ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
SUITE 500
2100 CLARENDON BOULEVARD
ARLINGTON, VIRGINIA 22201

NOTICE OF AWARD OF CONTRACT

TO:                      DATE ISSUED:         December 16, 2010
                        CURRENT REFERENCE NO: 470-10
                        CONTRACT TITLE:       ROAD SALT
                        PRIOR REFERENCE NO:   469-09

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms, conditions, and specifications of MONTGOMERY
COUNTY CONTRACT NO. 1001388, as amended, incorporated herein by reference.

CONTRACT EXPIRATION DATE IS NOVEMBER 30, 2011.

ATTACHMENT:

MONTGOMERY COUNTY AWARD SHEET

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT
AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: Jason Archamabault                      VENDOR TEL. NO.: 978-251-8553
EMAIL ADDRESS: jarchambault@eastersalt.com               VENDOR FAX. NO.: 570-586-6463
VENDOR PAYMENT TERMS: NET 30 DAYS

COUNTY CONTACT: CHRIS WHITE                              COUNTY TEL. NO.: 703-228-6464

CONTRACT AUTHORIZATION                                      DISTRIBUTION

 extincte Gonzalez                                          BID FOLDER: 1
Procurement Officer                                         DATE: 12/16/10
November 1, 2010

VIA FAXSIMILE
Eastern Salt Company, Inc.
Attn: Shelagh E. Mahoney, President
134 Middle Street, Suite 210
Lowell, MA 01852

RE: IFB #1001388 – Cooperative Purchase of Road Deicing Salt

Dear Mr. Mahoney:

Please certify below that, based on your unit prices, the extended calculated amounts in the following table are correct and return this signed certification letter by fax at your earliest convenience.

<table>
<thead>
<tr>
<th>Zone</th>
<th>Item</th>
<th>Description</th>
<th>EAQ* (in tons)</th>
<th>Unit Price</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>002</td>
<td>A</td>
<td>Rock Salt – 10 Ton Min. Pick-Up (FOB From Plant)</td>
<td>1,000</td>
<td>$55.00/ton</td>
<td>$55,000</td>
</tr>
</tbody>
</table>

Location of Plant (for pick-up only):

<table>
<thead>
<tr>
<th>Zone</th>
<th>Item</th>
<th>Description</th>
<th>EAQ* (in tons)</th>
<th>Unit Price</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>002</td>
<td>B</td>
<td>Rock Salt – Delivered to Locations as Specified on Page 14</td>
<td>18,953</td>
<td>$55.00/ton</td>
<td>$1,042,415</td>
</tr>
</tbody>
</table>

Total Aggregate Price (Extended Price A+B) For Zone 002 $1,097,415

Should you have any questions, please contact me at (240) 777-9934.

Sincerely,

Javier Torres
Procurement Specialist

I, Shelagh E. Mahoney, certify that the Extended Prices and Total Aggregate Price for Zone 002 in the above table are correct.

Signature: Shelagh E. Mahoney
Date: November 1, 2010

Office of Procurement
255 Rockville Pike, Suite 180 • Rockville, Maryland 20850 • 240-777-9900 • 240-777-9956 TTY • 240-777-9952 FAX
www.montgomerycountymd.gov
The Montgomery County contract(s) will be awarded by ZONE to the two lowest responsive bids (Primary and Secondary) submitted by responsible bidders as determined by the Director, Department of General Services. If there are any discrepancies in the arithmetic calculations, the unit price will prevail and the County reserves the right to recalculate the extended price and the total aggregate price.

*Note: EAQ = Estimated Annual Quantity

<table>
<thead>
<tr>
<th>Zone</th>
<th>Item</th>
<th>Description</th>
<th>EAQ* (in tons)</th>
<th>Unit Price</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>001</td>
<td>A</td>
<td>Rock Salt – 10 Ton Min. Pick-Up (FOB From Plant)</td>
<td>1,000</td>
<td>$55.00/ton</td>
<td>$55,000.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Location of Plant (for pick-up only):</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>001</td>
<td>B</td>
<td>Rock Salt – Delivered to Locations as Specified on Page 12</td>
<td>95,945</td>
<td>$55.00/ton</td>
<td>$5,276,975.00</td>
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</tbody>
</table>

Total Aggregate Price (Extended Price A+B) For Zone 001 $5,331,975.00

<table>
<thead>
<tr>
<th>Zone</th>
<th>Item</th>
<th>Description</th>
<th>EAQ* (in tons)</th>
<th>Unit Price</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>002</td>
<td>A</td>
<td>Rock Salt – 10 Ton Min. Pick-Up (FOB From Plant)</td>
<td>1,000</td>
<td>$55.00/ton</td>
<td>$67,500.00</td>
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<tr>
<td></td>
<td></td>
<td>Location of Plant (for pick-up only):</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>002</td>
<td>B</td>
<td>Rock Salt – Delivered to Locations as Specified on Page 14</td>
<td>18,953</td>
<td>$55.00/ton</td>
<td>$1,279,327.50</td>
</tr>
</tbody>
</table>

Total Aggregate Price (Extended Price A+B) For Zone 002 $1,346,827.50

<table>
<thead>
<tr>
<th>Zone</th>
<th>Item</th>
<th>Description</th>
<th>EAQ* (in tons)</th>
<th>Unit Price</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>003</td>
<td>A</td>
<td>Rock Salt – 10 Ton Min. Pick-Up (FOB From Plant)</td>
<td>1,000</td>
<td>$69.50/ton</td>
<td>$69,500.00</td>
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<tr>
<td></td>
<td></td>
<td>Location of Plant (for pick-up only):</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>003</td>
<td>B</td>
<td>Rock Salt – Delivered to Locations as Specified on Page 15</td>
<td>25,500</td>
<td>$69.50/ton</td>
<td>$1,772,250.00</td>
</tr>
</tbody>
</table>

Total Aggregate Price (Extended Price A+B) For Zone 003 $1,841,750.00

Contact Person for Questions Concerning Your Bid: Jason Archambault Phone # 978-251-8553 Fax # 978-251-8264
Contact person to handle any problems with delivery, etc.:

NAME: Jason Archambault
TELEPHONE #: 978-251-8553
FAX#: 978-251-8244

ADDRESS: 134 Middle Street
Lowell, MA 01852

If you will be using a subcontractor to perform any of the work listed herein, please list below the firm’s name and the portion of the work that will be provided by the subcontractor:

PORTION OF WORK: Hauling

NAME: C Jones Trucking

ADDRESS: P.O. Box 263
Joppa, MD 21085
MINORITY, FEMALE, DISABLED PERSON SUBCONTRACTOR
PERFORMANCE PLAN

Contractors
Name: Eastern Salt Co., Inc.
Address: 134 Middle Street
City: Lowell State: MA Zip: 01852
Phone Number: 978-251-8553 Fax Number: 978-251-8244 Email: jarchambault@easternsalt.com

CONTRACT NUMBER/PROJECT DESCRIPTION: 1001388 Bulk Road Salt

A. Individual assigned by Contractor to ensure Contractor's compliance with MFD Subcontractor Performance Plan:
Name: Jason Archambault
Title: Sales Representative
Address: 134 Middle Street
City: Lowell State: MA Zip: 01852
Phone Number: 978-251-833 Fax Number: 978-251-8244 Email: jarchambault@easternsalt.com

B. This Plan covers the life of the contract from contract execution through the final contract expiration date.

C. The percentage of total contract dollars, including modifications and renewals, to be paid to all certified minority owned business subcontractors, is ______% of the total dollars awarded to Contractor.

D. Each of the following certified minority owned businesses will be paid the percentage of total contract dollars indicated below as a subcontractor under the contract.

I hereby certify that the business(es) listed below are certified by one of the following: Maryland Department of Transportation (MDOT); Virginia Small, Woman and Minority Owned Business (SWAM); Federal SBA (8A); MD/DC Minority Supplier Development Council (MSDC); Women's Business Enterprise National Council (WBENC); or City of Baltimore. A Certification Letter must be attached. For assistance, call 240-777-9912.

51. Certified by: MDOT
Subcontractor Name: CR-Trucking Gate Place
Title: Owner
Address: 4237 Chapel Gate Place
City: Belcamp State: MD Zip: 21017
Phone Number: 410-297-8989 Fax Number: None Email: None
CONTACT PERSON: Carla Bates

Circle MFD Type:
( ) AFRICAN AMERICAN ( ) ASIAN AMERICAN ( ) DISABLED PERSON
( ) FEMALE ( ) HISPANIC AMERICAN ( ) NATIVE AMERICAN

The percentage of total contract dollars to be paid to this subcontractor
This subcontractor will provide the following goods and/or services:

PMMD-85 Rev. 08/10