

# THE BLACK TAI SALT COMPANY

INDUSTRIAL SALT DIVISION

441 Fairview Avenue | Fairview, NJ 07022

Fax: (201) 444-5841

These are sample rates

**Material:** Free flowing Road salt with a density of 72 lb/ft<sup>3</sup>

**Rates:**

Stevedoring, shore crane, trucking, receiving, tarping	9.72	/NT
Wharfage (Port of Wilmington pass thru)	1.33	/NT
Overtime differential per gang	747.50	/gang-hr
Standby time per gang (straight time)	3178.60	/gang-hr
Standby time per gang (overtime)	3813.40	/gang-hr
Hand trimming gang straight time (4 hr minimum)	603.75	/gang-hr
Hand trimming gang overtime (4 hr minimum)	893.55	/gang-hr
Scaling, bill of lading, inventory control (see below)	0.52	/NT
Outdoor storage on hard surface pad	0.20	/NT/month
Inbound material receiving - from truck	0.89	NT
Load out to truck	1.73	/NT
OT differential - (3 person minimum)	18.40	/man-hour
Holiday/Sunday OT differential - (3 person minimum)	35.08	/man-hour
Screening		
<2,000 NT/week	1.73	/NT
2,001-3,500 NT/week	1.59	/NT
>3,500 NT/week	1.27	/NT
Blending Anti-Caking	0.29	/NT
Unload Railcars	7.05	/NT
Bulk salt load out to supersack (includes loadout)	15.17	/NT
Load out supersacks to truck	2.52	/NT
Bulk salt load out to pneumatic truck	6.04	/NT

**Terms & Conditions:**

Vessel rates based on machine trim only

These rates are based upon straight time working hours and excludes holidays

Vessel straight time hours of operation: 7:00am – 12:00pm / 1:00pm - 6:00pm. Monday – Friday

Port Contractors load out and Scale hours of operation: 7:00am - 12:00pm / 12:30pm - 3:30pm. Monday - Friday

This indication is based upon a conventional box type hold

Hourly vessel discharge may apply as a result of unforeseen circumstances

The 3 person minimum covers weighmaster, person to check PO numbers, and loader operator for completing road salt orders

NT equals net tons 2,000 lbs is equal to one ton

*Unleash Earth's Natural Energy™*