

## Memorandum

**DATE:** July 28, 2020  
**TO:** Participants in the 2020 Rock Salt Purchase  
**FROM:** Laura Cyr, Executive Director  
**RE:** Winner of 2020 Rock Salt Bid

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**New England Salt** was the successful bidder for Rock Salt with a bid price of \$51.99/ton (both Northern and Southern regions) delivered.

New England Salt already has your town's bid information, but **IT'S UP TO YOU** to call for delivery and any other arrangements. The bid conditions require New England Salt to guarantee the bid price for the duration of the 2020 winter season (through April 30, 2021). We also provided that even if you decide to order more tonnage or less, they are expected to honor their *per ton* bid price should actual quantities vary.

As with most of our other joint purchases, you are responsible for arranging final delivery and payment. Salt will be delivered within 24-48 hours after receipt of the order. Payment is expected within 30 days of delivery. To arrange for delivery or for concerns regarding product quality, please call:

### **New England Salt 207-262-9779**

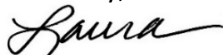
Towns are also responsible for ensuring the quality of the delivered salt. We try to follow ME DOT specs as closely as possible. You are entitled to a reduction in price for excessively moist salt. Below is one lab that will test your product should you suspect poor quality. The testing is not expensive.

Contact: S.W. Cole, Augusta, ME, 626-0600 or infoaugusta@swcole.com

We truly appreciate your participation in this year's rock salt bid. By adding in your requested amount, you not only have helped yourself, you have helped bring down the price for other towns in the region!

If you have any **questions or comments**, please contact KVCOG at **(207) 453-4258**, or email Kate Raymond at kraymond@kvkog.org or Gabe Gauvin at ggauvin@kvkog.org. Thank you again for your participation in this Joint Purchase.

Sincerely,



Laura Cyr  
Executive Director