Exhibit B

**Price for Goods**

|  |
| --- |
| **Category 8A-RStandard Gradation Road Salt**  |
| Anti-Caking Agent: | YPS |  |  |
| Product: | ISCO Bulk Rock Salt |  |  |
| Drop Shipment: | $150  |  |  |
|  |  |  |  |
| **WSDOT Region 1 Northwest** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 189.72  |  $ 187.61 |  $ 185.50  |
| Maintenance Area 2 |  $ 189.89  |  $ 187.78  |  $ 185.67  |
| Maintenance Area 3 |  $ 189.71 |  $ 187.60  |  $ 185.49  |
| Maintenance Area 4 |  $ 189.35 |  $ 187.24  |  $ 185.14 |
| Maintenance Area 5 |  $ 189.93  |  $ 187.82 |  $ 185.71  |
|  |  |  |  |
| **WSDOT Region 2 North Central** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 168.86  |  $ 166.75 |  $ 164.65  |
| Maintenance Area 2 |  $ 160.58  |  $ 158.47 |  $ 156.36 |
| Maintenance Area 3 |  $ 172.27  |  $ 170.16  |  $ 168.05  |
|  |  |  |  |
| **WSDOT Region 3 Olympic** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 178.87  |  $ 176.77 |  $ 174.66 |
| Maintenance Area 2 |  $ 194.97 |  $ 192.86  |  $ 190.75  |
| Maintenance Area 3 |  $ 194.99  |  $ 192.88 |  $ 190.77  |
| Maintenance Area 4 |  $ 195.38  |  $ 193.27 |  $ 191.16  |
|  |  |  |  |
| **WSDOT Region 4 Southwest** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 174.33  |  $ 172.22  |  $ 170.12  |
| Maintenance Area 2 |  $ 184.24  |  $ 182.13  |  $ 180.02  |
| Maintenance Area 3 |  $ 195.03  |  $ 192.92 |  $ 190.82  |
| Maintenance Area 4 |  $ 176.23  |  $ 174.12 |  $ 172.01  |
|  |  |  |  |
| **WSDOT Region 5 South Central** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 168.86  |  $ 166.75  |  $ 164.65  |
| Maintenance Area 2 |  $ 170.00 |  $ 167.89  |  $ 165.78  |
| Maintenance Area 3 |  $ 159.78  |  $ 157.67  |  $ 155.56  |
| Maintenance Area 4 |  $ 157.45 |  $ 155.34  |  $ 153.23  |

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| --- |
| **Category 8BSolid Sodium Chloride**  |
| Anti-Caking Agent: | YPS |  |  |
| Product: | ESSA  |  |  |
| Drop Shipment: | $150  |  |  |
|  |  |  |  |
| **WSDOT Region 1 Northwest** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 189.72  |  $ 187.61  |  $ 185.50  |
| Maintenance Area 2 |  $ 189.89  |  $ 187.78  |  $ 185.67 |
| Maintenance Area 3 |  $ 189.71 |  $ 187.60 |  $ 185.49  |
| Maintenance Area 4 |  $ 189.35  |  $ 187.24  |  $ 185.14  |
| Maintenance Area 5 |  $ 189.93  |  $ 187.82 |  $ 185.71  |
|  |  |  |  |
| **WSDOT Region 4 Southwest** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 174.33 |  $ 172.22  |  $ 170.12  |
| Maintenance Area 2 |  $ 184.24  |  $ 182.13 |  $ 180.02  |
| Maintenance Area 3 |  $ 195.03 |  $ 192.92  |  $ 190.82  |
| Maintenance Area 4 |  $ 176.23  |  $ 174.12 |  $ 172.01  |
|  |  |  |  |
| **WSDOT Region 5 South Central** |
| **Order/Delivery Area** | **3 Days** | **7 Days** | **30 Days** |
| Maintenance Area 1 |  $ 168.86  |  $ 166.75  |  $ 164.65  |
| Maintenance Area 2 |  $ 170.00 |  $ 167.89 |  $ 165.78  |
| Maintenance Area 3 |  $ 159.78  |  $ 157.67  |  $ 155.56  |
| Maintenance Area 4 |  $ 157.45 |  $ 155.34  |  $ 153.23  |