

North Dakota Department of Transportation
INVITATION TO BID

NDDOT Contract # 50160659

| | |
|---|--|
| Bid Number: 988-89-16-050-02 | Bid Opening Date & Time: 05/02/2016 02:30 PM |
| Items: Herbicides, Surfactants, Drift Control, and Fertilizer | Buyer: Gabriel Hoggarth |
| Bid Mailing Address: 608 E Blvd Ave | Telephone Number: 701-328-4465 |
| City, State, Zip: Bismarck, ND 58505 | Email: ghoggarth@nd.gov |
| Contract Period: 05/01/2016 TO 04/30/2017 | Date Prepared: 04/18/2016 |

BID RESPONSE

Please submit your bid response on the attached forms in conformance with the instructions and specifications in the NDAC 04-12-01 – 04-12-16. One copy of your bid response must be returned to the North Dakota Department of Transportation (NDDOT) prior to the time and date specified for the bid opening. Bid responses received after the time and day specified for the bid opening will be rejected. Mark envelope with word "BID" and the opening time and date. **If your bid response is accepted by NDDOT, then your bid response will constitute a binding contract.**

CONTRACT

This contract is made and entered into by and between NDDOT for the state of North Dakota (hereinafter state) and

| | |
|---|---|
| Vendor Name <i>Crop Production Services, Timberland Division</i> | Vendor Address <i>5230 Airport Road, Spearfish, SD 57783</i> |
|---|---|

(hereinafter vendor). In consideration of and for the acceptance by the state of the offer made by the vendor pursuant to the bid response, the vendor agrees and promises to sell, furnish, and deliver to the state, at the time, places, and prices specified in the bid response, all goods, merchandise, supplies, commodities, equipment, or other items contained in the bid response and for which the vendor has been awarded this contract by the state. The vendor shall fully perform this contract in accordance with the terms and conditions contained in the bid response including all specifications, rules, or regulations mentioned therein, and shall comply with all applicable provisions of the NDAC 04-12-01 – 04-12-16 promulgated by the State Purchasing Division; such manual being made a part of this contract by reference. The Risk Management Appendix and Appendices A and E of the Title VI Assurances, attached, are hereby incorporated into and made a part of this agreement.

The following must be completed by the vendor; failure to do so may result in the rejection of the vendors bid proposal.

| | | |
|---|-----------------------------------|--|
| Vendor Name <i>Crop Production Services, Timberland Division</i> | | |
| Mailing Address <i>5230 Airport Road, Spearfish, SD 57783</i> | | |
| Telephone Number <i>866-642-3800 Toll free</i> | Fax Number <i>605-642-3784</i> | E-mail Address <i>William.Walker@cpsagu.com</i> |

Tim Smith - Region Manager

Name & Title (Type or Print)

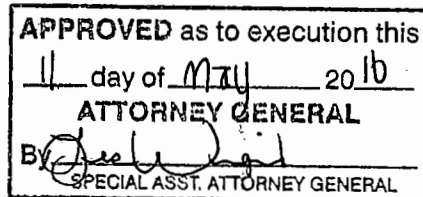
Signature *[Signature]*

Date *April - 26 - 2016*

To be signed by **Owner; Partner; Corp. Pres., Vice Pres., or other authorized Corp. Officer** or bid may be rejected. (if signed by other authorized Corp. Officer, please attach copy of Power of Attorney or other documentation showing authority to sign.)

FOR ND DEPARTMENT OF TRANSPORTATION USE ONLY Accepted by the state according to provisions of award.

| | |
|---|------------------------|
| Authorized Signature <i>Grant Levi</i> | Date <i>5/12/16</i> |
| Recommended for approval <i>Brad San</i> | Date <i>5-11-16</i> |
| Approximate contract amount \$ UNKNOWN | |



CLA 7480 (Div. 50)

MAILING INSTRUCTIONS

Mail only one completed and signed request for bid document per envelope, unless instructed otherwise. Request for bid documents not signed or received after the date and time specified in the request for bid will be rejected.

BID IS: ☒ SEALED ☐ NOT SEALED

Address the envelope containing your response in the following manner:

BID NUMBER – 988-89-16-050-02
BID OPENING DATE/TIME – MAY 2, 2016; 2:30 PM
N. D. DEPT. OF TRANSPORTATION
PROCUREMENT SECTION
608 E BOULEVARD AVE
BISMARCK ND 58505-0700

BIDDERS INSTRUCTIONS

1. **Assistance to Bidders with a Disability.** Bidders with a disability and/or language assistance, contact Civil Rights Division, NDDOT, 701-328-2978 or civilrights@nd.gov or TTY 711, as soon as possible so that reasonable accommodations can be made. Additionally, the Request for Reasonable Accommodations form (SFN 60135) can be accessed at the following NDDOT website location: <http://www.dot.nd.gov/forms/sfn60135.pdf>.
2. **Award.** Award will be made to a responsive, responsible bidder with the lowest price considering conformity with specifications, terms of delivery, quality, and serviceability. NDDOT reserves the right to consider bids varying in minor respects from any specific requirements herein, but judged to meet the intent of this request.
3. **Awards, Splitting of.** The state reserves the right to make awards by item, groups of items, or on the total low bid for all the items specified as indicated in the detailed specifications. Bidders interested only in the total low bid for all items are to state 'all or nothing' on their bid response.
4. **Bid Bond.** Waived in this instance: however, bidder(s) failing to enter into a contract with this office, upon notification of award, may be subject to removal from the bidder's list.
5. **Bid Held Firm.** Bids are not awarded at the bid opening. Bid responses will be firm for 30 days, unless stated otherwise.
6. **Bid Opening.** All sealed bids received by the NDDOT Procurement Office will be opened and read at 608 East Boulevard Avenue, Bismarck, North Dakota, at the time specified in the solicitation. Interested parties are invited to attend the bid opening.
7. **Bid Summary.** Bid summaries are available when the bid has been awarded. When bids are issued using the State's electronic bidding system, the bid summary will be posted and available for download from: <http://www.nd.gov/spo/>

Bid summaries will be mailed to those bidders who supply a self-addressed, stamped envelope with their bid response. A copy of the bid summary may also be obtained by visiting the NDDOT Procurement Office during normal working hours.

8. **Bidder Checklist.** HAVE YOU REMEMBERED TO:

- Review all instructions, terms and conditions, and specifications to ensure your bid response complies?
- Prepare your price in the specified unit of measure, F.O.B. Destination, Freight Prepaid to the delivery location listed on the cover sheet?
- Indicate whether you can meet the delivery date indicated on the cover sheet?
- Sign your bid response on the cover sheet?
- Initial all changes and corrections?
- Submit any required samples or enclosures, if applicable?
- Mark the envelope as indicated above?
- Review and complete all requirements contained in this solicitation to ensure compliance.

9. **Clarifications, Bid Changes and Questions Deadline.** The Procurement Officer is the point of contact. Any irregularities, lack of clarity, requested bid changes and all questions regarding this bid and the procurement process must be addressed to the Procurement Officer referenced on the first page of this document not later than end of business April 25, 2016. (Contact information is indicated on cover page). If a bid amendment is required, it will generally be issued after this date.

The bidder is cautioned that the requirement of this solicitation can be altered only by written amendments and that verbal communications from whatever source are of no effect.

10. **Corrections.** The bidder's authorized representative must initial any corrections and alterations (i.e. erasures, whiteouts, correction tape, etc.) made to the bid response. Those bid responses with corrections and alterations that are not initialed are subject to confirmation by the Procurement Officer.

11. **Definitions.**

- Bidder - any person or firm submitting a competitive bid in response to a solicitation.
- Bid summary - a summary of all bid responses received by the NDDOT Procurement Office.
- Bid response - the executed document submitted by a bidder in response to a solicitation.
- Contract - a deliberate written agreement between two or more competent persons to perform specific act or acts.
- Contractor - any person or firm having a contract with a governmental body.
- Solicitation - the process of notifying prospective bidders that the State wishes to receive bids for furnishing goods or services.

12. **Electronic & Facsimile Bids.** Bid responses are not to be email attached or faxed to the NDDOT unless this transmittal method has been authorized by the Procurement Officer or bid document. (Contact the Procurement officer regarding additional requirements and exceptions.) Bid responses electronically submitted or faxed may be rejected as non-responsive. Bids may be faxed to a third party who will put it in a properly-addressed envelope and deliver it to the NDDOT Procurement Office before the date and time specified in the solicitation.

13. **Freight/F.O.B. Destination.** Freight and transportation charges are to be included in the price of the products, unless otherwise specified in the solicitation. (F.O.B. - Free On Board).

14. **Indemnification.** Bidders must review the attached Risk Management Appendix for indemnification and insurance requirements. The indemnification and insurance provisions are incorporated and made part of this solicitation and the resultant final contract. Objections to any of the provisions of the indemnification and insurance requirements must be made in writing to the attention of the Procurement Officer by the time and date set for receipt of questions. No alteration of these provisions will be permitted without prior written approval from the Purchasing Agency or Entity in consultation with the North Dakota Risk Management Division. Upon receipt of the Notice of Award, the successful bidder must obtain the required insurance coverage and provide the Procurement Officer with proof of coverage prior to contract approval. The coverage must be satisfactory to the Purchasing Agency or Entity, in consultation with the North Dakota Risk Management Division. A bidder's failure to provide evidence of insurance coverage is a material breach and grounds for withdrawal of the award or termination of the contract.

15. **Late Bids.** It is the bidder's responsibility to ensure that a bid response is physically deposited with the NDDOT Procurement Office prior to the date and time specified for the opening. Late bid responses will not be opened and will be rejected and returned regardless of the degree of lateness or the reasons.

16. **Minor Informalities.** The State reserves the right to waive minor informalities in bid responses in accordance with N.D.A.C. 4-12-10. Minor informalities are insignificant omissions or nonjudgmental mistakes that are matters of form rather than substance, evident from the bid document, with a negligible effect on price, quantity, quality, delivery, or contractual conditions that can be waived or corrected without prejudice to other bidders.

17. **Multiple Bid(s).** Bidders may submit more than one bid response(s) for the item(s) specified in the solicitation. Each bid submitted must comply in all aspects with the bid requirements and these instructions.

18. **Negotiation.** NDDOT reserves the right to negotiate with the successful bidder to ensure the best possible consideration is afforded to all concerned.

19. **New Equipment and Materials.** Unless otherwise indicated in the detailed specifications of this solicitation, all equipment and materials shall be new and under current production for use in the United States.

20. **Open Records.** After the bid opening, bid documents will be subject to the North Dakota open records law. Records are closed or confidential only if specifically stated in law. If a request for public information is received, the procurement officer will determine whether the information is an exception to the North Dakota open records law, and the information will be processed appropriately. Those interested in reviewing the bid file are to make arrangements with the NDDOT Procurement Office. The NDDOT Procurement Office hours are 8:00 a.m. - 12:00 p.m. and 1:00 p.m. - 5:00 p.m. Monday through Friday.

21. **Packaging.** All shipments are to be packaged according to accepted commercial practices to avoid damage in shipment.

22. **Performance Bond.** Successful bidders will not be required to furnish a performance bond; however, failure to perform satisfactorily will result in the immediate termination of the contract(s) and bidders may be subject to removal from the bidder's list.

23. **Preparation of Bid.** Bids will be accepted on NDDOT forms only. If the document is located on the State Procurement Office website, then bidder is to download the document and type or write their responses as indicated by the bid document. Alteration of the bid document may be cause for bid rejection. Bidders are cautioned to examine specifications and all instructions. Failure to do so will be at the bidder's risk.

24. **Pricing.** Unit prices are to be stated in United States currency and based on the unit of measurement specified in the solicitation, F.O.B. Destination, to the NDDOT delivery locations specified herein.

In the event of mathematical differences between the unit price and extended total, the unit price will prevail.

25. **Protest of Award.** An interested party may protest the award within seven days after receiving notice in accordance with N.D.C.C. 54-44.4-12 and N.D.A.C. 4-12-14. Notice of award will be issued only to those bidders who submitted responses to this IFB. Seven calendar days after award or issuance of the Notice of Intent to Award; it will be assumed that all interested parties knew or should have known all the facts surrounding the award.

26. **Rejection.** Bid responses may be rejected if:

- The bid response is not legible.
- The bid response is not completed as requested.
- The bid response is faxed to the procurement office.
- The bid response is not responsive to the specifications or other requirements of the solicitation.
- The bid response is received after the time and date specified.
- The bidder has not met Vendor Registration requirements or is suspended or debarred.
- The bid document has been altered by the bidder.
- The bidder is determined to be not responsible (N.D.A.C. 4-12-11-04).

27. **Signature.** The bid must be signed manually in ink. The name and title of the person signing the bid response must be typed or printed above the signature. The bid must be signed by **Owner, Partner, Corp. Pres., Vice Pres., or other authorized Corp. Officer** or the bid may be rejected. If signed by other authorized Corp. Officer or representative, please attach a letter signed by the Owner, Partner, Corp. Pres., or Vice Pres. indicating the individual has authority to enter into a contract on behalf of the company (or a Power of Attorney).

28. **Specifications, Brand Name or Equivalent.** Unless otherwise indicated in the detailed specifications of this solicitation, the use of a specific brand name or make/model is for illustrative purposes only, and the State will consider equivalent products. If a commodity or service put forth by a bidder is rejected as not being equivalent, the Procurement Officer will notify the bidder of the rejection.

29. **Specifications, Compliance.** All bids submitted in response to this Invitation for Bid must comply with the specifications contained herein, and the successful bidder will be held responsible. Noncompliance with specifications is grounds for rejection of the bid response. Bidders who desire to submit commodities or services that deviate from these specifications or have any objections to the specifications stated herein must be clearly pointed out **PRIOR TO THE DEADLINE FOR RECEIPT OF QUESTIONS**; otherwise, it will be considered that the items offered are in strict compliance with these specifications, and the bidder will be held responsible.

30. **Supplemental Terms and Conditions.** Bids including supplemental terms and conditions will be accepted, but supplemental conditions that conflict with any conditions contained in this ITB or that diminish the State's rights will be considered null and void. The State is not responsible for identifying conflicting supplemental terms and conditions before issuing a contract award.

After award of contract:

- a) If a conflict arises between a supplemental term or condition included in the bid and a term or condition of the ITB, the term or condition of the ITB will prevail, and,
- b) If the State's rights would be diminished as a result of application of a supplemental term or condition included in the bid, the supplemental term or condition will be considered null and void.

Changes, modifications, additions, or alterations to the bid document could be cause for rejection of the submitted bid at the sole discretion of the NDDOT. Contact the Procurement Officer in writing prior to the deadline for clarifications.

31. **Taxes.** The State does not pay sales tax or federal excise tax. The state sales tax exemption number is E-2001. The federal tax-free transaction number is 45-70-0010K. The Purchasing Agency will furnish a tax exempt certificate upon request.

32. **Vendor Registration.** Bids will be accepted from bidders who are not currently Approved Bidders for the State of North Dakota; however, the successful bidder may be required to become approved prior to award, in accordance with N.D.C.C. 54-44.4-09. To become an Approved Bidder, you must: 1) register with the North Dakota Secretary of State (fees apply), and 2) submit a completed Bidder List Application to the ND State Procurement Office. Registration instructions and forms are available on-line at: www.nd.gov/spo/vendor. Contact the ND State Procurement Office at 701-328-2683 or infospo@nd.gov for assistance.

Placement on the bidders list does not guarantee a bidder will receive notice of every formal solicitation.

Bidders must maintain current information by submitting a Notice of Change form to the State Procurement Office (Fax 701-328-1615). Visit the website for forms: www.nd.gov/spo/vendor.

33. **Withdrawal or changes to a bid response prior to the bid opening date and time.** A bidder may withdraw or make a change to his bid response prior to the bid opening date and time. The request to make a change or withdraw must be in writing by a representative of the firm. The request to withdraw or change must be signed by the bidder or his designated representatives.

34. **Withdrawals after the bid opening date and time.** After the bid opening, no changes may be made to the bid response. The bidder may make a written request to withdraw the bid response, subject to approval by the NDDOT Procurement Office. Vendors continually withdrawing bids after the bid opening may be removed from the Vendor Database.

GENERAL CONTRACT TERMS AND CONDITIONS

1. **Affirmative Action.** The contractor will take affirmative action in complying with all Federal and State requirements concerning fair employment and employment of individuals with disabilities, and concerning the treatment of all employees without regard to discrimination by reason of race, color, religion, sex, national origin, or disability.

2. **Applicable Law and Venue.** Any dispute arising out of this agreement will be resolved under the laws of the State of North Dakota.

3. **Billing and Payment Procedures.** Purchase orders will be issued by the individual NDDOT Districts.

Invoices are to be submitted as indicated on the purchase orders unless otherwise instructed. Failure to submit correct invoices to the appropriate NDDOT office may delay contractor payment.

Payment will normally be made within thirty days after delivery and acceptance of commodities or services under this contract and receipt of a correct invoice. All invoice and payment inquiries must be directed to the purchasing agency.

4. **Binding Contract.** The acceptance of a bid response in writing by the purchasing agency constitutes a contract between the bidder and the State. Written acceptance from the purchasing agency will be in the form of a purchase order, notification of award, or contract. Any oral agreement or arrangement by a bidder with a State employee or purchasing agency will have no force or effect unless reduced to writing.

5. **Compliance with Laws.** The contractor must, in performance of work under this contract, fully comply with all applicable federal, state or local laws, rules, regulations and policies, including those relating to nondiscrimination, affirmative action, accessibility and civil rights including Title VI of the Civil Rights Act of 1964. The contractor agrees to file all required reports on time, to make required payroll deductions, and to pay all taxes and premiums owed on time, including sales and use taxes and unemployment compensation and workers' compensation premiums. The contractor shall have and keep current at all times during the term of this contract all licenses and permits required by law.

6. **Contract Amendments, Waivers.** After a binding contract has been entered into, no changes (i.e. additions, substitutions, subcontracting or a price adjustment) may be made, unless prior approval has been obtained from the purchasing agency and Procurement Officer.

The terms of this contract shall not be waived, altered, modified, supplemented, or amended, in any manner whatsoever, except by written instrument signed by the parties. No waiver consent, modification or change of terms of this agreement shall bind either party unless in writing and signed by both parties. Such waiver, consent, modification, or change, if made shall be effective only in the specific instance and for the specific purpose given. There are no understandings, agreements, or representations, oral or written, not specified herein regarding this agreement.

7. **Contract Price Adjustment.** The Contract Unit Prices shall be firm for the twelve (12) months of the contract period. On an annual basis, all unit prices may be subject to price adjustment (increase / decrease). The request for a price adjustment shall be submitted to the Procurement Office at least forty five (45) days before the scheduled contract expiration date and must include justification for the proposed change. The Procurement Officer will respond as follows:

- 1) The request may be granted,
- 2) The contract may be cancelled and solicitation may be re-advertised, or
- 3) The contract may be continued without change.

If a price increase is approved by the NDDOT, the date the increase will be effective along with the new unit prices will be included in an amendment document. Approval of any price increase renews the twelve month firm price period.

The State shall also be advised of and receive the benefit of any price decrease. The same notification and review process will apply to a decrease in cost.

8. **Contract Term and Renewal Option.** The NDDOT will enter into a contract with an effective date **beginning May 1, 2016, and ending April 30, 2017**, inclusive. This contract may be renewed upon satisfactory completion of the initial contract term. The NDDOT reserves the right to execute up to two options to renew this contract for a period of twelve (12) months each, not to exceed thirty-six (36) months total. Renewals will be documented by amendment.

The NDDOT reserves the right to renegotiate price and terms provided that such negotiated price and terms fall within the original scope of work for this bid. Negotiations may be conducted annually or at such times that additional and unexpected services falling within the scope of the contract may occur. Such changes will be documented by amendment to the contract.

9. **Contract Termination.**

- a. **Termination without Cause.** This contract may be terminated by mutual consent of both parties, or by either party upon 30 days' written notice.
- b. **Termination for Lack of Funding or Authority.** The State may terminate this contract effective upon delivery of written notice to the contractor, or on any later date stated in the notice, under any of the following conditions:
 - i. If funding from federal, state, or other sources is not obtained and continued at levels sufficient to allow for purchase of the services or supplies in the indicated quantities or term. The contract may be modified by agreement of the parties in writing to accommodate a reduction in funds.
 - ii. If federal or state regulations or guidelines are modified, changed or interpreted in such a way that the services are no longer allowable or appropriate for purchase under this contract or are no longer eligible for the funding proposed for payments authorized by this contract.
 - iii. If any license or certificate required by law or regulation to be held by the contractor to provide the services required by the contract is for any reason denied, revoked or not renewed.

Any such termination of this contract under (i), (ii), or (iii), above, shall be without prejudice to any obligations or liabilities of either party already accrued prior to such termination.

- c. **Termination for Cause.** The State by written notice to the contractor may terminate the whole or any part of this contract:
 - i. If the contractor fails to provide services required by this contract within the time specified herein or any extension thereof; or
 - ii. If the contractor fails to perform any of the other provisions of this contract, or so fails to pursue the work as to endanger performance of this contract in accordance with its terms and after receipt of written notice from the State, fails to correct such failures within ten days or such longer period as NDDOT may authorize.

- iii. The rights and remedies of the State provided in the above clause related to defaults by the contractor are not exclusive and are in addition to any other rights and remedies provided by law or under this contract.
- d. **Termination, Deliveries.** If the contract is terminated for any reason, the contractor is responsible for delivery of all commodities and services ordered prior to the termination, unless those orders had been canceled by the Purchasing Agency or Entity.

10. **Inspection and Investigations.** The State reserves the right to conduct inspections and investigations related to the bidder and offered commodities or services, including but not limited to the firm, its facility, personnel, qualifications, and the commodities and/or services offered to make determinations regarding compliance with the bid requirements and responsibility of the bidder.

11. **Materials and Workmanship.** All material and workmanship shall be subject to inspection and testing at the discretion of the purchasing agency either at the point of manufacturer, place of storage, or upon receipt.

12. **Receiving.** Deliveries must arrive at the designated destination(s) during normal business hours unless other shipping/receiving instructions are issued by NDDOT personnel. The contractor shall contact the NDDOT to schedule delivery dates and times at least 24 hours in advance of delivery.

All NDDOT offices will be closed in recognition of State holidays. Any day declared a holiday by the President or Governor will also be recognized by office closure.

13. **Subcontracts, Assignment.** The contractor shall not subcontract, assign or transfer the contractor's interests or duties under this contract without express written consent of the purchasing agency. However, the contractor may enter into subcontracts provided that any such subcontractor acknowledges the binding nature of this contract and incorporates this contract, including any attachments. The contractor is solely responsible for the performance of any subcontractor. The contractor shall not have the authority to contract for or incur obligations on behalf of the State.

14. **Successors in Interest.** The provisions of this agreement shall be binding upon and shall inure to the benefit of the parties hereto, and their respective successors and assigns.

15. **Service Representative.** The contractor must provide a dedicated customer service representative to provide support for this contract. The contractor shall notify the Procurement Officer in the event the representative is changed.

NAME: William "Bill" Walker, Territory Manager
(Name of person servicing this contract)

BUSINESS NAME: Crop Production Services, Timberland Division

MAILING ADDRESS: 5230 Airport Road Spearfish, SD 57783

CITY & STATE: Spearfish, SD ZIP CODE: 57783

PHONE NUMBER: 1-605-642-3800 TOLL FREE: 1-866-642-3800

FAX NUMBER: 605-642-3784 E-MAIL: William.Walker@cpsagu.com

Information

When bidding an alternate item that you wish to be considered as an approved equal, print the exact name of the proposed alternate in the provided space so that we may research and consider it fully.

When considering shipping expenses in your bid amounts, use the Bismarck District zip code 58504. Other DOT Districts may coordinate to pick their orders up at the Bismarck District, or they may ask the bidder to ship directly to them. For Districts requesting direct shipments, bidder agrees to charge actual shipping costs. (Check One) YES ☒ NO ☐ **

**Checking NO will result in bid rejection.

| Item No. | Item Detail | Equivalent | Proposed Alternate | Bid Amount | | |
|--|--|-------------------------|-------------------------|--------------|--------------|--------------|
| | | | | 1 to 3 Units | 4 to 7 Units | 8 or More |
| Bid 2.5 Gallon Sizes Unless Stated Otherwise | | | | | | |
| 1 | Roundup (min. 50% Glyphosate) Roundup PRO Conc. | Exact | | \$ 37.55 ea | \$ 37.55 ea | \$ 37.55 ea |
| 2 | Generic Glyphosate (min. 50% Glyphosate) | Approved Equal | Mad Dog 5.4 | \$ 32.25 ea | \$ 32.25 ea | \$ 32.25 ea |
| 3 | Roundup (min. 40% Glyphosate) Ranger PRO | Exact | | \$ 29.25 ea | \$ 29.25 ea | \$ 29.25 ea |
| 4 | Generic Glyphosate (min. 40% Glyphosate) | Approved Equal | Makaze Herbicide | \$ 27.25 ea | \$ 27.25 ea | \$ 27.25 ea |
| 5 | Plateau (min. 20% Imazapic) 1 gal. Cont. only | Exact Bid per gal. | | \$ 100.40 ea | \$ 100.40 ea | \$ 100.40 ea |
| 6 | Generic Imazapic (min. 20% Imazapic) | Approved Equal | none | \$ — ea | \$ — ea | \$ — ea |
| 7 | Generic Imazapyr (min. 20 Imazapyr) | Approved Equal | Arsenal Herbicide | \$ 117.75 ea | \$ 117.75 ea | \$ 117.75 ea |
| 8 | Pramitol 25E (min. 25% Prometon) | Exact | | \$ 78.75 ea | \$ 78.75 ea | \$ 78.75 ea |
| 9 | Generic Prometon (min. 20% Prometon) | Approved Equal | none | \$ — ea | \$ — ea | \$ — ea |
| 10 | Rodeo (min. 50% Glyphosate) | Exact | | \$ 51.25 ea | \$ 51.25 ea | \$ 51.25 ea |
| 11 | Aqua Star (min. 50% Glyphosate) | Exact | | \$ No Bid ea | \$ — ea | \$ — ea |
| 12 | Generic Aquatic Glyphosate (min. 50% Glyphosate) | Approved Equal | AquaWeat Herbicide | \$ 34.50 ea | \$ 34.50 ea | \$ 34.50 ea |
| 13 | Amine 2,4-D (min. 45% 2,4-D) | Exact | | \$ 25.25 ea | \$ 25.25 ea | \$ 25.25 ea |
| 14 | Generic 2,4-D (min. 45% 2,4-D) | Approved Equal | Platoon 2,4-D Amine | \$ 24.75 ea | \$ 24.75 ea | \$ 24.75 ea |
| 15 | Curtail Herbicide (min. 5% clopyralid MEA salt and 38% 2,4-D) | Exact or Approved Equal | Curtail Herbicide | \$ 93.50 ea | \$ 93.50 ea | \$ 93.50 ea |
| 16 | Cody Herbicide (min. 5% clopyralid MEA salt and 38% 2,4-D) | Exact or Approved Equal | No Bid | \$ — ea | \$ — ea | \$ — ea |
| 17 | Generic Dicamba (min. 40% Dicamba) | Approved Equal | Rifle Herbicide | \$ 107.50 ea | \$ 107.50 ea | \$ 107.50 ea |
| 18 | Picloram 22k | Exact or Approved Equal | Tordon 22K | \$ 114.50 ea | \$ 114.50 ea | \$ 114.50 ea |
| 19 | Tordon 22k | Exact or Approved Equal | Tordon 22K | \$ 114.50 ea | \$ 114.50 ea | \$ 114.50 ea |
| 20 | Preference Surfactant | Exact or Approved Equal | Activator 90 Surfactant | \$ 38.50 ea | \$ 38.50 ea | \$ 38.50 ea |
| 21 | Gordon Lawn & Pasture Liquid Fertilizer, 20-0-0 | Exact or Approved Equal | Starline 18-3-6 | \$ 35.00 ea | \$ 35.00 ea | \$ 35.00 ea |
| 22 | Snapshot 2.5 TG Granular Pre-Emergent, 45 lb Bag Min. | Exact or Approved Equal | Snapshot (50 lb. Bag) | \$ 105.00 ea | \$ 105.00 ea | \$ 105.00 ea |
| 23 | Sahara DG for Total Background Control, 9 lb Bag Min. (10 lb.) | Exact or Approved Equal | Imazuron Herbicide | \$ 71.00 ea | \$ 71.00 ea | \$ 71.00 ea |
| 24 | Bronc + Surfactant, 38 lb Bag Min. (2.5 gal. Cont.) | Exact or Approved Equal | Flame 2.5 gal. Cont. | \$ 57.75 ea | \$ 57.75 ea | \$ 57.75 ea |
| 25 | R11 Spreader-Activator, 1 Quart Min. | Exact or Approved Equal | Spreader 90 Surfactant | \$ 33.50 ea | \$ 33.50 ea | \$ 33.50 ea |
| 26 | Crosshair Drift control, 1 Quart Min. | Exact or Approved Equal | Reign LC gts | \$ 9.80 ea | \$ 9.80 ea | \$ 9.80 ea |
| 27 | Chem-Trol Drift Control Agent, 1 Quart Min. | Exact or Approved Equal | Reign 2.5 gal. | \$ 30.00 ea | \$ 30.00 ea | \$ 30.00 ea |
| 28 | Ammonium Sulfate Fertilizer, 45 lb Bag Min. (51 lb.) | Exact or Approved Equal | Actamaster | \$ 15.30 ea | \$ 15.30 ea | \$ 15.30 ea |

Bidder Crop Production Services, Timberland Division

Herbicides, Surfactants, Drift Control, and Fertilizer 988-89-16-050-02

Page 8 of 8

1000000000

**NORTH DAKOTA DEPARTMENT OF TRANSPORTATION
APPENDIX A OF THE TITLE VI ASSURANCES**

During the performance of this contract, the Contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the Contractor) agrees as follows:

1. Compliance with Regulations: The Contractor (hereinafter includes consultants) will comply with the Acts and the Regulations relative to Non-discrimination in Federally-assisted programs of the U.S. Department of Transportation, the Federal Highway Administration, as they may be amended from time to time, which are herein incorporated by reference and made a part of this contract.
2. Non-discrimination: The Contractor, with regard to the work performed by it during the contract, will not discriminate on the grounds of race, color, or national origin in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The Contractor will not participate directly or indirectly in the discrimination prohibited by the Acts and the Regulations, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 CFR Part 21.
3. Solicitations for Subcontracts, Including Procurements of Materials and Equipment: In all solicitations, either by competitive bidding, or negotiation made by the Contractor for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by the Contractor of the Contractor's obligations under this contract and the Acts and the Regulations relative to Non-discrimination on the grounds of race, color, or national origin.
4. Information and Reports: The Contractor will provide all information and reports required by the Acts, the Regulations, and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the Recipient or the Federal Highway Administration to be pertinent to ascertain compliance with such Acts, Regulations, and instructions. Where any information required of a Contractor is in the exclusive possession of another who fails or refuses to furnish the information, the Contractor will so certify to the Recipient or the Federal Highway Administration as appropriate, and will set forth what efforts it has made to obtain the information.
5. Sanctions for Noncompliance: In the event of a contractor's noncompliance with the Nondiscrimination provisions of this contract, the Recipient will impose such contract sanctions as it or the Federal Highway Administration may determine to be appropriate, including, but not limited to:
 - a. withholding payments to the Contractor under the contract until the Contractor complies; and/or
 - b. cancelling, terminating, or suspending a contract, in whole or in part.
6. Incorporation of Provisions: The Contractor will include the provisions of paragraphs one through six in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations and directives issued pursuant thereto. The Contractor will take action with respect to any subcontract or procurement as the Recipient or the Federal Highway Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if the Contractor becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, the Contractor may request the Recipient to enter into any litigation to protect the interests of the Recipient. In addition, the Contractor may request the United States to enter into the litigation to protect the interests of the United States.



**NORTH DAKOTA DEPARTMENT OF TRANSPORTATION
APPENDIX E OF THE TITLE VI ASSURANCES**

During the performance of this contract, the contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the Contractor) agrees to comply with the following non-discrimination statutes and authorities; including but not limited to:

Pertinent Non-Discrimination Authorities:

- Title VI of the Civil Rights Act of 1964 (42 U.S.C. § 2000d *et seq.*, 78 stat. 252), (prohibits discrimination on the basis of race, color, national origin); and 49 CFR Part 21.
- The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 U.S.C. § 4601), (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);
- Federal-Aid Highway Act of 1973, (23 U.S.C. § 324 *et seq.*), (prohibits discrimination on the basis of sex);
- Section 504 of the Rehabilitation Act of 1973, (29 U.S.C. § 794 *et seq.*), as amended, (prohibits discrimination on the basis of disability); and 49 CFR Part 27;
- The Age Discrimination Act of 1975, as amended, (42 U.S.C. § 6101 *et seq.*), (prohibits discrimination on the basis of age);
- Airport and Airway Improvement Act of 1982, (49 USC § 471, Section 47123), as amended, (prohibits discrimination based on race, creed, color, national origin, or sex);
- The Civil Rights Restoration Act of 1987, (PL 100-209), (Broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, The Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms "programs or activities" to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);
- Titles II and III of the Americans with Disabilities Act, which prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 U.S.C. §§ 12131-12189) as implemented by Department of Transportation regulations at 49 C.F.R. parts 37 and 38;
- The Federal Aviation Administration's Non-discrimination statute (49 U.S.C. § 47123) (prohibits discrimination on the basis of race, color, national origin, and sex);
- Executive Order 12898, Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations, which ensures non-discrimination against minority populations by discouraging programs, policies, and activities with disproportionately high and adverse human health or environmental effects on minority and low-income populations;
- Executive Order 13166, Improving Access to Services for Persons with Limited English Proficiency, and resulting agency guidance, national origin discrimination includes discrimination because of limited English proficiency (LEP). To ensure compliance with Title VI, you must take reasonable steps to ensure that LEP persons have meaningful access to your programs (70 Fed. Reg. at 74087 to 74100);
- Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 U.S.C. 1681 *et seq.*).



Risk Management Appendix

Supply Contracts with Private Individuals, Companies, Corporations, Etc.:

Each party agrees to assume its own liability for any and all claims of any nature including all costs, expenses and attorney's fees which may in any manner result from or arise out of this agreement.

Contractor, or Contractor's delivery agent, shall secure and keep in force during the term of this agreement, from insurance companies, government self-insurance pools or government self-retention funds authorized to do business in North Dakota, the following insurance coverages:

- 1) **Commercial general liability and automobile liability** insurance.
- 2) **Workers compensation** insurance.

Contractor shall produce certificates of insurance or copies of insurance policies upon request by the State.

When a portion of a Contract is sublet, the Contractor shall obtain insurance protection (as outlined above) to provide liability coverage to protect the Contractor and the State as a result of work undertaken by the Subcontractor. In addition, the Contractor shall ensure that any and all parties performing work under the Contract are covered by public liability insurance as outlined above. All Subcontractors performing work under the Contract are required to maintain the same scope of insurance required of the Contractor. The Contractor shall be held responsible for ensuring compliance with those requirements by all Subcontractors.

RM Consulted 2007
Revised 6-07





5230 AIRPORT ROAD
SPEARFISH, SOUTH DAKOTA 57783
VEGETATION MANAGEMENT PRODUCTS / VEGETATION MANAGEMENT CONSULTING

(866) 642-3800 Office Toll Free
(605) 642-3784 Fax Line

(605) 642-3800 Office
(605) 645-1636 Bill's Mobile Phone

April 26, 2016

Bid Number 988-89-16-050-02
Bid Opening Date May 2, 2016; 2:30 P.M.

ND Dept. of Transportation
Attn: Procurement Section
608 E. Boulevard Avenue
Bismarck, ND 58505-0700

Subject: Explanation of products bid and product size containers/package sizes bid in.

| Line Item and Product | Cont. Size Bid | Manufacturer |
|---|--|--------------------------|
| 1. Roundup PRO Concentrate | 2.5 gal. cont. | Monsanto |
| 2. Mad Dog 5.4 Herbicide | 2.5 gal. cont. | Loveland Products |
| 3. Ranger PRO | 2.5 gal. cont. | Monsanto |
| There is no longer a Roundup 4# product, Monsanto has their Ranger PRO that replaces it. | | |
| 4. Makaze Herbicide | 2.5 gal. cont. | Loveland Products |
| 5. Plateau Herbicide | 1 gal. cont. only | BASF |
| Plateau is packaged in 1 gallon containers only, bid is per gallon, packaged in 2x1 gallon case | | |
| 6. Generic Imazapic | No Bid – we do not handle a generic to Plateau for sale | |
| 7. Arsenal Herbicide | 2.5 gal. cont. | BASF |
| 8. Pramitol 25 E Herbicide | 2.5 gal. cont. | Loveland Products |
| 9. Generic Prometon | No Bid – we do not handle a generic Pramitol 25 E | |
| 10. Rodeo Herbicide | 2.5 gal. cont. | DOW AgroSciences |
| 11. Aqua Star Herbicide | No Bid – We do not handle the Aqua Star Product for sale | |
| 12. AquaNeat Herbicide | 2.5 gal. cont. | NuFarm |
| 13. Amine 4 2, 4-D Amine | 2.5 gal. cont. | Loveland Products |
| 14. Platoon 2, 4-D Amine Herbicide | 2.5 gal. cont. | UAP, Timberland Division |
| 15. Curtail Herbicide | 2.5 gal. cont. | DOW AgroSciences |
| 16. Cody Herbicide | No Bid – We do not handle Cody Herbicide for sale | |
| 17. Rifle Herbicide | 2.5 gal. cont. | Loveland Products |
| 18. Picloram 22K Herbicide | 2.5 gal. cont. (bid Tordon 22K) | DOW AgroSciences |
| 19. Tordon 22K Herbicide | 2.5 gal. cont. | DOW AgroSciences |
| 20. Activator 90 Surfactant | 2.5 gal. cont. | Loveland Products |
| Replaces Preference Surfactant | | |
| 21. Starline Liquid 18-3-6 Fertilizer | 2.5 gal. cont. | Loveland Products |
| Replaces Gordon Lawn and Pasture Fert. Liquid | | |
| 22. Snapshot 2.5 TG Granule | 50 lb. bags | DOW AgroSciences |
| 23. Imazuron Herbicide | 10 lb. bags | NuFarm |
| Replaces Sahara Herbicide | | |
| 24. Flame | 2.5 gal. cont. | Loveland Products |
| Replaces Bronc + Surfactant product | | |

| | | |
|--|----------------|-------------------|
| 25. Spreader 90 Surfactant | 2.5 gal. cont. | Loveland Products |
| Replaces R-11 Surfactant | | |
| 26. Reign LC Drift Control | 1 quart cont. | Loveland Products |
| Replaces Crosshair Drift Control Product | | |
| 27. Reign Drift Control | 2.5 gal. cont. | Loveland Products |
| Replaces Chem-Trol Drift Control Product | | |
| 28. Actamaster | 51 lb. bags | Loveland Products |
| Is a granule ammonium sulfate product | | |

CPS, Timberland Division also has a full line of products for Noxious and General Weed control in range, pasture, right-a-ways, turf and many other sites should you need them.

If you have any questions please contact me at my cell phone number or email me at

William.walker@cpsagu.com

Sincerely,

William "Bill" Walker
Territory Manager
CPS / Timberland Division
SD, ND, IA, NE
Cell # 1-605-645-1636



September 30, 2014

Tom Warner
President, Crop Production Services, Inc.

DELEGATION OF AUTHORITY

Effective September 30, 2014, I, Tom Warner, in my capacity as President of Crop Production Services, Inc. hereby delegate signing authority for Tim Smith to sign all bids for government entities and contracts with private entities relative to vegetation management products and services. This authority is the same as these individuals being officers of the Company with respect to these bids.

A handwritten signature in dark ink, appearing to read 'T. Warner', is written over a horizontal line.

Tom Warner
President
Crop Production Services, Inc.

Crop Production Services, Inc.
2084 Windish Drive
Galesburg, IL 61402
Direct Line: (309) 342-4100
Facsimile: (309) 342-0654
tom.warner@cpsagu.com

**North Dakota Department of Transportation
AMENDMENT TO CONTRACT NO. 50160659
Project No.**

THIS AMENDMENT to the above-referenced contract is entered into by and between the State of North Dakota, acting through its Director of Transportation, hereinafter known as NDDOT, whose address is 608 East Boulevard Avenue, Bismarck, North Dakota 58505-0700, and Crop Production Services, hereinafter known as the Contractor, whose address is 5230 Airport Road, Spearfish, SD 57783.

WHEREAS, the parties entered into a contract on May 12, 2016; and

WHEREAS, the contract was competitively bid and awarded to the Contractor through April 30, 2017; and

WHEREAS, the Contractor has performed satisfactorily under the terms of the contract; and

WHEREAS, the Contractor has expressed a willingness to extend the term of the above-referenced contract for an additional twelve (12) month period; and

NOW THEREFORE, the Contractor and NDDOT agree that the term of the contract is extended through April 30, 2018.



All other terms and conditions of the above-referenced contract are incorporated herein by reference and remain in full force and effect.

EXECUTED the date last below signed.

WITNESS:

Jessica Milburn

NAME (TYPE OR PRINT)

Jessica Milburn

SIGNATURE

To be signed by **Owner; Partner; Corp. Pres., Vice Pres., or other authorized Corp. Officer.** (If signed by other authorized Corp. Officer, please attach copy of Power of Attorney or other documentation showing authority to sign.)

CONTRACTOR:

Crop Production Services, Inc.

COMPANY NAME

Tim Smith

OFFICER'S NAME (TYPE OR PRINT)

SIGNATURE

Region Manager

TITLE

4/6/2017

DATE

WITNESS:

Sondra Goebel

NAME (TYPE OR PRINT)

Sondra Goebel

SIGNATURE

NORTH DAKOTA DEPARTMENT
OF TRANSPORTATION

Grant Levi

for the DIRECTOR (TYPE OR PRINT)

Darcy R. Rosendahl, Dep. Dir.

SIGNATURE

19 APR 2017

DATE

APPROVED as to substance by:

Brad Darr

DIVISION DIRECTOR (TYPE OR PRINT)

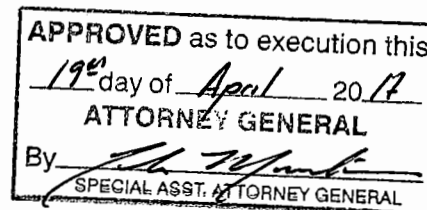
SIGNATURE

4-18-17

DATE

CLA 52494 (Div. 06)

L.D. Approved 5-19-00; 5-03



**North Dakota Department of Transportation
AMENDMENT TO CONTRACT NO. 50160659
Project No.**

THIS AMENDMENT to the above-referenced contract is entered into by and between the State of North Dakota, acting through its Director of Transportation, hereinafter known as NDDOT, whose address is 608 East Boulevard Avenue, Bismarck, North Dakota 58505-0700, and Crop Production Services, Timberland Division, hereinafter known as the Contractor, whose address is 5230 Airport Rd, Spearfish, SD 57783.

WHEREAS, the parties entered into a contract on May 12, 2016; and

WHEREAS, the contract was competitively bid and awarded to the Contractor; and

WHEREAS, the Contractor has performed satisfactorily under the terms of the contract and has been extended one time through April 30, 2018; and

WHEREAS, the Contractor has expressed a willingness to extend the term of the above-referenced contract for an additional twelve (12) month period; and

NOW THEREFORE, the Contractor and NDDOT agree that the term of the contract is extended through April 30, 2019.



All other terms and conditions of the above-referenced contract are incorporated herein by reference and remain in full force and effect.

EXECUTED the date last below signed.

WITNESS:

Jessica Milburn

NAME (TYPE OR PRINT)

SIGNATURE

To be signed by Owner, Partner, Corp. Pres., Vice Pres., or other authorized Corp. Officer. (If signed by other authorized Corp. Officer, please attach copy of Power of Attorney or other documentation showing authority to sign.)

CONTRACTOR:

Crop Production Services, Inc.

COMPANY NAME

Tim Smith

OFFICER'S NAME (TYPE OR PRINT)

SIGNATURE

Region Manager

TITLE

April 4, 2018

DATE

WITNESS:

LAUREEN M. MARTIN

NAME (TYPE OR PRINT)

SIGNATURE

NORTH DAKOTA DEPARTMENT
OF TRANSPORTATION

RONALD J. HENKE

DIRECTOR (TYPE OR PRINT)

SIGNATURE

DATE

APPROVED as to substance by:

DIVISION DIRECTOR (TYPE OR PRINT)

SIGNATURE

DATE

CLA 52494 (Div. 06)
L.D. Approved 5-19-00; 5-03

| |
|--------------------------------|
| APPROVED as to execution this |
| 16 day of April 20 18 |
| ATTORNEY GENERAL |
| By: [Signature] |
| SPECIAL ASST. ATTORNEY GENERAL |






July 28, 2016

Tom Warner
President, Crop Production Services, Inc.

DELEGATION OF AUTHORITY

Effective July 28, 2016, I, Tom Warner, in my capacity as President of Crop Production Services, Inc. hereby delegate signing authority for Tim Smith to sign all bids for government entities and contracts with private entities relative to vegetation management products and services. This authority is the same as these individuals being officers of the Company with respect to these bids.



Tom Warner
President
Crop Production Services, Inc.

Crop Production Services, Inc.
2084 Windish Drive
Galesburg, IL 61402
Direct Line: (309) 342-4100
Facsimile: (309) 342-0654
tom.warner@cpsagu.com



5230 AIRPORT ROAD
SPEARFISH, SOUTH DAKOTA 57783
VEGETATION MANAGEMENT PRODUCTS / VEGETATION MANAGEMENT CONSULTING

(866) 642-3800 Office Toll Free
(605) 642-3784 Fax Line

(605) 642-3800 Office
(605) 645-1636 Bill's Mobile Phone

March 26, 2018

North Dakota Department of Transportation
Attn: Gabriel Hoggarth
Procurement, NDDOT
608 East Boulevard Avenue
Bismarck, ND 58505

Subject: NDDOT Contract Number: 50160659B

Dear Gabriel,

CPS, Timberland Division requests the following pricing changes for the extension of NDDOT Contract Number 50160659B for the final year of the 3 year possible extension.

Following line items are requesting to be changed to reflect higher than unexpected price increases from the basic manufacturers for 2018.

Glyphosate products have taken price increases in the past 2 years as high as 24% on several of the products that we have bid on the contract, these products are as follows, the products are all glyphosate products that we are concerned with and if we would sign the current renewal, than on several of these products CPS, Timberland Division would be at a loss in selling these products to the NDDOT.

| Item Number 1 | Current Pricing | Requested Pricing | %Change |
|-----------------------------------|--------------------|--------------------|-------------|
| Roundup PRO Concentrate Herbicide | \$15.02 per gallon | \$15.62 per gallon | 4% increase |

Monsanto branded products have taken the smallest price increases over the past 2 years with Monsanto giving CPS, Timberland Division a special pricing to help keep increase to a minimum on this contract.

| Item Number 2 | Current Pricing | Requested Pricing | %Change |
|---------------------------------------|--------------------|--------------------|----------------|
| Generic Equal – Mad Dog 5.4 Herbicide | \$12.90 per gallon | \$15.66 per gallon | 22.5% increase |

Generic glyphosate products have taken the largest price increases over the past two years with late 2017 and early 2018 seeing the largest increases

| Item Number 4 | Current Pricing | Requested Pricing | %Change |
|---|--------------------|--------------------|----------------|
| Generic Glyphosate 40% - Makaze Herbicide | \$10.90 per gallon | \$13.20 per gallon | 17.5% increase |

Generic glyphosate products have taken the largest price increases over the past two years with late 2017 and early 2018 seeing the largest increases

| Item Number 12 | Current Pricing | Requested Pricing | %Change |
|--|--------------------|--------------------|--------------|
| Generic Aquatic Glyphosate AquaNeat Herbicide | \$13.80 per gallon | \$15.60 per gallon | 13% increase |

As per NuFarm's attached letter on their price increases to CPS, Timberland Division from 2016 to through 2017.



Jon Storr
IVM Lead Northern Region
18319 E. 11th Ave
Greenacres, WA 99016
509.795.4710
jon.storr@nufarm.com

March 22, 2018

Bill Walker
Crop Production Services, Inc.
5230 Airport Drive
Spearfish, SD 57783

Bill,

Nufarm has incurred price increases on one of the products you listed that Crop Production Services, Inc. currently holds on the North Dakota State Vegetation contract. The products listed below reflect the price changes.

As you know prices for some chemical compound remains quite volatile. Nufarm has developed a strategy to try supply Crop Production Services, Inc. with the best possible position to keep you competitive in the marketplace. Occasionally we've had to increase our costs to our customers. If you have any questions or need additional information, feel free to give me a call.

Thank you for the opportunity to serve Crop Production Services, Inc.

| Product | Package Size | Percentage Change 1-1-2016 to 12-31-2017 | | |
|----------|-----------------|--|--|--|
| Aquaneat | 2X2.5 gal | 13.0% | | |
| | | | | |

Best Regards,

Jon Storr
Territory Manager
Nufarm Americas, Inc.

Grow a better tomorrow.

All remaining items that are on the contract, CPS, Timberland Division will renew at current contract pricing.

If you have any further questions please contact me.

Sincerely,

William "Bill" Walker
Territory Manager
CPS / Timberland Division
SD, ND, IA, NE
Cell # 1-605-645-1636
william.walker@cpsagu.com