



SALES QUOTE

Sell To LIVONIA PUBLIC SCHOOLS
Patrice Bushart / Keith
15125 FARMINGTON RD
Livonia, MI 48154
UNITED STATES

Sales Quote No. SQ25-04420
Sales Quote Date 9/11/2025
Contract End Date 04/30/2026
Customer ID MILIV02
Payment Terms NET 30 Days

Ship to		Comments		
LIVONIA PUBLIC SCHOOLS 15125 FARMINGTON RD Livonia, USA 48154		Orders are to be placed in increments of 50 tons.		
Product SALT	Unit Tons	Location Detroit, MI	Qty 1000	Price per ton \$63.97

Please review 'Sell To' and 'Ship To' address information above and advise if any changes are required.

Do you wish to change the tonnage? YES ___ NO ___ New requested tonnage is _____ short tons.
Reason for tonnage change: _____

To confirm and accept this quote, please sign this form and return via e-mail, mail or fax to SELLER within thirty (30) days of the date of this quote.
CUSTOMER ACCEPTANCE: I accept this price quote for CUSTOMER for Season 2025/2026.
CUSTOMER's Signature: _____ Date: _____

This quote is valid for acceptance by CUSTOMER within thirty (30) days after the date of issuance. If this form is not signed and returned by CUSTOMER to SELLER within thirty (30) days, then the quote is null and void. This quote is not binding on Seller until CUSTOMER's signed acceptance form is accepted and confirmed in writing by Seller.





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- Delivered prices are based upon full truckload quantities from SELLER's location to specified delivery locations noted in ship-to section. Minimum order is 50 tons. Any applicable taxes are extra.
- Tonnage Commitment: SELLER agrees to supply up to 100% of the Quoted Tonnage, and CUSTOMER guarantees to purchase a minimum of 70% of the total Quoted Tonnage by contract end. Initial order must be placed by March 15, 2026. SELLER will invoice CUSTOMER for any shortfall below the minimum committed tonnage at the quoted price within thirty (30) days of the purchase deadline.

STANDARD TERMS FOR BULK DEICING SALT CUSTOMERS

"SELLER" means Detroit Salt, L.C. (for sales in Michigan) or Morton Salt, Inc

"CUSTOMER" means the customer signing the price quote; and "TONS" means short tons

1. Orders based on the price quote are subject to the terms and conditions set forth herein, and no agreement or other understanding in any way modifying or supplementing these conditions shall be binding upon SELLER unless made in writing and signed by an authorized executive of SELLER.
2. All orders are subject to product availability. SELLER reserves the right to decline any order, suspend a shipment, or terminate an existing order for any reason that affects SELLER's ability to deliver product, including, without limitation, conditions at production facilities or terminals of SELLER or SELLER's affiliates.
3. Effort will be made to ship Product as soon as possible after an order is accepted by SELLER, however SELLER shall not be responsible for any delay or failure to deliver caused wholly or in part by any cause not resulting from SELLER'S negligence, including without limitation, fire, flood, accident, strike, labor trouble, civil commotion, acts of terrorism, war, demands, requests or requirements of governmental authority, failure in production equipment, product availability, inability to obtain fuel, power, raw materials or shipping capacity or acts of God, including snow, ice or other weather-related problems. Transportation surcharges may be applied in the event of significant cost increases in transportation beyond the reasonable control of SELLER.
4. Please order at least 24 hours prior to the expected delivery date. Delivered pricing quotes are based on shipments made in dump trucks carrying a minimum quantity of 22-25 tons per shipment, except for the following: in Michigan, there is 50-ton minimum quantity (or single trailer 25-ton minimum); in Utah: a 40-ton minimum (or single trailer, 25 ton minimum or in-axle truck 18-ton minimum); in Ohio: pile delivery-200 ton minimum; a 10-ton minimum per truck pickup where offered and available. Normal delivery is 1 to 5 business days.
5. Prices quoted are good for the product sourced from the stated shipping location. Any orders for product quantities exceeding Quoted Tonnage is subject to product availability and may be declined by SELLER with no liability to Customer, or may be sourced from an alternate shipping location within SELLER's network of affiliates, and are subject to price adjustment for incremental transportation costs incurred by SELLER to fulfill such orders. SELLER reserves the right: (i) to direct Customer pickups to an alternate shipping locations within a specific market (within fifty(50) miles of the original shipping location), depending on SELLER's inventory availability, and (ii) charge a fee for any in-transit load that is diverted from its original destination in order to fulfill CUSTOMER's order. For delivered pricing quotes, if fuel costs rise to a level requiring carriers to implement a fuel surcharge, SELLER reserves the right to invoice Customer for the fuel surcharge amount as an additional charge that will be shown as a separate line item on the invoice. If implemented, the fuel surcharge amount may vary weekly, and are based on the fuel cost averages published at www.eia.doe.gov.
6. Orders placed for pickup may not be available for 24 hours from the time the order is placed.
7. SELLER warrants the product sold hereunder is suitable for ice control only. SELLER's liability is limited to providing additional material, to the extent any material is shown to be otherwise than warranted, and SELLER shall be in no event liable otherwise or for indirect or consequential damages. THIS WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, INCLUDING BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.
8. Any claims of quantity errors, quality issues, or damages must be made in writing to SELLER within five (5) days of delivery and must include satisfactory evidence. Customer, by acceptance of the Product, assumes all risk and responsibility incident to the handling and use of said product and for the results obtained through the use of said material, and shall indemnify and hold SELLER harmless of and from any and all claims with respect thereto.
9. The price quote does not include any sales, use or other taxes, which will be added to the price, if applicable, as a separate line item at time of invoicing. All purchases are subject to the appropriate sales tax rate, and the Customer will be charged such tax unless Customer is exempt and has provided SELLER with the appropriate sales tax exemption certificate for Customer.
10. Payment is due net thirty (30) days, subject to SELLER's Credit Department approval. SELLER reserves the right to charge a one and a half percent (1 ½%) per month service charge on amounts outstanding more than thirty (30) days from the date of the invoice, effective as of the thirty-first day from the date of invoice. SELLER also reserves the right upon notice to CUSTOMER to condition any future shipments (including those previously ordered or in transit) upon SELLER'S receipt of cash, certified or cashier's check in the amount of the invoiced price for such shipments and inclusive of all freight.
11. In the event of a product shortage, SELLER has the right to allocate available product among its customers, including itself.