



THE CITY OF DAYTONA BEACH
OFFICE OF THE PURCHASING AGENT

Post Office Box 2451
Daytona Beach, Florida 32115-2451

Phone (386) 671-8080
Fax (386) 671-8085

RENEWAL OF CONTRACT

August 6, 2018

ckoch@mortonsalt.com

Morton Salt, Inc.
Attn: Carrie Koch
444 West Lake Street, Suite 3000
Chicago, IL 60606

City Contract number 0117-2010, Resolution 17-352, providing for SOLAR SALT by Morton Salt, Inc. at \$142.32 per ton expires on October 2, 2018. This contract will not exceed \$285,000.00 annually.

Pursuant to paragraph 2 of the Contact documents, the City of Daytona Beach hereby gives notice that it desires to renew the first of two Contract renewal options for the term of 1 year(s) beginning October 3, 2018 and ending October 2, 2019. Contract states the vendor's right to submit proposed price increases for the renewal period, based solely upon increases in Vendor's costs, such as material costs, with accompanying cost data, within a 180 days prior to renewal, to take effect at the renewal date. The City agrees to the increased unit price of \$150.00 per ton, an increase of 12% over the initial price.

Please indicate your agreement to extending this Contract for the term stated above by signing below.
Must be signed by an officer of the company.

CITY OF DAYTONA BEACH:

James V. Chisholm, City Manager

Date

MORTON SALT, INC.:

Signature

8-13-18

Date



MORTON SALT

Date: August 10, 2018

Customer:

Kirk Zimmerman
City of Daytona Beach
3651 LPGA Blvd
Daytona Beach, FL 32124

Regarding:

Price Quotation

Destination	Product	Product Description	Origin	Price	Mode	Unit of Measure	Effective Date(s)
Daytona Beach, FL	F154280000Z	Bulk Rock Salt NOC 17F	2151 - Jacksonville Florida Stockpile	115.00	Truck - Silo	STO (Tons)	
Daytona Beach, FL	F154280000Z	FREIGHT	2151 - Jacksonville Florida Stockpile	35.00	Truck - Silo	STO (Tons)	

As mentioned above, changes in the salt price(s) will be for the customer's account with thirty- (30) days' notice. Any temporary fuel/energy surcharges are for the customer's account immediately upon imposition.

Delivered prices are based upon full truckload quantities (see above) and are inclusive of all current fuel surcharges. An additional charge may apply for smaller quantities. Consult your Sales or Customer Service Representative for details.

Orders are placed by contacting your Customer Service Representative:

Somer Serrano
Customer Supply Chain Associate
Morton Salt / Center of Excellence
Phone Number: 630-861-2709

sserrano@mortonsalt.com

In the absence of mutually agreed upon specifications, the information presented on Morton Salt's current product data sheet will be representative of the product supplied.

Terms of sale are net thirty (30) days, subject to approval by Morton Salt's Credit Department. Other terms and conditions governing the purchase of salt products are as stated on Morton Salt's invoice and on the attached Order Policies document.

As our current system-wide capacity is somewhat constrained, this offer will be automatically withdrawn in thirty (30) days from the date of this email unless prior acceptance is received as follows. Any one of the three criteria below constitutes your acceptance of this offer and the conditions herein.

1. Providing Morton Salt with a Blanket Purchase Order or Contract
2. Placing an order to be delivered within the specified dates
3. Signing and returning this email of quotation to the email address or fax number below

Sincerely,
Caroline Koch
Non Food B2B - Inside Sales
Phone Number: 312-807-2780

Customer Signature

Date

From: [Koch, Caroline](#)
To: [Zimmerman, Kirk](#)
Cc: [Owens, Marvin](#)
Subject: RE: Salt Quote Breakdown
Date: Friday, August 10, 2018 11:27:11 AM
Attachments: [image001.png](#)
[image003.png](#)
[image005.png](#)
[image006.png](#)

Yes, so Morton re-evaluated ALL of our B2B products in regards to this price increase. Our Operations team has been working closely with our plants to determine how we can ramp up production to successfully meet the increasing demand we have year to year. Our plants aren't necessarily equipped to handle what we need to produce. Therefore, we are making capital investments into our plants which is why you're seeing a 12% increase on salt.

In regards to freight, we have not updated our freight rates with our carriers since about 2015. In order to stay competitive in the marketplace, we had to re-align our pricing hence the 12% increase on freight.

I hope this helps better understand the price increase, and please let me know if you have any questions.

Thank you,

Carrie Koch
Sales Representative

Morton Salt, Inc. | A K+S Group Company
P: +1 312.807.2780 | W: MortonSalt.com
C: +1 312.623.7047



From: Zimmerman, Kirk [mailto:ZimmermanKirk@CODB.US]
Sent: Friday, August 10, 2018 9:55 AM
To: Koch, Caroline <CKoch@mortonsalt.com>
Cc: Owens, Marvin <OwensMarvin@CODB.US>
Subject: RE: Salt Quote Breakdown

Can you elaborate on what has driven Morton's costs up over the past year? Supply some justification for the price increase. For example, PPI from April 2017 to April 2018 increased by X; hence our cost increased by X.