

**CONTRACT AWARD**

North Dakota Department of Transportation, Financial Management  
 SFN 51904 (8-2004)

PROCUREMENT SECTION, RM 222  
 FINANCIAL MANAGEMENT DIVISION  
 N D DEPT OF TRANSPORTATION  
 608 EAST BOULEVARD AVENUE  
 BISMARCK ND 58505-0700

|  |                                   |                              |
|--|-----------------------------------|------------------------------|
| Contract Period<br><b>August 1, 2009 – July 31, 2010</b> | Buyer<br><b>Marilyn Langehaug</b> | Date<br><b>July 21, 2009</b> |
|--|-----------------------------------|------------------------------|

|   |   |  |                                   |
|---|---|--|-----------------------------------|
| Contract Number<br><b>50-449-0808</b>                     | Contract Name / Award<br><b>CURB GUARDS</b> |  |                                   |
| Vendor<br><b>WINTER EQUIPMENT COMPANY</b>                 |   | Email<br><b><u>rayanna@winterequipment.com</u></b> |                                   |
| Service Representative<br><b>RAYANNNA<br/>MODZELEWSKI</b> | Telephone<br><b>800-294-6837</b>            | Toll Free<br><b>800-294-6837</b>                   | Fax Number<br><b>888-810-9363</b> |

|  |   |   |                                   |
|--|---|---|-----------------------------------|
| Contract Number<br><b>50-450-0808</b>          | Contract Name / Award<br><b>I.C.E. CURB GUARDS<br/>I.C.E. EDGES</b> |   |                                   |
| Vendor<br><b>KENNAMETAL INC.</b>               |   | Email<br><b><u>vickie.eckman@kennametal.com</u></b> |                                   |
| Service Representative<br><b>VICKIE ECKMAN</b> | Telephone<br><b>800-222-9327</b>                                    | Toll Free<br><b>800-222-9327</b>                    | Fax Number<br><b>800-521-3319</b> |

|   |  |  |                                   |
|---|--|--|-----------------------------------|
| Contract Number<br><b>50-447-0808</b>   | Contract Name / Award<br><b>TUNGSTEN SNOWPLOW<br/>TUNGSTEN UNDERBODY<br/>TUNGSTEN MOTOR GRADER</b> |  |                                   |
| Vendor<br><b>VALK MANUFACTURING CO.</b>   |  | Email<br><b><u>plowsales@valkmfg.com</u><br/><u>bladesales@valkmfg.com</u></b> |                                   |
| Service Representative<br><b>CALVIN GARNER, Blade Sales Ext 115<br/>DAN CRIBARI, Plow Sales Ext 122</b> |  | Telephone<br><b>717-766-0711</b>   | Fax Number<br><b>717-697-6297</b> |

**NORTH DAKOTA DEPARTMENT OF TRANSPORTATION  
CUTTING EDGE CONTRACT PRICING  
FOR REORDERS**

| Type  | Bolt Hole                  | Length | NDDOT Inventory Number | Extension Price | Contractor                 |
|---|----------------------------|--------|------------------------|-----------------|----------------------------|
| Motor Grader Thru-hardened Steel                  | 5/8" or 3/4"               | 5 Ft   | 76006-361646           |                 | Contact Procurement Office |
|   | 5/8" or 3/4"               | 6 Ft   | 76006-361653           |                 |                            |
|   | 5/8" or 3/4"               | 7 Ft   | 76006-361778           |                 |                            |
|   | 5/8" or 3/4"               | 8 Ft   | 76006-361786           |                 |                            |
| Motor Grader Tungsten, 8" H                       | 5/8" or 3/4"               | 3 Ft   | 76006-361604           | \$162 09        | Valk Mfg Co                |
|   | 5/8" or 3/4"               | 4 Ft   | 76006-361638           | \$216 12        | Valk Mfg Co                |
| Underbody Scraper Tungsten, 5" H                  | 5/8" or 3/4"               | 3 Ft   | 76006-366009           | \$139 35        | Valk Mfg Co                |
|   | 5/8" or 3/4"               | 4 Ft   | 76006-366108           | \$185 80        | Valk Mfg Co                |
| Snowplow Tungsten, 5"H                            | 5/8"                       | 3 Ft   | 76006-365597           | \$139 35        | Valk Mfg Co                |
|   | 5/8"                       | 4 Ft   | 76006-365662           | \$185 80        | Valk Mfg Co                |
| Vee - Snowplow Thru-hardened Steel, 8"H x 1/2" T  | 5/8"                       | 5 Ft   | 76006-368005           |                 | Contact Procurement Office |
|   | 5/8"                       | 6 Ft   | 76006-368104           |                 |                            |
|   | 5/8"                       | 7 Ft   | 76006-368153           |                 |                            |
| Snowplow Tungsten Carbide Inserted (I C E Series) | 5/8"                       | 3 Ft   | 76006-653693           | \$169 20        | Kennametal Inc             |
|   | 5/8"                       | 4 Ft   | 76006-654894           | \$225 60        | Kennametal Inc             |
| I C E Curb Guard                                  | 2040088                    | 5"     | 20 Minimum             | \$113 25        | Kennametal Inc             |
| I C E Curb Guard                                  | 2042495                    | 6"     | 20 Minimum             | \$188 16        | Kennametal Inc             |
| Curb Guard  | PC6312KL<br>or<br>PC6312KR |        |                        | \$135 27        | Winter Equipment           |

**NOTE:**

Deliveries from BUTLER – 60 Days

Deliveries from VALK – 120 Days ARO

Deliveries from KENNAMETAL - 60-90 Days ARO

Winter Equipment – Orders less than \$1,000 00 add \$100 00 freight charge to one destination

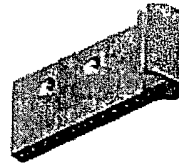
Kennametal Inc  
I.C.E. BLADE SAVER SAVER/GUARD PRICING FOR  
ND DOT bid 760-06-08-050  
rev June 17, 2009

### STANDARD KCWB-0307-A CARBIDE END PROTECTION CURB GUARD

| Kennametal Part # | Blade Height | Hole Spacing | Gauge Line | Length | Bolt Size | Unit Price |
|-------------------|--------------|--------------|------------|--------|-----------|------------|
| 1012592           | 5"           | 3-3          | 1.5"       | 10.5"  | 5/8"      | \$ 64.50   |

### I.C.E. CURB GUARD BLADE SAVER COMBOS

| Kennametal Part # | Blade Height | Hole Spacing | Gauge Line | Length | Bolt Size | Unit Price |
|-------------------|--------------|--------------|------------|--------|-----------|------------|
| 2040087           | 5"           | 3-3          | 1.5"       | 10.5"  | 5/8"      | \$ 113.25  |
| 2040088           | 5"           | 3-3          | 1.5"       | 10.5"  | 3/4"      | \$ 113.25  |
| 2040089           | 6            | 3-3          | 1.5"       | 10.5"  | 5/8"      | \$ 113.25  |
| 2040090           | 6            | 3-3          | 1.5"       | 10.5"  | 3/4"      | \$ 113.25  |
| 2040091           | 6            | 3-3          | 2"         | 10.5"  | 5/8"      | \$ 113.25  |
| 2040092           | 6            | 3-3          | 2"         | 10.5"  | 3/4"      | \$ 113.25  |
| 2040123           | 8            | 3-3          | 1.5"       | 10.5"  | 5/8"      | \$ 137.98  |
| 2040124           | 8            | 3-3          | 1.5"       | 10.5"  | 3/4"      | \$ 137.98  |
| 2040125           | 8            | 3-3          | 2"         | 10.5"  | 5/8"      | \$ 137.98  |
| 2402490           | 6"           | 2-8-2        | 2"         | 14.5"  | 5/8"      | \$ 188.16  |
| 2402494           | 6"           | 3-3-12       | 2"         | 22.5"  | 5/8"      | \$ 188.16  |
| 2402495           | 6"           | 3-3-12       | 1.5"       | 22.5"  | 5/8"      | \$ 188.16  |
| 2402485           | 6"           | 3-3-12       | 1.5"       | 22.5"  | 3/4"      | \$ 188.16  |
| 2402489           | 6"           | 3-3-12       | 2"         | 22.5"  | 3/4"      | \$ 188.16  |
| 2457130           | 8"           | 3-3-12       | 1.5"       | 22.5"  | 5/8"      | \$ 215.00  |
| 3556530           | 5"           | 3-3-12       | 1.5"       | 22.5"  | 5/8"      | \$ 188.16  |

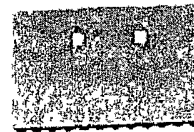


The bolt hole in all Kennametal curb guards are countersunk on both sides of the blade so they can be used as either Right or Left hand parts

### I.C.E. BLADE SAVERS

#### BLADE SAVERS

| Kennametal Part # | Blade Height | Hole Spacing | Gauge Line | Length | Bolt Size | Unit Price |
|-------------------|--------------|--------------|------------|--------|-----------|------------|
| 2038043           | 6"           | 3-3-9-3-3    | 1.5"       | 21"    | 5/8"      | \$ 131.45  |
| 2040864           | 6"           | 3-3-9-3-3    | 2"         | 21"    | 5/8"      | \$ 131.45  |
| 2035512           | 6"           | 3-3-12-3-3   | 1.5"       | 24"    | 5/8"      | \$ 141.50  |
| 2037952           | 6"           | 3-3-12-3-3   | 2"         | 24"    | 5/8"      | \$ 141.50  |
| 2037951           | 5"           | 3-3-12-3-3   | 1.5"       | 24"    | 5/8"      | \$ 137.73  |
| 2038044           | 6"           | 3-3-3        | 1.5"       | 9"     | 5/8"      | \$ 68.12   |
| 2038045           | 8"           | 3-3-3        | 1.5"       | 9"     | 5/8"      | \$ 84.38   |
| 2038046           | 6"           | 3-12-3       | 1.5"       | 18"    | 5/8"      | \$ 123.93  |
| 2042998           | 8"           | 3-3-12-3-3   | 1.5"       | 24"    | 5/8"      | \$ 213.32  |



The blade thickness on all blade Curb Guards and Blade Savers is 1"

To choose the guard or saver that is right for you simply match the Blade height, hole size and gauge that matches the cutting edges/blades that you will be protecting from the above table For blade savers you may have a choice of various I