



February 18, 2021

Matt Moody
Highway Superintendent
El Dorado County CA
South Lake Tahoe, CA 96150

RE: AccuBrine NXT-Gen with V2 Truck Filling system with one additive blending capabilities – 3 phase electrical system

Cargill Salt – Road Safety is pleased to submit the following quote for your Brine Making Equipment needs. This quote does not constitute an order confirmation. The prices quoted in this letter are valid for a sixty (60) day timeframe. Quoted prices are SourceWell Contractual Prices

The AccuBrine® NXT-Gen automated brine maker from Cargill Salt – Road Safety is a fully automated brine production system that allows for *brine produced simply at the touch of a button.*

- **Salt Tank** – 65.5”h x 125.5”W x62.25”D Five cubic yard capacity. Durable, marine grade fiberglass with ceramic resin coating.
- **Up to 6,000 gallons/hour production levels** – Produce as much or as little brine based upon your needs.
- **Automatic Salinity control** – System uses patent pending technology to ensure continuous, accurate concentration to +/- 0.2% or your desired salinity.
- **Electrical Safety** – All power enclosures and control enclosures are NEMA 4X rated.
- **Automated Controls** – Complete automation of brine production without the intervention of an operator after initial start. Automatically monitors and controls brine concentration during brine production.
- **Self-Diagnostics** – Brine maker monitors itself and ensures systems are functioning properly.
- **LAN Access/Remote Access Capable** – Connect machine to Local Area Network for remote access and faster service/troubleshooting.
- **Ease of Clean Out** – Designed to make clean out simple and safe without intensive labor or removal of any components of the system.
- **Hose Kit** – Roll(s) of 100’ hose and applicable fittings included for connecting to storage tank farm.
- **Air Purge** – Capability to purge fresh water line to salt tank after brine production to prevent freezing.
- **Roll Tarp** – Prevents debris from entering tank



The Cargill V2 Truck loading system comes standard with:

- **Protective Shroud** – *internal components mounted to a coated aluminum frame & stainless-steel shroud with internal heater. Designed to protect components from outside elements.*
- **Stainless Steel Pump standard** – *Stainless Steel cast and wetted parts. Rated at 200 or 100 gallons per minute discharge (power dependent).*
- **Accurate volumes** – *product dispensed will be measured via a corrosion resistant, in-line Flow Meter.*
- **Level Sensors** – *storage tank volume sensors provided to determine if enough volume of each product is available to produce desired blend.*
- **Truck Fill Station and Data Log** – *Records Truck Id, Date, Time and Quantity Loaded*
- **Product Recirculation** – *ability to schedule for automatic recirculation of tanks during off-hours to help eliminate stratifications and solids settling out of solutions. Requires storage tanks to be plumbed according to recommendation.*
- **Off Loading Feature** – *can be used to return unused products to storage or off load additive trucks*
- **Blending Capabilities** – *precisely blend additives in real time eliminating the need for blended product storage modules.*





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| <i>Item</i> | <i>Qty</i> | <i>Description (3-phase)</i> | <i>Each</i> | <i>Extended</i> |
|-------------|------------|---|--------------|-----------------|
| 1 | 1 | AccuBrine Next Gen Brine Maker w/ Truck Fill - 1 additive capability – Salt tank and control panel with color touch screen, roll tarp and independent 200 GPM pump, AccuBrine Blend V2 Truck Loading & 1 additive blending system with 200 GPM pump, offload capabilities and 7 each 2" hose fitting kits.. Three hose kits with applicable fittings & level sensors. LAN and remote access capable, air purge, washout kit, recirculation feature, truck filling system, and truck fill data logger. 30A 208VAC 60Hz 3-phase electrical service required for the brine maker; 30A 208VAC 30A 208VAC 60Hz 3-phase electrical service required for the Truck Loading & Blending system. Price includes factory commissioning and training <i>(Sourcewell/NJPA pricing)</i> | \$109,416.00 | \$109,416.00 |
| | | | Freight: | \$5,200.00 |
| | | | Total | \$114,616.00 |
| Option | 1 | IP Address for Remote Communication – Modification of Factory IP Addresses and consultation to establish remote communications. - this will be required if you chose to have LAN access to the system. | | \$500.00 |

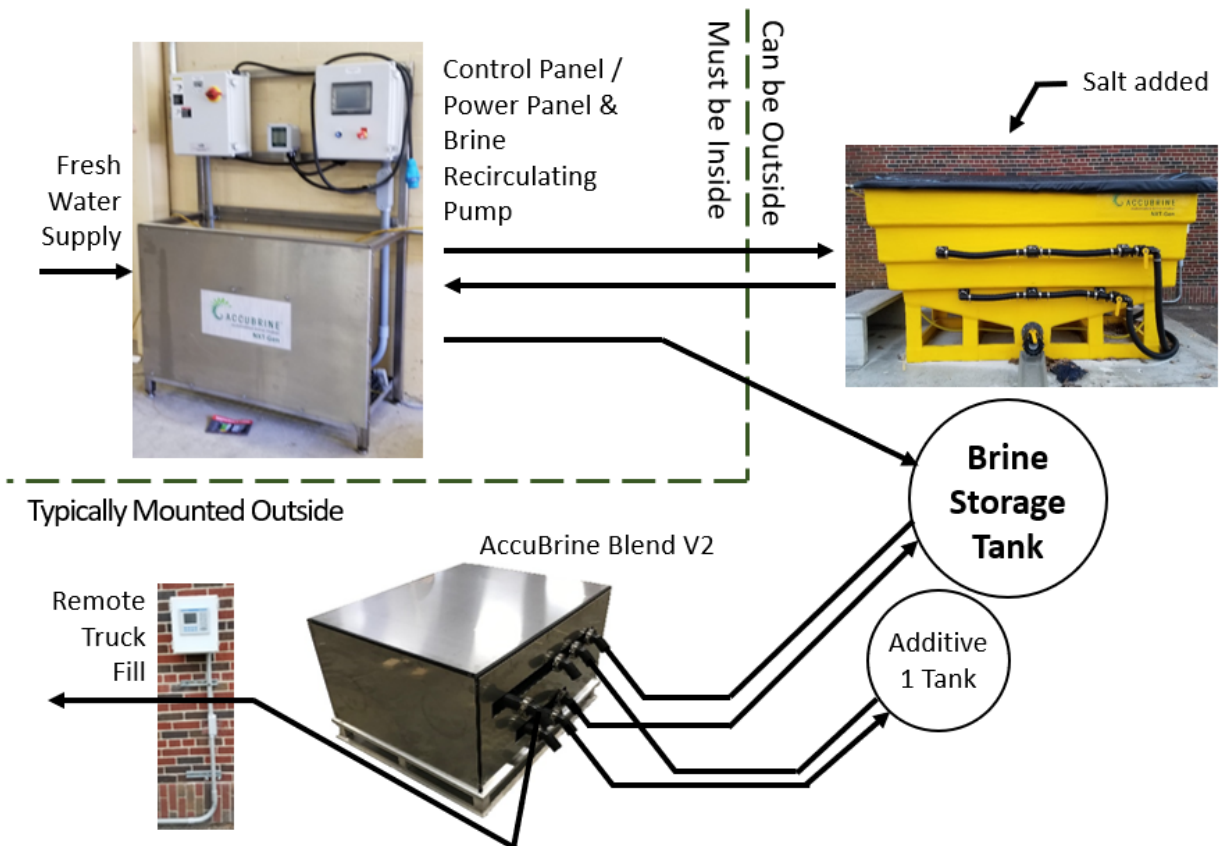
| <i>Optional Critical Part Packages Offered</i> | | <i>Each</i> |
|--|---|-------------|
| A | Critical Spare Parts Kit for Brine Maker | \$6,900.00 |
| B | Critical Spare Parts Kit for AccuBrine® Blend V2 | \$6,775.00 |

| <i>Item</i> | <i>Qty</i> | <i>Optional PM Services Offered</i> | <i>Each</i> | <i>Extended</i> |
|-------------|------------|--|-------------|-----------------|
| C | 1 | Field Consultation and Layout – Factory technician made available on-site for required project meeting. Includes factory technician's travel and local living expenses. | \$2,500.00 | \$2,500.00 |
| D | 1 | IP Address for Remote Communication – Modification of Factory IP Addresses and consultation to establish remote communications. | \$500.00 | \$500.00 |
| E | 1 | Pre-Season Startup Service – Brinemaker & Blend V2 Startup with Training. Includes factory technician's travel and local living expenses. <i>Target dates for this work are August – October.</i> | \$3,000.00 | \$3,000.00 |
| F | 1 | Post-Season Shutdown Service – Brinemaker & Blend V2 Shutdown and cleanout. Includes factory technician's travel and local living expenses. <i>Target dates for this work are March – May.</i> | \$3,000.00 | \$3,000.00 |
| G | 1 | Annual Training Refresher – Brinemaker & Blend V2 training on-site. Includes factory technician's travel and local living expenses. Requires salt brine and any additives available for operation of the unit during training. <i>Target dates for this work are August – October.</i> | \$2,500.00 | \$2,500.00 |

Additional Notes, Description of Options:

1. Quote does not include taxes, if applicable.
2. This quote is for a 3 phase electrical system.
3. Customer is responsible for providing salt to be used for testing and training.
4. Commissioning and training are included in this quotation.
5. Please note that an additional electric service will be needed for the truck fill unit.

Below is a basic block diagram utilizing (1) brine storage tank and (1) additive tanks, with the ability to circulate product during off-hours. The quoted system allows you to make salt brine to send to storage AND pull brine and additive from storage and send to the Truck Fill at the same time. This is possible since the AccuBrine Blend V2 has its own pump/motor and operates independently of the brinemaker.





Terms and Conditions

The terms and conditions and full limited warranty statement are available upon request. The terms and conditions and full limited warranty statement shall constitute the sole terms and conditions governing any sale of an AccuBrine® automated brine maker entered into by the parties. No terms or conditions, other than those located at www.cargill.com, whether contained in Buyer's purchase order or elsewhere, shall be binding on Seller unless agreed to in writing by Seller. Seller's failure to object to such other terms and conditions shall not be deemed a waiver of those located at www.cargill.com.

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Regards,

Jim Hart
Western District Manager
Cargill Incorporated,
Salt - Road Safety