



June 21, 2022

City of Toledo  
1189 W Central Ave  
Peter Brick- Streets department  
Phone: 419-245-1586  
email

**RE: Cargill ABS brine maker upgrade**

Cargill Salt – Road Safety is pleased to submit the following quote to upgrade your existing brine maker.

**Legacy ABS Upgrade**

This upgrade allows you to keep the yellow salt brine tank and all the appropriate hoses. The vertical valve panel is replaced with new electronics, new valves, and a new pump & motor. The horizontal panel is removed and replaced with a new panel and hardware containing the blending and truck fill features.

Components held over from existing installation:

- *Yellow salt brine tank*
- *Vertical Stainless-Steel Panel*
- *Brine storage tank*
- *Additive storage tank*
- *Appropriate hosing*

Upgrade Components include:

- *All New Electrical control/power enclosures and components*
- *New HMI/PLC components with all new screen layout, functionality, and latest software version*
- *New Yokogawa conductivity/salinity-concentration controller and sensor*
- *New 100 gpm recirculating Pump/Motor*
- *New KZ valves replacing the existing valves*
- *New KZ proportional control valve for improved brine concentration accuracy*
- *Flow meters for accurate accounting of product to storage and trucks*
- *New Truck Fill Panel with ability to pause brine making to truck a fill, then auto-resume to complete requested amount.*
- *Truck Fill data logger captures Employee / Truck #, gallons requested, and product usage.*
- *New level sensor for salt tank, additive tank & brine storage tank*
- *New air purge valve*



**NOTE:** This quote does not constitute an order confirmation. The prices quoted in this letter are valid for a sixty (60) day timeframe.



<i>Item</i>	<i>Qty</i>	<i>Description</i>	<i>Each</i>	<i>Extended</i>
1	1	<b>Cargill ABS Legacy Upgrade</b> Vertical panel replaced with: New electrical control cabinets. New control valves New 100 GPM recirculating pump. New Yokogawa conductivity/salinity-concentration controller & sensor. LAN and remote access capable. New air purge valve Flow meter upgrade Truck Fill Capability with remote Truck Fill control box and data logger. New Water, Tank and Dilute KZ valves. New KZ blending valve for one additive. Brine recirculation feature. New level sensors for Salt, Brine Storage & Additive tanks. 30A 208-230VAC 60Hz single phase electrical service required for the brine maker.	\$63,840.00	\$63,840.00
2		<b>ABS Legacy Upgrade Extra Parts</b> 6-3" to 2" reducing Brushing Banjo 6-2" Male Thread x2" Flange Banjo 6-2" Flange Clamp Banjo 6-2" Gaskets Banjo #200G 6-2" Str. Barb fitting Banjo 6-2" 45 deg Barb fitting Banjo 2-2" Blank Cap Banjo 2-2" Apache 100 ft hose	\$2,084.25	\$2,084.25
		<b>5% buy back on previous machine:</b> Cargill will assess the previous machine's conditions and determine if the machine is in capable working condition and worthy of being bought back. Cargill does NOT guarantee they will purchase the previous machine.	\$3,192.00	(\$3,192.00)
		Installation and Commissioning:		\$7,570.00
		Estimated Freight*:		\$1,180.00
		* Based on current information as of the date of this quote. This estimate is good for sixty (60) days from the date of this quote, regardless of fluctuations in the market.		
		<b>Subtotal without Options:</b>		~\$71,482.25

<i>Optional Critical Part Packages Offered</i>		<i>Each</i>
	<b>Critical Spare Parts Kit for Legacy Upgrade</b> Manifold Gaskets 2" (Qty: 10) Pressure Transducer Female 4-Pin Right Angle Connector Manifold Clamps 2" (Qty: 10) KZ Dilute Valve Actuator Actuator Only 2" 2" KZ Valve Repair/Seal Kit Dilute Valve Repair/Seal Kit Brine Flow Meter 3HP Legacy Motor Upgrade Kit	\$7,820.00



	Qty	Optional PM Services Offered	Each	Extended
A	1	<b>Field Consultation and Layout</b> – Factory technician made available on-site for required project meeting. Includes factory technician’s travel and local living expenses.	\$2,625.00	\$2,625.00
B	1	<b>IP Address for Remote Communication</b> – Modification of Factory IP Addresses and consultation to establish remote communications.	\$525.00	\$525.00
C	1	<b>Pre-Season Startup Service</b> – Brinemaker Startup with Training. Includes factory technician’s travel and local living expenses. <i>Target dates for this work are August – October.</i>	\$3,150.00	\$3,150.00
D	1	<b>Post-Season Shutdown Service</b> – Brinemaker Shutdown and cleanout. Includes factory technician’s travel and local living expenses. <i>Target dates for this work are March – May.</i>	\$3,150.00	\$3,150.00
E	1	<b>Annual Training Refresher</b> – Brinemaker 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>	\$2,625.00	\$2,625.00

**Additional Notes, Description of Options:**

1. Quote does not include taxes, if applicable.
2. Customer is responsible for providing salt to be used for testing and training.
3. Cargill installation/labor is included in this quotation.
4. Customer is responsible for conduit/wiring installation

**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 <https://www.cargill.com/doc/1432095426022/cargill-salt-terms-and-conditions.pdf>, 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](http://www.cargill.com).

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Regards,

*Kaitlyn Jackson*

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