



## 2023-2024 SALT PROTECTION PROGRAM Terms and Conditions

**What is it?** A program designed to protect the business owner from the possibility of rising out-of-the-yard salt prices. Think of it as insurance against rising salt prices. *Remember, you do not buy insurance because you are going to use it, you buy insurance to protect yourself in case something bad happens!!*

**Who is eligible?** Any customer with a **current** and up-to date account. Past due accounts are **NOT** eligible for the program

**What does it cost?** \$10/ton *non-refundable* pre-payment at time of signed contract.

**How much insurance can I purchase?** You can purchase insurance on as many tons of salt as you want for the 2023-24 salt season and you will be guaranteed that your price will not increase on the quantity purchased.

**What if I don't use my entire amount purchased?** You lose the deposit amount on only the unused deposit amount.

**Date the contract needs to be executed?** The contract needs to be signed and deposit paid by *November 30th, 2023*. Don't delay!! **NO EXCEPTIONS**

**How long does the contract last?** All prepaid purchased salt must be delivered by March 15, 2024 or you will lose your deposit and forfeit the remainder of your protected salt.

**How am I billed?** You are billed exactly as you are now. The only difference is that your pre-payment amount would be applied to each invoice. (Example: you buy 50 tons of salt, your invoice would be the price of the salt, less \$500.00)

**Advantage of the program?**

1. Peace of mind. You know what you are going to pay.
2. You can protect yourself against rising costs and provide your customer with the guarantee of stable salt prices.
3. Better ability to know your cost for the salt season.
4. In a bad winter, you can raise your price to customers and have better margins.

**Disadvantage of the program?**

1. Upfront cash needed for insurance.
2. In the event that you do not use all the salt that you purchased insurance for, you would lose only that deposit amount. (Example, you buy 200 tons insurance (\$2,000.00) but only use 150 tons for the year, you would lose \$500.00.)

Contractors Please Initial: \_\_\_\_\_

Date: \_\_\_\_\_



2023-24 SALT PROTECTION PROGRAM

Date: \_\_\_\_\_

Company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_  
Address City State Zipcode

Shipping address: \_\_\_\_\_  
Address City State Zipcode

Email: \_\_\_\_\_ Phone #: \_\_\_\_\_

Insurance:

Salt price/ton (direct ship / increments of 50 ton) is guaranteed for:

- Pick One (X) \_\_\_\_\_ \$ 58.00/ton + tax (for 50 to 950 tons)
\_\_\_\_\_ \$ 57.00/ton + tax (for 1,000 to 1,950 tons)
\_\_\_\_\_ \$ 56.00/ton + tax (for 2,000 to 2,950 tons)
\_\_\_\_\_ \$ 55.00/ton + tax (for 3,000 tons and greater)

Delivery price/ton (see attached) \$ \_\_\_\_/ton (fuel surcharge may apply if national diesel avg > \$4.50 / gal.)

Number of tons purchased: \_\_\_\_\_ tons

X \$10.00 /ton (Non-Refundable Deposit)

Total Deposit Amount: \$ \_\_\_\_\_

All credit card payments on Salt purchases will have a 3% fee added to the invoice.

All information per this agreement is confidential and shall remain confidential.

Applicable Law / Jurisdiction. This Agreement is governed by the laws of the State of Michigan. The exclusive jurisdiction for any lawsuit initiated to interpret or to enforce the terms of this Agreement will be 67-2B Judicial District Court, located at 4094 Manor Drive, Burton, MI 48519 and each party consents to this jurisdiction.

Facsimiles/Counterparts. This Agreement may be signed in counterparts and to be faxed or scanned and/or e-mailed signatures.

Entire Agreement/Amendments. This one-page document contains the entire agreement of the parties regarding this purchase and no amendment will be effective unless signed by each party.

[ ] I have read the terms and conditions of this contract located on separate page.

\_\_\_\_\_  
Company Representative Date

\_\_\_\_\_  
Rock Bottom Stone Supply, LLC Date  
(To be signed off on by authorized RBSS personnel and returned to contractor)