Exhibit B

**Price for Goods**

|  |  |  |  |
| --- | --- | --- | --- |
| **Category 8A-R Standard 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 |

|  |  |  |  |
| --- | --- | --- | --- |
| **Category 8B Solid 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 |