



Metropolitan Washington
Council of Governments

August 7, 2017

Commodities USA, Inc
c/o Mark V. Soresi
10860 Spring Knoll Drive
Potomac, MD 20854

Re: ITB 17-003B Ice Melt – Specialty Contract Renewal, ITB 17-003 Ice Melt Contract Renewal

Dear Mr. Soresi:

Please be advised of the extension for Contract No. 17-028 and Contract No. 17-013 for the purchase of **Specialty Ice Melt** and **Standard Ice Melt** for the 2017-2018 fiscal year. This extension is based on the attached renewal letter, and acceptance of reasonable price increases.

Please note that upon renewal of the contract, proof of an updated insurance certificate will be requested. Kindly respond within seven (7) days of this notice. Should you have any questions or concerns, please contact Rick Konrad at rkonrad@mwkog.org.

Sincerely,

A handwritten signature in blue ink that reads "Rick D. Konrad".

Rick D Konrad
Contracts and Purchasing Manager
rkonrad@mwkog.org

XsMetals, Inc.

- scrap metal purchased & recycled
- proud owner of Summit Point Salvage & Recycling Summit Point, WV

DemoUSA, Inc.

- selective, industrial & bulk demolition
- construction & demolition debris recycling

CommoditiesUSA, Inc. - CUSA

- sales of commodity and generic chemicals including a complete line of ice-melting products
 - wholesale pricing for all products listed on www.biggestindustrialbook.com
- proud North America distributor of *Italkali* – 99 % pure Mediterranean Salt mined in Sicily

RemacUSA, Inc.

- environmental remediation & disposal of hazardous/RCRA/TSCA waste

....*the soresi group*

Mark V. Soresi,

President & Director of Operations

Cell: 703-599-8709

Monday, July 24, 2017

Mr. Rick D. Conrad
Program Manger
Metropolitan Washington Council of Governments
777 North Capitol Street, N.E.
Suite 300
Washington, DC 20002

Re: Usage/Order Report for 2016/2017 season and pricing for 2017/2018 season

Dear Rick:

Pursuant to our conversation, please note the following:

ITB 17-003B resulting in Contract No. 17-028

1. Ice Melt – Calcium Chloride was awarded to CUSA at \$9.22 per 50 lb. bag for the 2016/2017 season.
2. Ice Melt – Magnesium Chloride was awarded to CUSA at \$12.11 per 50 lb. bag for the 2016/2017 season.

Note 1: At no time during the 2016/2017 season were any of these two products ordered by any COGS member.

Note 2: CUSA **cannot keep** the price of \$9.22 per 50 lb. bag for the Ice Melt - Calcium Chloride for the 2017/2018 winter. However, we currently have in stock two tractor trailer loads of Calcium Chloride available for sale at \$9.22 per 50 lb. bag. The delivery would have to be in the form of an entire tractor trailer load which consists of 850 bags (50 bags per pallet for a total of 17 pallets). This product and its pricing is good until 08/30/2017.

Note 3: CUSA **cannot keep** the price of \$12.11 per 50 lb. bag for the Ice Melt – Magnesium Chloride for the 2017/2018 season.

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Re: Usage/Order Report for 2016/2017 season and pricing for 2017/2018 season

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ITB 17-003 resulting in Contract No. 17-013

1. Ice Melt – Standard was awarded to CUS at \$4.88 per 50 lb. bag for the 2016/2017 season.

Note 1: At no time during the 2016/2017 season did a COGS member order this product.

Note 2: CUSA **can and will keep** the price of \$4.88 per 50 lb. bag for the 2017/2018 season – however, an order from a COGS member will have to be in the form of a tractor trailer load which consists of 850 bags (50 bags per pallet for a total of 17 pallets).

I believe I have provided the correct and accurate information you requested. Please let me know if I can be of further assistance and thank you for the opportunity to be of service.

Best,

Mark V. Soresi

Mark V. Soresi
President and Director of Operations