



February 27, 2012

Sent via e-mail: drcoleman@columbus.gov

City of Columbus
Transportation Division
109 North Front Street, 4th Floor
Columbus, OH 43215
Attn: Danny R. Coleman

RE: 018-12, Salt-Sodium Chloride (Winter Use) ODOT Contract Shortfall

Dear Mr. Coleman,

American Rock Salt Company, LLC is willing to hold the City of Columbus's shortfall tonnage amount of 12,127 (see attachment 1) until September 30th, 2012 on the condition that we receive full payment for the salt that is to be held. Full payment in the amount of \$709,065.69 is due April 30, 2012.

A storage fee of \$5.00 per ton will be assessed per month on any tonnage that is not taken by the deadline of September 30th 2012.

Per your request, I have attached a copy of our liability insurance certificate.

Sincerely,

A handwritten signature in blue ink that reads "Jamie A. McClain".

Jamie A. McClain
Marketing Manager
American Rock Salt Company, LLC
(585) 991-6817