

March 26, 2001

Ref: Cargill Salt Lease

Board of Harbor Commissioners
City of Milwaukee
Milwaukee, WI

Re: Cargill Salt Lease Extension

Dear Commissioners:

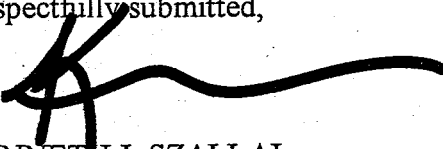
Cargill Lease has an existing lease with the Port, which ends on September 30, 2001. The lease is for 4.32 acres on the Port's inner harbor and is used for the reception and distribution of salt. Cargill has a building on the sight in which they bag salt for the consumer market. These sites have been in salt usage for over twenty years between Cargill and their predecessors, Akzo Nobel and International Salt.

Cargill has wanted a new, long term lease which we have been reluctant to grant, pending our long term planning for the inner harbor. Recognizing Cargill's need for continuity, we have compromised on a four-year extension beyond their current lease.

Please note that over the four year period, Cargill will be brought to a per acre rent level of \$16,500 as an increase of about 27% over current levels. As well, Cargill's operations will be subject to "at market" landborne receipts charges.

We respectfully request that the Board approve this lease extension.

Respectfully submitted,



KENNETH J. SZALLAI
Municipal Port Director

KJS/dcl

MW/c:BHCcargill.doc



THE PORT OF MILWAUKEE

February 26, 2001

Ref: Cargill/Lease

Mr. Carold Ueland
Cargill Salt
24950 Country Club Blvd., Ste. 450
North Olmsted, OH 44070

Dear Mr. Ueland:

Regarding our recent conversations about a second lease extension for the Cargill Salt Division Lease, the Port is agreeable to finalizing terms for the extension for presentation to the Board of Harbor Commissioners. Our letter of November 30, 1999, informed you of our intention to extend the present lease, which expired on September 30, 1999 for an additional two years until September 30, 2001.

We will now proceed to extend the lease another four years through September 30, 2005 with the following provisions:

- A. Annual Base Rental during the extension period will be charges according to the following stepped schedule:
- | | |
|--------------------|-------------------|
| 10/01/01 – 9/30/02 | \$14,750 per acre |
| 10/01/02 – 9/30/03 | \$15,500 per acre |
| 10/01/03 – 9/30/04 | \$16,500 per acre |
| 10/01/04 – 9/30/05 | \$16,500 per acre |
- B. In addition to the Base Rental during the extension, all (without exception) salt or other product transported into Port by rail cars, trucks or other conveyances will be subject to a landborne receipts charge as established in the current Municipal Port Tariff equal to the applicable wharfage charge on waterborne receipts. Wharfage and dockage will remain as per Municipal Port Tariff.
- C. In June 1999, Cargill requested that the adjoining 0.26 acre triangle shaped land parcel located to the south of the property at 1835 S. Carferry be added to the leasehold during the next lease renewal negotiation.



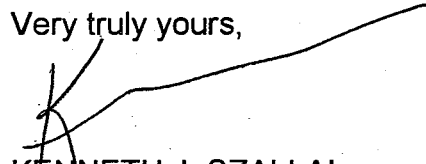
Mr. Carold Ueland

January 11, 2001

This parcel is now added to the leasehold. The driveway crossing this parcel is to be shared with the tenant to the west.

If you agree to the above terms, please sign the attached second copy of this letter and return it to us. The extension will then need to be approved by the Board of Harbor Commissioners. Per your approval, we will arrange to include the extension on the agenda for their next meeting.

Very truly yours,

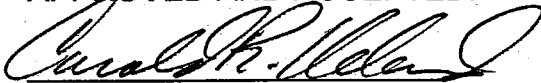


KENNETH J. SZALLAI
Municipal Port Director

KJS/dcl

cc: Mr. Louis Mentzer, Cargill Salt, Milwaukee
(fax: 482-2334)
mw/i:cargillseextension11001.doc

APPROVED AND ACCEPTED:



Carold Ueland
Cargill Salt, Inc.

3-20-01

Date