

**MASTER AGREEMENT**

ADVANTAGE CONTRACT #: 18P 260630000000000000153

COMMODITY/SERVICE DESCRIPTION: Road Salt for Select Maine Municipalities/Political Subdivisions

START DATE: 7/1/2026

END DATE: 6/30/2027

This Contract is between the following State of Maine Department and Provider:

STATE OF MAINE DEPARTMENT

DEPARTMENT NAME: Office of State Procurement Services

ADDRESS: 111 Sewall St., 4th Floor Burton Cross Office Building, SHS# 9

CITY: Augusta

STATE: ME

ZIP CODE: 04333-009

PROVIDER

PROVIDER NAME: New England Salt Co., LLC

ADDRESS: P.O. BOX 352

CITY: Winterport

STATE: ME

ZIP CODE: 04496

PROVIDER'S VENDOR CUSTOMER #: VS0000016428

Each signatory below represents that the person has the requisite authority to enter into this Contract.

Department Representative:

Provider Representative:

Signed by:

2D5B6E39F57E44A...

William Allen, Senior Procurement Manager

Date 7/31/2026

DocuSigned by:

9878013FDEE44FD...

Melanie Clisham, President/Owner

Date 7/30/2026

The contract is fully executed when all parties sign and funds have been encumbered. Upon final approval by the Office of State Procurement Services, a case details page will be made part of this contract.

DEPARTMENT AND PROVIDER POINT OF CONTACT and PROCUREMENT METHOD

PROCUREMENT SERVICES MA MANGER: The Procurement Services MA Manager manages the MA contract documents. All other communication is to be with the agency the services were provided to.

NAME: Tom Paquette	
EMAIL: thomas.paquette@maine.gov	TELEPHONE: 207-624-7890

VENDOR CONTACT: The vendor contact person will help consumers place orders, inquire about orders that have not been delivered, all shipping issues, quality issues and any issues pertaining to the Master Agreement (MA) contract. All orders not submitted through a Delivery Order will be sent through the vendor contact person. The vendor contact person for this MA is:

NAME: Greg Parker	
EMAIL: gregnewenglandsaltcompany@gmail.com	TELEPHONE: 207-262-9779

Any changes to the individuals identified above may be changed at any time through written notice by either party.

Master Agreement (MA) procurement method: RFQ 17A 260604*0305

TABLE OF RIDERS

The following riders are hereby incorporated into this Contract and made part of it by reference.	
☒	RIDER A – Specifications and User Information
☐	RIDER C – Exceptions
☒	RIDER B – Terms & Conditions
☒	RIDER D – Responsible Bidder Certification

RIDER A: SPECIFICATIONS AND USER INFORMATION**TABLE OF CONTENTS**

- I. CONTRACT PERIOD
- II. COMMODITY
- III. AMENDMENTS TO SPECIFICATIONS
- IV. SPECIFICATIONS
- V. AMENDMENT/EXTENSION PRICING/RATE CHANGES
- VI. CONTRACTED PRICING/RATES
- VII. AUTHORIZED USERS
- VIII. ORDERING PROCEDURE/DELIVERY INFORMATION

I. CONTRACT PERIOD:

Start July 1, 2026, through June 30, 2027

II. COMMODITY: Road Salt for Select Maine Municipalities/Political Subdivisions

The State reserves the right to add other similar items or commodities to the Master Agreement (MA) if it's in the State's best interest but does not obligate the State to purchase similar noncontracted items or commodities from the selected bidder.

III. AMENDMENTS TO SPECIFICATIONS

None

IV. SPECIFICATIONS

2026-2027 Municipalities/Political Subdivisions

I. GENERAL REQUIREMENTS

MUNICIPALITIES/POLITICAL SUBDIVISIONS: After notification of bid results, the Municipalities/Political Subdivisions will have two weeks to individually accept or reject their low bid. If they choose to accept the bid, they are committing to buying at least 75% of that quantity and the prices received will also be held for up to 125%. If they reject the bid or no response is received, they will be out of the contract and will need to obtain salt through separate channels. Political subdivisions and authorized non-profit organizations should utilize their own individually established ordering procedures. Participating entities are 100% responsible for whatever they commit to and the State of Maine and/or MDOT will not pay for salt the municipalities do not use or pay for.

AUDITS AND ACCOUNTING:

The successful bidder shall allow representatives of the State of Maine to have complete access to all records for the purpose of determining compliance with the terms and conditions of this bid invitation and in determining the award and for monitoring any resulting contract.

At intervals during the contract term, and prior to the termination of the contract, the successful bidder may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

INVOICING:

Separate invoices are required for each order number. Invoices shall include the stockpile location the order is taken from. Each load is to be listed separately with the date delivered on the invoice. Partial orders will not be paid for unless the State has over-ordered for a particular location. Matching delivery slip numbers for each order should be included on the invoice. Invoices received with the delivery slip numbers will be processed prior to invoices without delivery slip numbers.

ORDERING PROCEDURE:

Municipalities, Political sub-divisions, and authorized non-profit organizations shall utilize their own individually established ordering procedures.

MEASUREMENTS:

The term 'Ton' shall mean the short ton consisting of 2,000 pounds avoirdupois. Each truck used to haul salt shall bear a plainly legible identification mark, and a tare weight shall be taken prior to each load.

WEIGH SLIPS:

Each truck delivery shall be accompanied by a weigh slip, which shall be left with an employee who works at the delivery point of load. The employee will sign a copy of the weigh slip to acknowledge the receipt of the load.

The contractor shall provide numbered weigh slips, which show the following information:

- Name and address of the contractor.
- Name and address of the owner of the scales.
- Location of the scales
- Consignee and destination
- Date of delivery
- Order number.
- Gross, tare, and net weights
- Signature of weigher
- Current vehicle registration number and/or other legible identification mark and signature of vehicle operator
- Space for signature of the department employee accepting the shipment.

The State of Maine/Municipalities/Political Subdivisions reserves the right to weigh any truck at a designated location before or after delivery to any particular storage site.

STORAGE REQUIREMENTS

All salt distribution piles shall be covered to prevent the salt from becoming excessively damp. Salt distribution piles shall be covered, or stored within a building, within five (5) days of being established.

DELIVERY REQUIREMENTS:

The sodium chloride shall arrive at the delivery location in a free flowing and usable condition. All truck deliveries shall be dumped at a specific location, either inside or immediately outside a storage building, as directed by the on-site personnel.

Deliveries of trucked salt shall be protected in transit by tight, waterproof coverings to avoid spillage and to prevent additional accumulation of moisture during transit to ensure the least possible moisture content upon delivery. Torn, ripped or permeable load covers or excess water running out of the delivery truck are unacceptable conditions and are likely to result in rejection of the load (ref. "Delivery Rejection" section below).

All deliveries of salt **must** be made in complete compliance with the existing state, national, provincial laws, or regulations. Violation of any laws or regulations, including but not limited to weight limitations, shall be considered as grounds for disqualification of the supplier, hauler, or both.

DELIVERY:

Orders for salt shall be delivered within five (5) business days of order notification to the contractor. If the contracted vendor fails to deliver within five (5) business days and the municipality/political subdivision is forced to purchase salt from another source, the vendor will be notified by the requesting entity, the late order can be canceled, and the quantity purchased from the other source will be deducted from the minimum agreed to amount without penalty to the municipality/political subdivision. If non-delivery occurs more than twice the municipality/political subdivision will have the option to terminate the contract without penalty. Contractors will make every effort to have delivery vehicle arrival times spread out so as not to exceed the capacity of the equipment used to pile the salt at

the delivery location. Should several vehicles arrive at the delivery point at the same time, some vehicles may be delayed before being allowed to dump their load.

NOTICE OF DELIVERY:

The contractor must provide a minimum twenty-four (24) hour notice to any Municipality/Political Subdivision office prior to any delivery. The notice must include scheduled delivery date, estimated time and quantity of salt to be delivered.

FAILURE TO DELIVER:

If a contractor fails to furnish salt in accordance with all requirements, including delivery through the end of the contract period, the-Municipalities/Political Subdivisions may re-purchase the same item from another source, without competitive bidding, and the original contractor may be liable to the Municipalities/Political Subdivision for any excess cost. The Municipalities/Political Subdivision will be responsible for any litigation for non-deliveries. The State of Maine is not liable for any costs associated with and will not participate in any litigation between Municipalities/Political Subdivisions and the contractor. Experience from past winters has shown that, during periods of heavy storm activity, the ability to provide a trucking capacity of at least twelve (12) 30-ton deliveries, per day, per region, will be necessary at times. Contractors that are unable to reliably provide salt deliveries may become ineligible to receive future contract awards.

INSPECTIONS:

Municipalities/Political Subdivisions shall be provided with free entry and access at the Contractor's storage areas for sampling. It is anticipated that determination for initial compliance will be made from samples obtained from the supplier's storage areas or from rail cars if no storage areas are provided within the state. Shipments to the delivery locations may be randomly sampled for compliance. Said samples shall be representative of all salt delivered to a location on that day. Penalties, if there are any, will be assessed against the accumulated and mixed samples of each day's delivery to each location. Details of penalties and percentages are outlined in Section III, *Penalties and Price Adjustments*. Laboratory results will be provided to the Contractor when penalties are assessed.

Contractors are strongly encouraged to sample and test their product prior to shipping the product to the buyer so that any necessary corrective action may be taken to assure conformity to specifications.

DELIVERY REJECTION:

Municipalities/Political Subdivisions reserve the right to reject or refuse any salt or deliveries which do not conform to these specifications for screen size, chemical quality, or moisture content, or which are not delivered in good condition. Shipments that are rejected will be returned to the Contractor at no cost to the state. The contractor shall promptly replace all deliveries of salt that are rejected. Deliveries of unusable salt will reduce the amount estimated for that municipality and that municipality will not be required to order the full 75% of their estimated seasonal amount.

II. SPECIFICATIONS FOR MINED ROCK SALT

CHEMICAL COMPOSITION:

Sodium chloride shall conform to a chemical composition of a minimum of 95%. Variations of less than 95% but above 93% will result in acceptance at reduced payment as provided in Section III, *Penalties and Price Adjustments*.

GRADING:

Rock salt shall conform to the following particle size distribution specifications as determined by laboratory sieves:

- Passing a 1/2" sieve (12.50mm) 100%
- Passing a 3/8" sieve (9.50mm) 95% - 100%
- Passing a No. 4 sieve (4.75mm) 20% - 80%
- Passing a No 8 sieve (2.36mm) 10% - 50%
- Passing a No 30 sieve (0.60mm) 0% - 10%

Because of restrictions used to calibrate salt on Department sanders, the 1/2" gradation requirement is critical. The contractor will be required to re-screen the sodium chloride for continued oversize deliveries.

MOISTURE:

Salt shall be in a free-flowing condition when received at the delivery location with a moisture content not to exceed 1%.

ANTI-CAKING ADDITIVE:

Salt shall be loose and free of lumps and shall contain not less than 20ppm of pure anti-caking agent. All bidders are required to identify type of anti-cake additive used in their product. Bidders are required to submit the appropriate Material Safety Data Sheets (MSDS) and Product Information/Data Sheets to the State of Maine at the time of bid response.

III. PENALTIES AND PRICE ADJUSTMENTS

CHLORIDES:

Penalties will be assessed against the accumulated and mixed samples of each day's deliveries to each location for salt that does not meet the chemical composition of total chlorides as specified in Table 1.

TABLE 1 – Percent Sodium Chloride

Percent (%) of Sodium Chloride	Percent (%) Payment of Unit Bid Price
95.0 % - 100%	100%
94.0 % – 94.9 %	96%

93.0 % - 93.9 %	92%
Below 93.0 %	Not Acceptable

MOISTURE:

Delivered rock salt shall not normally exceed one percent (1.0 %). Salt, which exceeds the moisture content as specified, will be subject to penalties according to Table 2.

TABLE 2 – Moisture Content for Rock Salt

Moisture Content	<u>Percent (%) Payment of Unit Bid Price</u>
0 – 1.0 %	100%
1.1 – 2.0 %	98%
Above 2.0 %	Normally rejected. If accepted, see ** below

** Rock salt with a moisture content in excess of 2% will normally be rejected. If the state elects to accept salt with a moisture content exceeding 2%, the price reduction shall be calculated as follows:

Percentage (%) of payment of unit bid price = $100 - 3.5 (\text{moisture content in \%} - 1)$

Example: Rock salt with a moisture content of 3.0 %

% of Payment of unit bid price = $100 - 3.5 (3.0 - 1.0)$

% of Payment of unit bid price = 93.0 %

GRADATION:

A penalty will be assessed for gradations that exceed the maximums specified in Section II, *Grading*. The bid price of the salt will be reduced by one (1) percent for each percent by which gradation exceeds the maximums allowed.

CONTAMINATION:

Each load of salt having contaminants in it (e.g. trash, pavement chunks, tarps, etc....) shall be subject to rejection at no cost to MaineDOT. If MaineDOT elects to keep the delivery, a penalty of 5% will be applied to each load, in addition to any other applicable penalties that may be in effect.

ASSESSMENT OF PENALTIES:

Random sampling and testing of rock salt shall be obtained and tested by Maine Department of Transportation personnel. Failing test reports will be used to calculate reduced payments when

penalties and price adjustments are to be applied. The reduction in payment shall continue until such time as a new passing test is obtained. When onsite inspections and tests indicate that the salt being supplied is an inferior product, the Contractor will be notified that the salt is unacceptable. If acceptable rock salt is not provided within five (5) business days (or as otherwise authorized by the MaineDOT/Municipalities/Political Subdivisions), then the MaineDOT/Municipalities/Political Subdivisions may pursue such actions as described in Section I, *Failure to Deliver*.

EXCESSIVE PENALTIES:

Contractors that are unable to reliably provide salt meeting the specifications set forth in Section II, without penalties, may become ineligible to receive future contract awards.

IV. SAMPLING AND TESTING

SAMPLING:

Each sample submitted for testing shall consist of a minimum of three increments selected at random from the material. Each increment shall be at least a pound in weight and not include the top inch of stored material. Every attempt shall be made to ensure a composite sample representative of the pile. Samples for chemical composition, gradation and anti-caking may also be obtained at the time of delivery to the purchaser's delivery destination.

METHOD OF TESTING:

1. Chemical composition testing for sodium chloride shall conform to the rapid method of testing given in Appendix A1 of AASHTO M-143-86. A second method of rapid analysis could be the use of Gran's plot titration method developed by Orion Research Incorporated. In case that the coarse salt sample is used 100.00 g sample is taken and dissolved in a 2-liter volumetric flask quantitatively. An aliquot of 5.00 ml or 2.00 ml of this solution is then pipetted out to the titrated according to either of these two methods.

If controversy occurs, analysis shall be made in accordance with the method specified for "Salt" in the current "Official Methods of Analysis for the Association of Official Agricultural Chemists".

2. Particle size analysis shall consist of using sieves with square openings mounted on substantial frames or interlocked in a manner to prevent loss of material during sieving. Woven wire cloth shall conform to AASHTO M92. Gradation analysis shall be made on oven dried material, and the sample shall weigh after drying at least 500 grams. In no case shall the fraction retained on any sieve at the completion of the sieving operation weigh more than four grams per square inch of sieving surface (this is 200 grams for 8-inch diameter round sieves).

If sieving is completed by hand, the procedure will include shaking with lateral and vertical motion with occasional jarring action so as to keep the material moving continuously over the surfaces of the sieves for a time of not less than three minutes. The balance or scale shall be sensitive to within 0.2% of the weight of the sample to be tested.

3. Moisture content shall be determined by a method of weighing before and after the oven drying at $110^{\circ} + 5^{\circ} \text{ C}$ ($230^{\circ} + 9^{\circ} \text{ F}$) for a minimum of four hours.
4. The test for anti-caking material shall be made following the attached method for colorimetric determination of YPS or YPP treated salt. For an anti-caking material other than YPS or YPP the successful bidder shall indicate the chemical nature of the material and shall furnish a laboratory procedure for determining the amount of anti-caking material to the Maine Department of Transportation, Testing Engineer, P.O. Box 1208, Bangor, Maine 04401 within 30 days of the award of the bid by the Bureau of Purchases.

METHOD FOR COLORIMETRIC DETERMINATION - YPS TREATED ROCK SALT

Scope of Method

This colorimetric procedure is applicable in determination range 0-100 ppm of Sodium Ferro cyanide $\text{Na}_4\text{Fe}(\text{CN})_6 \cdot 10 \text{ H}_2\text{O}$ (YPS) utilizing a colorimeter such as the Coleman Jr. II spectrophotometer.

Reagents

1. Sodium Ferro cyanide $\text{Na}_4\text{Fe}(\text{CN})_6 \cdot 10 \text{ H}_2\text{O}$
2. Ferrous Sulfate $\text{FeSO}_4 \cdot 7 \text{ H}_2\text{O}$
3. Sulfuric Acid, concentrated
4. Sodium Chloride, reagent grade
5. Sodium Hydroxide, reagent grade

Reagent Solutions

A. Sodium Ferro cyanide Solutions

1. 0.1% solution - weigh exactly 1.000 gram of Sodium Ferro cyanide, dissolve in distilled water and dilute to 1 liter.
2. 0.05% (500 ppm) solution - take 50 ml aliquot of the above 0.1% solution and dilute to 100 ml.

B. Ferrous Sulfate (5% solution)

Dissolve 5 grams $\text{FeSO}_4 \cdot 7 \text{ H}_2\text{O}$ in approximately 50 ml of water, add 2 ml concentrated Sulfuric Acid and dilute to 100 ml.

C. Sodium Hydroxide Solution (2%)

Dissolve 20 grams of NaOH in 1 liter of water.

D. Sulfuric Acid, 1:5

Add 20 ml of conc. H_2SO_4 slowly into 100 ml of water, mix well and let cool.

Note: Solutions A and B should be prepared fresh daily or as required.

Preparation of Standards

Six 25-gram samples of reagent grade NaCl are weighed (to 0.01 g) and placed in 250 ml beakers. To each of the samples add 0, 1, 2, 3, 4 and 5 ml of 0.05% sodium Ferro cyanide solution, respectively, (0 ml being a blank) mix well. Prepare standard solution by adding NaOH and H₂SO₄ as described in the sample preparation except NO filtration is needed. To all six flasks add 5 ml of the Ferrous Sulfate solution, bring to 100 ml mark with water, cover flasks with stoppers and mix well. Maximum intensity of color develops in 15 minutes. The standards now indicate 0-100 ppm of Sodium Ferro cyanide in increments of 20 ppm with respect to the original salt sample.

Determination of Sodium Ferro cyanide in Rock Salt

The bulk sample is split down to a representative sample of about 300 grams. This portion is then pulverized such that it will all pass a 70-mesh sieve and is mixed thoroughly to ensure good homogeneity. A 25-gram portion of this material is mixed with 5 ml 2% NaOH, stirred and let set for 10 min., 60 ml of water is then added into this solution and the pH is adjusted to 2 with H₂SO₄ (1:5). The solution is filtered through a #1 Whatman filter paper into a 100 ml volumetric flask. Five ml of Ferrous Sulfate solution is added, the volume brought to mark, the flask stoppered, the contents well mixed and allowed to stand 15 minutes. The absorbance of each of the standard solutions is determined against the blank solution at 775 nm. A calibration curve of absorbance vs. ppm is constructed. The absorbance of the samples is then determined, and the concentration is read off the calibration curve.

V. AMENDMENT/EXTENSION PRICING/RATE CHANGES

None

VI. CONTRACTED PRICING/RATES

Prices: Prices are with shipping terms of “Free on Board (FOB) – Destination”. The State intends for this to mean that all goods shall be priced to include shipping charges, if any, to the State’s desired location. The “FOB – Destination” shipping term is also intended to mean that the State shall not bear any responsibility for the goods in question until the State takes possession of them at the destination point of delivery.

Price and Rate Guarantee Period: All quoted prices and rates must be guaranteed for and must remain firm for minimally one year of the initial contract period. Any approved price or rate adjustments must be held firm for minimally one year or the remainder of the contract period. Price adjustment requests must be made by the vendor at least sixty (60) days prior to the effective date. Requests for price adjustments must include sufficient documentation from the manufacture supporting the request. The price adjustment will not go into effect until the contract amendment has been fully approved by the State of Maine.

Road Salt for Select Maine Municipalities

Municipality	COUNTY	VENDOR	PRICE	2025-2026 Tonnage	CONTACT	EMAIL
Greene	Androscoggin	NE SALT	\$83.00	1000	Carol Buzzell; Dylan Newton	tm@townofgreene.net; PW@townofgreene.net
Livermore Falls	Androscoggin	NE SALT	\$86.20	500	Bill Nichols	bill@lfme.org
Amity	Aroostook	NE SALT	\$87.15	70	Melissa Sherman	townofamity@pioneerwireless.net
Ashland	Aroostook	NE SALT	\$95.00	65	Jeff Jandreau	publicworks@townofashland.org
Merrill & Dyer Brook	Aroostook	NE SALT	\$86.35	90	Candy Nevers	smyrna1@fairpoint.net
New Limerick	Aroostook	NE SALT	\$86.25	180	Judy Nightingale	newlimerick@pwless.net
Oakfield	Aroostook	NE SALT	\$89.10	210	Dale Morris	oakfield.townoffice@fairpoint.net
Portage Lake	Aroostook	NE SALT	\$95.75	35	Corrine Routhier	manager@townofportage.org; foreman@townofportage.org
Smyrna	Aroostook	NE SALT	\$88.04	60	Candy Nevers	smyrna1@fairpoint.net
Carthage	Franklin	NE SALT	\$90.00	250	Rachel Skidgell	carthage.maine@gmail.com
Kingfield	Franklin	NE SALT	\$87.43	200	Leanna Targett	manager@kingfieldme.org
Phillips	Franklin	NE SALT	\$88.40	350	Maureen Haley; Eugene Caton	phillipsroadcommissioner@gmail.com
Rangeley Plantation	Franklin	NE SALT	\$93.44	100	Jason Swiney; Elizabeth Swiney	rangplt@myfairpoint.net
Strong	Franklin	NE SALT	\$88.88	300	Duayne Boyd	strongtowngarage@gmail.com
Wilton	Franklin	NE SALT	\$88.08	1300	John Masse	highway@wiltonmaine.gov
Amherst	Hancock	NE SALT	\$79.35	90	Philip Deckers	amherstmaine@gmail.com
Aurora	Hancock	NE SALT	\$79.35	100	Jack Jones; Tim Cote	timothy.cote@maineprosecutors.com
Brooklin	Hancock	NE SALT	\$84.97	450	David Reilly	selectboard@brooklinmaine.com
Bucksport	Hancock	NE SALT	\$73.10	2700	Jay Lanpher	janpher@bucksportmaine.gov
Castine	Hancock	NE SALT	\$77.47	200	Derik Goodine	derik@castine.me.us
Deer Isle	Hancock	NE SALT	\$79.03	600	James Fisher	deerislemanager@gmail.com
Eastbrook	Hancock	NE SALT	\$82.33	100	Julie Curtis	selectman@eastbrookme.com
Gouldsboro	Hancock	NE SALT	\$80.00	1500	Mike Connors; Josh McIntyre	ceo@gouldsborotown.com; town.manager@gouldsborotown.com
Hancock	Hancock	NE SALT	\$79.15	300	Diane Simmons	townofhancock@hancocktownoffice.com
Mariaville	Hancock	NE SALT	\$80.00	360	Cindi Sargent; Craig Noble	taxcollector@mariavilleme.gov; selectboard@mariavilleme.gov
Sorrento	Hancock	NE SALT	\$79.45	130	Joey Clark; Sherri Tracey	tonkajoe801@yahoo.com ; townclerk@sorrentomaine.org
Southwest Harbor	Hancock	NE SALT	\$80.00	450	Karen Reddersen; Scott Alley	manager@southwestharbor.org; salley@southwestharbor.org
Sullivan	Hancock	NE SALT	\$82.15	250	Ray Weintraub	townmanager@sullivanmaine.org
Surry	Hancock	NE SALT	\$81.10	200	Stan Saunders; Emily Morrow	sgsaunders2@gmail.com; clerk@townofsurrymaine.com
Waltham	Hancock	NE SALT	\$79.35	90	Guy Edwards	gga173@rivah.net
Winter Harbor	Hancock	NE SALT	\$84.04	250	Sara Liscomb	townmanager@winterharborme.org
Albion	Kennebec	NE SALT	\$79.81	300	Melissa Beaulieu; Jason Dow	admin@albionmaine.gov ; jason@albionmaine.gov
Belgrade	Kennebec	NE SALT	\$79.03	650	Mary Vogel; Cory Alexander	townclerk@belgrademaine.gov
Farmingdale	Kennebec	NE SALT	\$80.40	800	Mary Andrews	treasurer@farmingdaleme.org
Gardiner	Kennebec	NE SALT	\$82.00	1500	John Cameron	JCameron@gardinermaine.com
Hallowell	Kennebec	NE SALT	\$82.00	800	Tom Goraj	pw1@hallowellmaine.org
Mount Vernon	Kennebec	NE SALT	\$85.00	850	Lee Dunn	daisymaydel58@hotmail.com
Pittston	Kennebec	NE SALT	\$79.22	350	Marie-Anne Flowers	selectboard@pittstonmaine.org
Randolph	Kennebec	NE SALT	\$79.22	250	Art Forand	pwtownofrandolph@gmail.com
Rome	Kennebec	NE SALT	\$83.04	400	Diana Frith; Kelly Archer	selectmen@romemaine.com ; karchertownofrome@gmail.com
Vassalboro	Kennebec	NE SALT	\$78.50	1300	Brian LaJoie	publicworks@vassalboro.net
Windsor	Kennebec	NE SALT	\$78.33	1100	Haleigh Moran; Keith Hall	hmoran@windsor.maine.gov
Winslow	Kennebec	NE SALT	\$78.27	2000	Paul Fongemie	pfongemie@winslow-me.gov

Municipality	COUNTY	VENDOR	PRICE	2025-2026 Tonnage	CONTACT	EMAIL
Alna	Lincoln	NE SALT	\$82.05	275	Nick Johnston; Amy Stockford	1stselectmanalna@gmail.com ; alnaclerk@gmail.com
Bremen	Lincoln	NE SALT	\$83.00	200	Melanie Pendleton	bremen@tidewater.net
Somerville	Lincoln	NE SALT	\$83.00	200	CJ Rideout; Erin Pellerin	clerk@somervillemaine.org ; familytraditionslogging@gmail.com
South Bristol	Lincoln	NE SALT	\$84.10	350	Adam Rice; Margy Moremen	arice@sbristolme.gov ; townoffice@sbristolme.gov
Whitefield	Lincoln	NE SALT	\$83.10	400	Yolanda Violette	townwhitefieldadm@gmail.com
Canton	Oxford	NE SALT	\$88.05	360	Andy Conant	aconant@cantonme.com
Sumner	Oxford	NE SALT	\$86.50	750	Diane Campbell	info@sumnerme.com
Upton	Oxford	NE SALT	\$94.64	60	Janet Blair	upton@megalink.net
Bradley	Penobscot	NE SALT	\$81.00	60	Melissa Doane	mldoane@townofbradley.net
Charleston	Penobscot	NE SALT	\$82.60	235	Dennis Amero	charlestonRC22@gmail.com
Dexter	Penobscot	NE SALT	\$82.35	550	Trampas King	manager@dextermaine.org ; trampas.king@gmail.com
Dixmont	Penobscot	NE SALT	\$78.35	300	Tim Rogers	dixmontroads@gmail.com
Enfield	Penobscot	NE SALT	\$81.70	500	Gina Batchelder; Darin Wallace	manager@enfieldmaine.org ; publicworks@enfieldmaine.org
Exeter	Penobscot	NE SALT	\$78.10	375	Tressa Smith	townmanager@townofexetermaine.co m
Garland	Penobscot	NE SALT	\$78.10	310	Justin Gudroe; Lori Keefe	togadmin@towngarlandme.com ; togroads@gmail.com
Hermon	Penobscot	NE SALT	\$75.00	1100	Scott Perkins; Stephen Fields	sperkins@hermonmaine.gov ; sfields@hermonmaine.gov
Holden	Penobscot	NE SALT	\$74.00	480	Brad Billings	publicworks@holdenmaine.gov
Lincoln	Penobscot	NE SALT	\$85.00	1500	Chuck Briggs	chuck.briggs@lincolmaine.org
Millinocket	Penobscot	NE SALT	\$89.70	600	Bryan Duprey	publicworks@millinocket.org
Orono	Penobscot	NE SALT	\$78.30	1500	Earl LaBonte; Adam Smart	elabonte@orono.org ; asmart@orono.org
Woodville	Penobscot	NE SALT	\$94.10	100	Nick Fleming	woodville.select.116@gmail.com
Guilford	Piscataquis	NE SALT	\$89.30	150	Jeff Libby	jeff_libby@msn.com
Milo	Piscataquis	NE SALT	\$83.64	450	Jeff Bowman	milopublicworks@townofmilo.org
Monson	Piscataquis	NE SALT	\$88.05	100	Marti Gagnon	clerk@monsonmaine.org
Sangerville	Piscataquis	NE SALT	\$86.10	410	Brian Mullis; Josh Tracy	tmsangerville@sangervilleme.com ; jtsang24@yahoo.com
Sebec	Piscataquis	NE SALT	\$88.77	200	Emery Pelletier	emerycandeew@gmail.com
Wellington	Piscataquis	NE SALT	\$85.05	100	Andrew Paradis	paradislogging@outlook.com
Bowdoin	Sagadahoc	NE SALT	\$85.10	400	Karan Stark	karan@bowdoinme.com david@bowdoinme.com
Cornville	Somerset	NE SALT	\$84.00	300	Ricky Oberg	oberg.cornville@outlook.com
Fairfield	Somerset	NE SALT	\$80.40	2200	Tom Williams	twilliams@fairfield-me.gov
Hartland	Somerset	NE SALT	\$81.35	425	Chris Littlefield	hartlandmanager@gmail.com
Highland PLT	Somerset	NE SALT	\$92.44	100	Dan Howard	dan.howard90@gmail.com
Jackman	Somerset	NE SALT	\$96.10	95	Richard Petrie	Richard.Petrie@jackmanme.net
Mercer	Somerset	NE SALT	\$81.45	300	Nancy Gove	mercerclerk@outlook.com
Moose River	Somerset	NE SALT	\$96.00	33	Rebecca Oliver	moosriver1820@gmail.com
Moscow	Somerset	NE SALT	\$91.10	250	Mike Staples, Kelly Hunnewell, Chris Ingersol	moscow@myfairpoint.net
New Portland	Somerset	NE SALT	\$92.10	165	Stacie Rundlett	newportlandtownmanager@gmail.com
Norridgewock	Somerset	NE SALT	\$80.15	500	Richarde LaBelle	rlabelle@norridgewock.gov
Saint Albans	Somerset	NE SALT	\$81.41	385	Haley Lancaster; Chip Wakefield	manager@townofstalbans.net
Starks	Somerset	NE SALT	\$87.15	200	Erin Norton	erinenorton82@gmail.com

Municipality	COUNTY	VENDOR	PRICE	2025-2026 Tonnage	CONTACT	EMAIL
Knox	Waldo	NE SALT	\$78.05	225	Josh Larrabee	townofknox@gmail.com
Morrill	Waldo	NE SALT	\$77.00	100	Randy Place	selectman@morrillme.org
Prospect	Waldo	NE SALT	\$80.00	150	Lyndsay McGowan	prospecttown@fairpoint.net
Searsmont	Waldo	NE SALT	\$79.00	500	Gail Gary-Cox	admin@searsmont.com
Unity	Waldo	NE SALT	\$80.00	350	Char-lin Williams	clerk@unityme.org
Beals	Washington	NE SALT	\$92.00	90	Glenda Beal	designersdaughter2@gmail.com
Columbia Falls	Washington	NE SALT	\$85.10	200	Michael Bailey	townofcolumbiafalls@gmail.com
Machias	Washington	NE SALT	\$86.07	350	Mike Schoppee; Sarah Craighead Dedmon	pwdirector@machiasme.org ; townmanager@machiasme.gov
Milbridge	Washington	NE SALT	\$86.20	100	Lewis Pinkham	milbridgetown@gmail.com
Steuben	Washington	NE SALT	\$84.00	300	Diana	townofsteuben@yahoo.com
UNIVERSITIES						
UM - AUGUSTA	Kennebec	NE SALT	\$92.06	150	Jim Gilmore	james.m.gilmore@maine.edu
UM - BANGOR	Penobscot	NE SALT	\$87.42	150		
UM - FARMINGTON	Franklin	NE SALT	\$97.08	96		
UM - ORONO	Penobscot	NE SALT	\$78.35	800		

VII. AUTHORIZED USERS:

State of Maine Departments authorized them to utilize this MA contract:

All State of Maine Departments, Agencies

Municipalities, political subdivisions, and school districts in Maine:

☒ Are permitted to utilize this MA as written.

VIII. ORDERING PROCEDURES/DELIVERY INFORMATION:

Delivery Orders (DO) will be created in AdvantageME for all orders over \$5000.00. DO's will be emailed as a .pdf file to the vendor's email address submitted in AdvantageME by the vendor.

Municipalities, political subdivisions, and school districts in Maine will handle their own orders and will be responsible for all payments.

Quantities: It is understood and agreed that the MA will cover the actual quantities required by the State over the length of the contract.

Delivery Locations: The vendor must deliver to any State of Maine facility. The exact addresses will be provided to the vendor at the time the order is placed.

Delivery and Inspection: The vendor is responsible for the delivery of material in first class conditions at the point of delivery, and in accordance with good commercial practice. The sign blanks ordered from the resulting MA will be inspected after delivery. If shipments are deemed unacceptable the delivery will be refused and will be returned at the risk and expense of the selling vendor.

RIDER B: TERMS and CONDITIONS**1. DEFINITIONS.** The following definitions are applicable to these standard terms and conditions:

- a. The term "Buyer" or "State" shall refer to the Government of the State of Maine or a person representing the Government of the State of Maine.
- b. The term "Department" or "DAFS" shall refer to the State of Maine Department of Administrative and Financial Services.
- c. The term "Bureau" or "BGS" shall refer to the State of Maine Bureau of General Services.
- d. The term "OSPS" shall refer to the State of Maine Office of State Procurement Services.
- e. The term "Provider" shall refer to the organization that is providing goods and/or services through the contract to which these standard terms and conditions have been attached and incorporated.
- f. The term "Contract" shall refer to the contract document to which these standard terms and conditions apply, taking the format of a Buyer Purchase Order (BPO) or Master Agreement (MA) or other contractual document that is mutually agreed upon between the State and the Provider.

2. WARRANTY. The Provider warrants the following:

- a. That all goods and services to be supplied by it under this Contract are fit and sufficient for the purpose intended, and
- b. That all goods and services covered by this Contract will conform to the specifications, drawing samples, symbols or other description specified by OSPS, and
- c. That such articles are merchantable, good quality, and free from defects whether patent or latent in material and workmanship, and
- d. That all workmanship, materials, and articles to be provided are of the best grade and quality, and
- e. That it has good and clear title to all articles to be supplied by it and the same are free and clear from all liens, encumbrances and security interest.

Neither the final certificate of payment nor any provision herein, nor partial nor entire use of the articles provided shall constitute an acceptance of work not done in accordance with this agreement or relieve the Provider liability in respect of any warranties or responsibility for faulty material or workmanship. The Provider shall remedy any defects in the work and pay any damage to other work resulting therefrom, which shall appear within one year from the date of final acceptance of the work provided hereunder. OSPS shall give written notice of observed defects with reasonable promptness.

3. TAXES. The provider agrees that, unless otherwise indicated in the order, the prices herein do not include federal, state, or local sales or use tax from which an exemption is available for purposes of this order. The provider agrees to accept and use tax exemption certificates when supplied by OSPS as applicable. In case it shall ever be determined that any tax included in the prices herein was not required to be paid by Provider, Provider agrees to notify OSPS and to make prompt application for the refund thereof, to take all proper steps to procure the same and when received to pay the same to OSPS.**4. PACKING AND SHIPMENT.** Deliveries shall be made as specified without charge for boxing, carting, or storage, unless otherwise specified. Articles shall be suitably packed to secure the lowest transportation cost and to conform to the requirements of common carriers and any applicable

specifications. Order numbers and symbols must be plainly marked on all invoices, packages, bills of lading, and shipping orders. Bill of lading should accompany each invoice. Count or weight shall be final and conclusive on shipments not accompanied by packing lists.

5. **DELIVERY.** Delivery should be strictly in accordance with delivery schedule. If Provider's deliveries fail to meet such schedule, OSPS, without limiting its other remedies, may direct expedited routing and the difference between the expedited routing and the order routing costs shall be paid by the Provider. Articles fabricated beyond OSPS's releases are at Provider's risk. The provider shall not make material commitments or production arrangements in excess of the amount or in advance of the time necessary to meet the delivery schedule, and, unless otherwise specified herein, no deliveries shall be made in advance of OSPSO's delivery schedule. Neither party shall be liable for excess costs of deliveries or defaults due to the causes beyond its control and without its fault or negligence, provided, however, that when the Provider has reason to believe that the deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay will be given immediately to OSPS. If the Provider's delay or default is caused by the delay or default of a subcontractor, such delay or default shall be excusable only if it arose out of causes beyond the control of both Provider and subcontractor and without fault of negligence or either of them and the articles or services to be furnished were not obtainable from other sources in sufficient time to permit Provider to meet the required delivery schedule.
6. **FORCE MAJEURE.** The performance of an obligation by either party shall be excused in the event that performance of that obligation is prevented by an act of God, act of war, riot, fire, explosion, flood or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, or strike or labor dispute, provided that any such event and the delay caused thereby is beyond the control of, and could not reasonably be avoided by, that party.
7. **INSPECTION.** All articles and work will be subject to final inspection and approval after delivery, notwithstanding prior payment, it being expressly agreed that payment will not constitute final acceptance. OSPS, at its option, may either reject any article or work not in conformity with the requirements and terms of this order, or re-work the same at Provider's expense. OSPS may reject the entire shipment where it consists of a quantity of similar articles and the sample inspection discloses that ten (10%) percent of the articles inspected are defective, unless Provider agrees to reimburse OSPS for the cost of a complete inspection of the articles included in such shipment. Rejected material may be returned to the Provider's risk and expense at the full invoice price plus applicable incoming transportation charges, if any. No replacement of defective articles of work shall be made unless specified by OSPS.
8. **INVOICE.** The original and duplicate invoices covering each and every shipment made against this order showing Contract number, Vendor number, and other essential particulars, must be forwarded promptly to the ordering agency concerned by the Vendor to whom the order is issued. Delays in receiving invoices, and any errors or omissions in statements will be considered just cause for withholding settlement without losing discount privileges. All accounts are to be carried out on the name of the agency or institution receiving the goods, and not in the name of OSPS.
9. **MODIFICATIONS.** OSPS reserves the right to increase or decrease all or any portion of the work and the articles required by the bidding documents or these agreements, or to eliminate all or any portion of such work or articles or to change delivery date hereon without invalidating this Contract. All such modifications shall be in writing. If any such modification is made, the Contract amount or amounts shall be adjusted accordingly. In no event shall Provider fail or refuse to continue the

performance of the work in providing of articles under this Agreement because of the inability of the parties to agree on an adjustment or adjustments.

10. TERMINATION. OSPS may terminate the whole or any part of this Agreement in any one of the following circumstances:

- a. The Provider fails to make delivery of articles, or to perform services within the time or times specified herein, or
- b. If Provider fails to deliver specified materials or services, or
- c. If Provider fails to perform any of the provisions of this Agreement, or
- d. If Provider so fails to make progress as to endanger the performance of this Agreement in accordance with its terms, or
- e. If Provider is adjudged bankrupt, or if it makes a general assignment for the benefit of its creditors or if a receiver is appointed on account of its insolvency, or
- f. Whenever for any reason the State shall determine that such termination is in the best interest of the State to do so.

In the event that OSPS terminates this Agreement in whole or in part, pursuant to this paragraph with the exception of (f), OSPS may procure (articles and services similar to those so terminated) upon such terms and in such manner as OSPS deems appropriate, and Provider shall be liable to OSPS for any excess cost of such similar articles or services.

11. NON-APPROPRIATION. Notwithstanding any other provision of this Contract, if the State does not receive sufficient funds to fund this Contract and other obligations of the State, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Contract.

12. GOVERNMENTAL REQUIREMENTS. The Provider warrants and represents that it will comply with all applicable governmental ordinances, laws and regulations.

13. GOVERNING LAW. This Contract shall be governed in all respects by the laws, statutes, and regulations of the United States of America and of the State of Maine. Any legal proceeding against the State regarding this Contract shall be brought in the State of Maine administrative or judicial forums. The Provider consents to personal jurisdiction in the State of Maine.

14. DISPUTES. OSPS will decide any and all questions which may arise as to the quality and acceptability of articles provided and installation of such articles, and as to the manner of performance and rate of progress under this Contract. OSPS will decide all questions, which may arise as to the interpretation of the terms of this Agreement and the fulfillment of this Agreement on the part of the Provider.

15. SUBLETTING, ASSIGNMENT OR TRANSFER. The Provider shall not sublet, sell, transfer, assign or otherwise dispose of this Contract or any portion thereof, or of its right, title or interest therein, without the written request and written approval from the Department. Such approval shall not in any case relieve the Provider of its responsibility for performance of work or liability under this Contract.

16. STATE HELD HARMLESS. The Provider shall indemnify and hold harmless the Department and its officers, agents, and employees from and against any and all third party claims, liabilities, and costs, including reasonable attorney fees, for any or all injuries to persons or property or claims for

money damages, including claims for violation of intellectual property rights, arising from the negligent acts or omissions of the Provider, its employees or agents, officers or Subcontractors in the performance of work under this Agreement; provided, however, the Provider shall not be liable for claims arising out of the negligent acts or omissions of the Department, or for actions taken in reasonable reliance on written instructions of the Department.

17. NON-COLLUSION. The Provider warrants that it has not employed or contracted with any company or person, other than for assistance with the normal study and preparation of a proposal, to solicit or secure this Contract, and that it has not paid, or agreed to pay, any company or person, other than a bona fide employee working solely for the Provider, any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from, the award of this Contract.

And, the Provider has not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services, and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.

For breach or violation of this provision, the Department shall have the right to terminate this Contract without liability or, at its discretion, to otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gift, or contingent fee.

18. MATERIAL SAFETY: All manufacturers, importers, suppliers, or distributors of hazardous chemicals doing business in this State must provide a copy of the current Material Safety Data Sheet (MSDS) for any hazardous chemical to their direct purchasers of that chemical.

19. ORDER OF PRECEDENCE. In the event of a conflict between the documents comprising this Agreement, the Order of Precedence shall be:

- a. Exceptions - If applicable
- b. General Terms & Conditions for Goods and/or Services under Buyer Purchase Orders and Master Agreements
- c. Scope of Work - If applicable
- d. Vendor Agreement - Included at Department's Discretion
- e. Other - Included at Department's Discretion

20. CYBERSECURITY AND PROHIBITED TECHNOLOGIES. The Provider certifies to the best of Provider's knowledge and belief that the aforementioned organization, its principals and any subcontractors are named in this Contract:

- a. is not a foreign adversary business entity, <https://www.maine.gov/oit/prohibited-technologies>, [Title 5 MRSA §2021 \(3\)](#); and
- b. is not on the list of prohibited companies or does not obtain or purchase any information or communications technology or services included on the list of prohibited information and communications technology and services <https://www.maine.gov/oit/prohibited-technologies>, [Title 5 MRSA §2030-B](#).

Contracts entered into by a state agency in violation of [Title 5 M.R.S. §2030-B](#) are void. A person who knowingly signs this contract, in violation of this section, commits a civil violation for which a fine may be adjudged in an amount that is twice the amount of this contract or \$250,000, whichever is greater, [Title 5 MRSA §2030-A](#).

RIDER C: EXCEPTIONS TO RIDER B

N/A

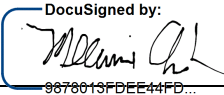
RIDER D: RESPONSIBLE BIDDER CERTIFICATION

By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principles, and any subcontractors are named in this proposal:

- a. Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
 - i. fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
 - ii. violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.*
 - iii. are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*
 - iv. have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*
- c. Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name: Melanie Clisham	Title: President/Owner
Authorized Signature:  3678013FDDE44FD...	Date: 7/30/2026