

**2012/2013 Bid/Contract/Status**

Other: See bid in the area

**1. City of Cincinnati 200,000 tons opens: 08/15**

- ✓ Price for 2000, 2001, and 2002
- ✓ Source: North Bead and North Bend
- ✓ Associated to Morton for last couple of years

**ARS**  
 Morton: \$ 47.26, 27,477 gross tons      Morton: \$ 47.06, 26,477 gross tons  
 Morton: \$ 46.25, 20,144 gross tons      Morton: \$ 45.25, 24,477 gross tons  
 Cargill: \$ 46.25, 22,144 gross tons      Cargill: \$ 45.25, 22,144 gross tons

We offer the city as an incentive to get it. Getting the city of Cincinnati will give CDT a better position for the SWCFWQ permit issue (especially bid in this area out of North Bend). The price for the SWCFWQ out of North Bend was 11% so we could. We can get and share them with the highest margins.  
 If we don't get the city then CDT should go after as many tons as possible in the SWCFWQ out of North Bend, even after those that Morton got last year. 22,144 tons at \$ 45.75 margins, getting a total of about 73,477 tons at 2011 and 2012. Another bid up plus would be the SWCFWQ permit out of North Bend and the contract in the area that we do a regional bid from SWCFWQ, also Morton, Morton and CTD.

**2. High Heights 80,000 tons opens: 08/15**

- ✓ Morton was at \$ 37.74, margins: \$ 16.87
- ✓ Morton: \$ 36.27
- ✓ Cargill: \$ 40.74

This is up to you either for CDT, bid it high, let Morton to have it, or we can go after Brockville, ARS, and SWCFWQ.

**3. CSR Group 200,000 tons opens: 08/15**

- ✓ Cargill was at \$ 37.74, margins: \$ 16.87 and the city had Morton bid a year ago at \$ 46. We were at \$ 75.

We offer the bid with a moderate price increase in order to keep it.

**4. North Group 40,000 tons opens: 08/15**

- ✓ Cargill was at \$ 36.07, margins: \$ 17.46
- ✓ Morton: \$ 35.74
- ✓ Morton: \$ 40

We offer the bid with a moderate price increase in order to keep it. The SWCFWQ we got the county 200,000 tons last year at \$ 37.74, margins: 16.25.

**5. SWCFWQ 200,000 tons opens: 07/27**

**Source out of Cleveland, Columbus and North Bend**

Cargill: 47,770 tons at \$ 46.88, margins: \$ 7.28  
 ARS: 17,170 tons at \$ 46.20, margins: \$ 11.17  
 Morton: 17,670 tons at \$ 47.72, margins: \$ 6.74  
 Morton: 21,627 tons at \$ 47.72, margins: \$ 7.74

**North Bend:** If we get the city of Cincinnati we could pick and choose the best prices in this area with the best margins, and maybe get the same amount of tons we did last year about 47,000 tons. If we don't get it go after the Morton tons in the SWCFWQ and get a total of about 72K tons.

**Columbus:** We already looked for three years the city of Columbus, 30,000 tons at \$ 47.26. The strategy on the SWCFWQ was should be bid to keep what we got last year (7,400 tons at margins \$ 14.07), maybe get more tons, up to 12,000 tons??? Let's have to mind that Columbus is a key area for commercial business. Another governmental business in the city of Dublin, and SWCFWQ Franklin County.

**6. CSR 2007 1,200,244 tons opens: 08/15**

**7. Tuscarawas Co-op 36,575 tons opens: 08/17**

- ✓ Morton got 32,025 tons at \$ 38.82
- ✓ ARS got 4,500 tons at \$ 40.70

This bid is not as critical for CDT. Bid it high so Morton can get what they did last year and maybe some more.

**8. Brockville 60,000 tons opens: 08/15**

- ✓ Cargill was at \$ 32.97, margins: \$ 14.85
- ✓ Morton: \$ 40.87

Get Brockville to get it again at a price increase, maybe something around \$ 1.00 to \$ 2.40!!!!

This bid is not as critical for CDT. Bid it high so Morton can get what they did last year and maybe some more.