix for further detail.)
- 8) Contract expires on May 31, 2016.

CMP will invoice the State of Oklahoma on barge draft weight at our Cote Blanche, LA mine at the time of loading. Terms are net 30.

Should you have questions please do not hesitate to call me on my direct line at (913) 344-9360.

Sincerely,

A handwritten signature in black ink, appearing to read "Jon Schnieders".

Jon Schnieders
VP Sales, Bulk Highway Deicing

APPENDIX

Potential River System Issues that could affect barge deliveries in the upcoming 15/16 season

There are some river issues that Compass Minerals feels will affect barge deliveries throughout the upcoming 2015/2016 season.

The Arkansas River was closed the majority of the time between the end of May and early July due to flooding. At that time, there were still approximately 20 barges backlogged at Rosedale (the switch point from the Lower Miss to Arkansas River) awaiting tows on the AR River.

There is currently a lock closure at Montgomery Point Lock (MM 0.5 AR which is right at the beginning of the river) scheduled for repairs from 9/7 through 10/14 (at which point the river will be closed assuming the water below the lock stays above a certain level). As a result, it is possible – even likely – that the upcoming Montgomery Lock closure could result in a full river closure for 14-16 days, beginning on 9/23/15.

Normal transit time from our Cote Blanche, LA mine to the Port of Catoosa is around 21 to 25 days, but that estimate will likely increase due to the Rosedale and the Bayou Sorrel Lock closure delays (Bayou Sorrel closure is going to affect all barges shipping from the mine between now and mid-October). Many barges loaded prior to 8/24 were held up in anticipation of the Montgomery Point Lock closure.

As a result, the situation is subject to change and will likely remain uncertain.



CONTRACT

State of Oklahoma

Dispatch via Print

Supplier 0000268208
 NORTH AMERICAN SALT COMPANY
 9900 W 109TH ST STE 600
 OVERLAND PARK KS 66210-1436
 USA

Contract ID 0000000000000000000004152		Page 1 of 1	
Contract Dates 09/03/2015 to 09/02/2016	Currency USD	Rate Type CRRNT	Rate Date PO Date
Description: SW10615 Road Salt		Contract Maximum 0.00	
TYPE: STATEWIDE			

Tax Exempt? Y Tax Exempt ID:736017987

Contract Lines:

Line #	Cat CD / Item ID / Item Desc	UOM	Minimum Order Qty	Amt	Maximum / Open Qty	Amt
1	46161506 / DIVISION 8 - Catoosa - Port - ODOT Stockpile at the Port of Catoosa Stockpile at the Port of Catoosa.	NS	1.00	0.00	0.00	0.00

Agency is to add any fuel price adjustment (surcharge) to the line item amount. (Reference B.18 Fuel Price Adjustment of the original solicitation. Also reference Section B.21 PAYMENT of the original solicitation, B.21.2 "Any credits or debits for fuel surcharges, late deliveries, etc., must be detailed and clearly shown on the invoice as a credit or debit, whichever is applicable, as a separate line item."

Contract Base Pricing 64.89000 NS 0001

COMMENTS:

Final = The price is final after adjustments
 Hard = Apply adjustments regardless of other adjustments
 Skip = Skip adjustments if any other adjustments have been applied

Authorized Signature 