



May 31, 2024

Dear Indiana State Contract Representative,

Davis Wholesale Supply, headquartered in Indianapolis, Indiana, has been a prominent player in the salt distribution industry for more than five decades. As the largest salt distributor in the Midwest region, we have established ourselves as a reliable source for meeting all salt-related needs, particularly for the Indiana Pavement & Water Softener Salt Contract. Our extensive experience and vertical integration enable us to fulfill all necessary requirements efficiently. Moreover, our strong relationships with key vendors ensure that we have access to salt products under any market conditions.

Our distinguished status as a gold customer with Cargill, a recognition held by fewer than 15 entities in the entire United States, underscores our exceptional reputation in the industry. Additionally, we enjoy a preferred status with other leading suppliers such as Compass Materials, Kissner, and Morton, further solidifying our position as a trusted partner in the salt distribution sector. Our commitment to maintaining excellent relationships with our vendors has allowed us to secure priority access to high-quality salt products, ensuring that we can consistently meet the demands of our clients.

In addition to our strong industry connections, Davis Wholesale Supply takes pride in its active status standing with the Office of the Indiana Secretary of State, reflecting our commitment to upholding regulatory standards and operating with integrity. Furthermore, we have actively contributed to the local community in Indianapolis, demonstrating our dedication to being a responsible corporate citizen. Through our long-standing presence in the salt distribution business, our strategic partnerships, and our unwavering commitment to quality and service, we continue to set the standard for excellence in the industry.

**Principle Contact:** Belinda Sturm  
**E-mail:** [bsturm@dws-salt.com](mailto:bsturm@dws-salt.com)  
**Phone:** (317) 876-9212  
**Address:** Davis Wholesale Supply  
7690 Zionsville, Road  
Indianapolis, Indiana 46268

If you require any clarification or further details, please don't hesitate to reach out. Our company takes great pride in being based in Indiana and has had a long-standing tradition of providing salt services to local businesses for more than five decades. With our extensive expertise, understanding, and ample resources, we are confident in our ability to be an esteemed partner for the state of Indiana in this agreement.

We appreciate your thoughtful consideration.

Respectfully,

A handwritten signature in blue ink, appearing to read "Ryan Haas", written over a horizontal line.

Ryan Haas  
Chief Executive Officer  
Davis Wholesale Supply

7690 Zionsville Rd • Indianapolis • IN • 46268  
P: 317.876.9212 • TF: 800.999.6546 • F: 317.876.9315  
[www.dws-salt.com](http://www.dws-salt.com)