



Financial Services
Purchasing Division
215 N. Mason St. 2nd Floor
PO Box 580
Fort Collins, CO 80522
970.221.6775
970.221.6707- fax
fcgov.com/purchasing

July 29, 2014

Independent Salt Company
Attn: SK Olson solson@indsalt.com
PO Box 36
Kanopolis, KS 67454

RE: Renewal, 7541 MAPO Salt

Dear Mr. Olson:

The City of Fort Collins wishes to extend the agreement term for the above captioned proposal per the existing terms and conditions.

- 1) The term will be extended for one (1) additional year, July 1, 2014 through June 30, 2015.
- 2) Revised contract rates as follows:

Location	Bid \$
City of Ft. Collins	62.94 per ton
City of Thornton	73.18
City of Grand Junction	No Bid
City of Golden	73.77
Adams County	71.95
City of Wheat Ridge	73.43
City of Aurora	73.73
City of Westminster	73.20
City of Brighton	73.95
Arapahoe County	76.96 (South county road)
Arapahoe County	74.88 (S. Peoria Street)
City of Arvada	No bid
El Paso County	No bid
City of North Glenn	73.46
City of Centennial	No bid
Jefferson County	No bid

If the renewal is acceptable to your firm, please sign this letter in the space provided and **include a current copy of insurance naming the City as an additional insured** and return all documents to the City of Fort Collins, Purchasing Division, P. O. Box 580, Fort Collins, CO 80522, within the next fifteen days.

If this extension is not agreeable with your firm, we ask that you send us a written notice stating that you do not wish to renew the contract and state the reason for non-renewal.

Please contact John D. Stephen, CPPO, LEED AP, Senior Buyer at (970) 221-6777 if you have any questions regarding this matter.

Sincerely,



Gerry S. Paul

Director of Purchasing and Risk Management

<u>SEE ATTACHED LETTER WITH SIGNATURE</u>	<u>07/31/2014</u>
Signature	Date

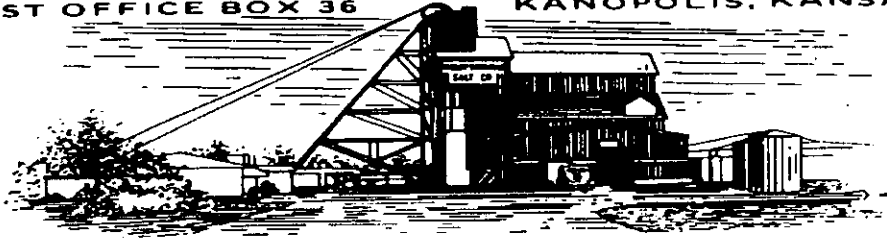
(Please indicate your desire to renew 7541 by signing this letter and returning it to Purchasing Division within the next fifteen days.)

GSP:jg

INDEPENDENT SALT *Company*

POST OFFICE BOX 36

KANOPOLIS, KANSAS 67454



07-31-14

City of Fort Collins
Purchasing Division
P.O. Box 580
Fort Collins, Colorado 80522

RE: Renewal, 7541 MAPO Salt

Gerry,

There are a couple of things to clarify regarding the renewal of the MAPO contract. In earlier discussions with John Stephen I pointed out that we have a full agenda through the 1st of November so the likelihood of any pre fill deliveries occurring prior to that time was not good.

Coming off of last winter we have been shipping straight thru the spring and summer months and will continue to do so right into the upcoming winter. Production is as good as ever but demand has far exceeded production capabilities which is why we are in the situation we are in.

Secondly, after pointing this out John indicated that they, meaning MAPO, may have to go with ice slicer because they needed the summer fill ups and since that time we did not hear from any of the MAPO entities except Ft. Collins (we did receive a blanket purchase order from them last Friday), so we were uncertain as to what anybody's intentions were until we received your contract renewal yesterday in the mail so had only planned on the Ft. Collins tonnage but, we will do our very best to take care of the entities we have submitted bids for.

Independent Salt Company

A handwritten signature in black ink, appearing to read 'S.K. Olson'.

S.K. Olson
VP Distribution