



Metropolitan Washington
Council of Governments



Mid-Atlantic Purchasing Team
A Partnership Between the Baltimore Metropolitan Council
and the Metropolitan Washington Council of Governments

BID TABULATION

Bid Number: ITB 17-003

Bid Name: Ice Melter

Buyer: MWCOG/MAPT

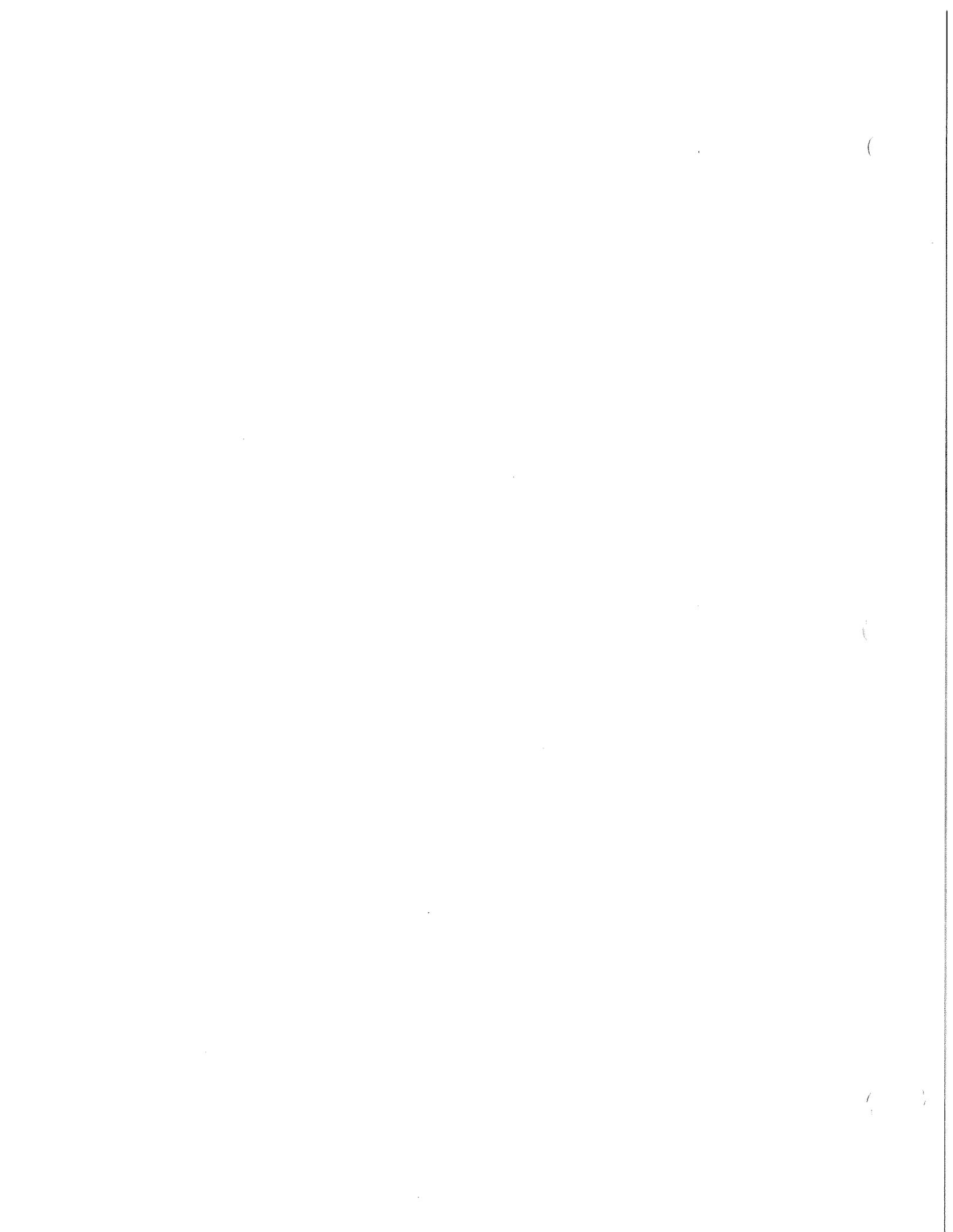
Contact Person: Rick D Konrad

Bid Released: 7/18/2016

Bid Opening: 8/8/2016 at 2:00 PM

BIDDER	Description Item 1			Description Item 2		
	Ice Melt - Standard		QTY	Ice Melt - Environmentally Friendly		Grand Total
	Unit Price	Total		Unit Price	Total	
Envirotech Services, Inc	\$ 7.75	\$ 155,000.00	2,000	\$ 7.75	\$ 15,500.00	\$ 170,500.00
Commodities USA	\$ 4.88	\$ 97,600.00	20,000	\$ 10.11	\$ 20,220.00	\$ 117,820.00

Apparent Low Bid



INVITATION TO BID NO. 17-003
TERM CONTRACT FOR ICE MELTER
Due Date: 08/08/2016, Time: 2:00 pm
BID/PROPOSAL SIGNATURE PAGE

SUBMISSION OF A BID/PROPOSAL IN RESPONSE TO THIS SOLICITATION EVIDENCES THE BIDDER'S ACCEPTANCE OF THE TERMS AND CONDITIONS THEREIN. THIS PAGE MUST BE PROPERLY SIGNED BY THE INDIVIDUAL BIDDER/OFFEROR OR BY AN AUTHORIZED OFFICIAL IN THE FIRM ACKNOWLEDGING AND ACCEPTING ALL TERMS AND CONDITIONS OF THE REQUEST FOR PROPOSAL.

COMPANYNAME: Commodities USA, Inc.

ADDRESS: 10860 Spring Knoll Dr.
Potomac MD 20854
(City) (State) (Zip Code)

TELEPHONE: (703) 599 8709 FAX: (301) 299 5990

SIGNED: [Signature] DATE: 08/08/2016

PRINT NAME: Mark V. Soresi TITLE: President

TAX ID NUMBER (FIN/SS#) 81-0740345

THE PERSON SIGNING THE BID/PROPOSAL MUST INITIAL ANY ALTERATIONS IN FIGURES ON THIS FORM IN INK.

Payment Terms: 30 days Cash discounts for less than 30 days will not be considered in determining awards. However, should that bidder obtain award by consideration of the gross price, the County should make every effort to obtain the discount. The County will not accept payment terms with period of less than 30 days.

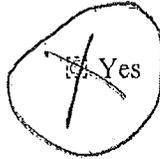
Delivery shall be made within 3 calendar days after receipt of order.

Commodities USA, Inc.

WJS

Annually on the anniversary date of the contract, the contractor shall provide a written report delineating all sales offered under this contract whether they are named in this solicitation or offered the contract pricing through a cooperative piggybacking arrangement. The report shall include total sales by product and entity.

Do you currently have the capability of producing this report:



Yes No

The estimated value of this contract is \$100,000

A. Contract Price Sheet

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent	20K	Bag	4.88	97,600	NONE
2	Ice Melter, 50#, Environmentally and Pet Friendly	2K	Bag	10.11	20,220	NONE
Grand Total					\$ 117,820.00	

The Quantity Discount (QD) column will be used when individual entity purchase order quantities are large. The QD will be applied to the Unit Price bid above for each purchase order that exceeds a certain quantity. Contractor shall identify the purchase order quantity needed to qualify for the added discount:

N/A Bags Purchase Order quantities of this specified amount will be discounted further by the QD amount shown above.

Price Sheet continued on next page.

Pick-up Location

6900 Linganore Rd.
Frederick, MD 21701

Point of Contact

Mark V. Soreni
C: 703-599-8709 - 240
OR
1-800-600-9608 - 240

Commodities USA, Inc

B. Mid Atlantic Purchasing Team Price Sheet

This contract is being offered regionally through the Maryland/Washington Council of Governments and the Baltimore Metropolitan Council covering local municipalities in Maryland, Virginia and Washington D.C. While there are certain know participation levels contained in this contract, piggybacking is likely. Section B of the Price Sheet is used to consider the regional marketing opportunities for this contract and deeper discounts when rising piggybacking volumes warrant deeper discounts. Using the estimated contract quantities shown on the previous page, contractor shall identify deeper discounts on unit price when certain the contract values changes. The contract value shall be measured annually at the anniversary date of the contract and shall remain firm for the following year. The contract value includes all sales under this contract, including piggybacking. During the annual contract value assessment, the contract unit pricing can rise or fall based on the prices offered herein but they cannot exceed those prices offered in Section A.

a. Quantities rise from 22K bags per year to _____ bags per year:

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent		Bag	4.88		
2	Ice Melter, 50#, Environmentally and Pet Friendly		Bag	10.11		
Grand Total					\$	

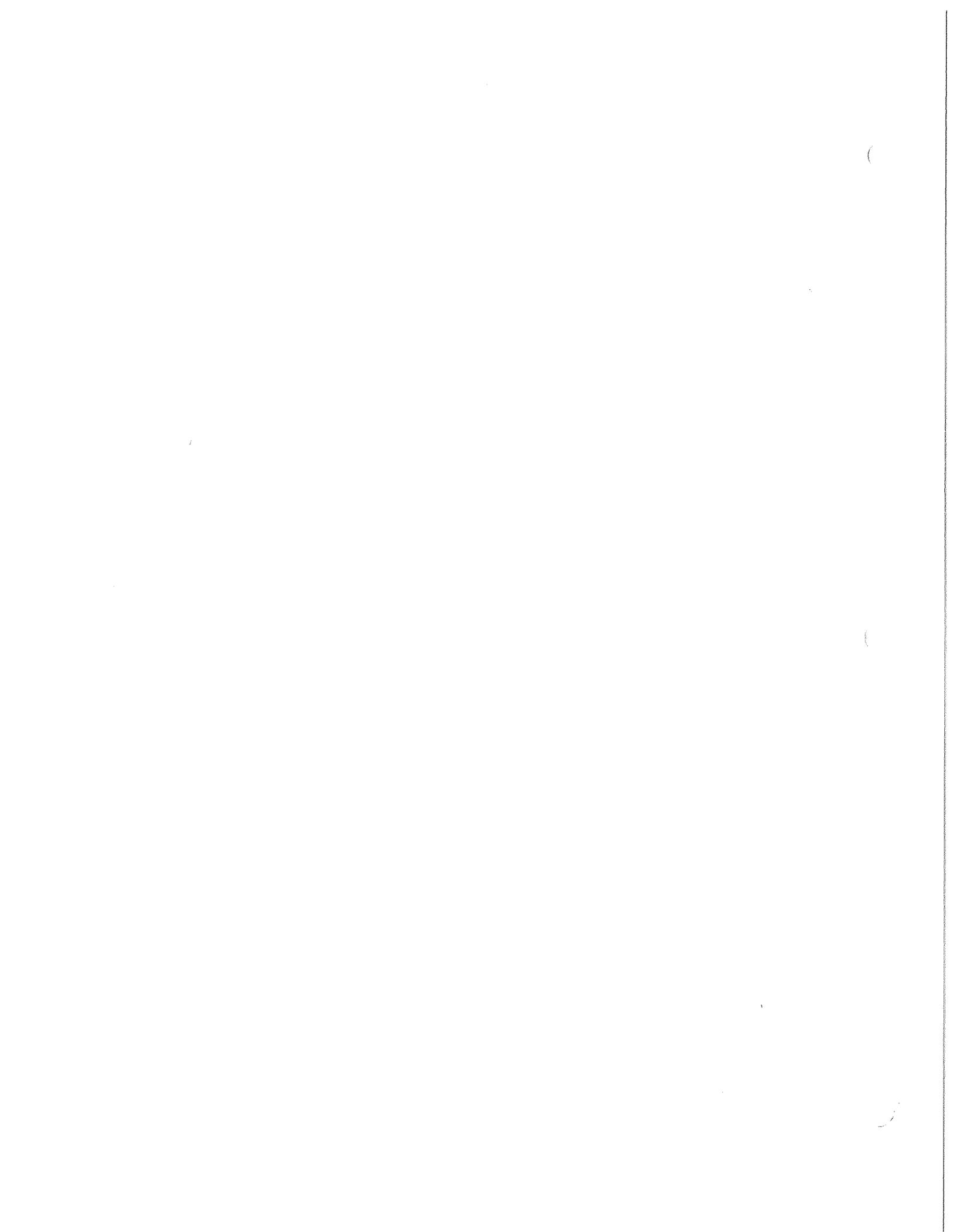
b. Quantities rise from _____ bags per year to _____ bags per year:

[The first quantity in should be the number of bags entered by contractor in "a" above.]

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent		Bag	4.88		
2	Ice Melter, 50#, Environmentally and Pet Friendly		Bag	10.11		
Grand Total					\$	

NOTE: the price is the same regardless of the quantity

- Mark V. Saross

INVITATION TO BID NO. 17-003
TERM CONTRACT FOR ICE MELTER
Due Date: 08/08/2016, Time: 2:00 pm
BID/PROPOSAL SIGNATURE PAGE

SUBMISSION OF A BID/PROPOSAL IN RESPONSE TO THIS SOLICITATION EVIDENCES THE BIDDER'S ACCEPTANCE OF THE TERMS AND CONDITIONS THEREIN. THIS PAGE MUST BE PROPERLY SIGNED BY THE INDIVIDUAL BIDDER/OFFEROR OR BY AN AUTHORIZED OFFICIAL IN THE FIRM ACKNOWLEDGING AND ACCEPTING ALL TERMS AND CONDITIONS OF THE REQUEST FOR PROPOSAL.

COMPANYNAME: EnviroTech Services, Inc.
ADDRESS: 910 54th Ave # 230
Greeney (City) CO (State) 80634 (Zip Code)
TELEPHONE: 970-346-3900 FAX: 970-346-3959
SIGNED:  DATE: 8/5/16
PRINT NAME: NEIL PARKER TITLE: VP OF OPERATIONS
TAX 10 NUMBER (FIN/SS#) 84-1102950

THE PERSON SIGNING THE BID/PROPOSAL MUST INITIAL ANY ALTERATIONS IN FIGURES ON THIS FORM IN INK.

Payment Terms: NET 30 Cash discounts for less than 30 days will not be considered in determining awards. However, should that bidder obtain award by consideration of the gross price, the County should make every effort to obtain the discount. The County will not accept payment terms with period of less than 30 days.

Delivery shall be made within 5-7 Bus. Days calendar days after receipt of order.

Annually on the anniversary date of the contract, the contractor shall provide a written report delineating all sales offered under this contract whether they are named in this solicitation or offered the contract pricing through a cooperative piggybacking arrangement. The report shall include total sales by product and entity.

Do you currently have the capability of producing this report: Yes No

The estimated value of this contract is \$100,000

A. Contract Price Sheet

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent	20K	Bag	\$7.75	\$155,000.00	0
2	Ice Melter, 50#, Environmentally and Pet Friendly	2K	Bag	\$7.75	\$15,500.00	0
Grand Total					\$170,500.00	

The Quantity Discount (QD) column will be used when individual entity purchase order quantities are large. The QD will be applied to the Unit Price bid above for each purchase order that exceeds a certain quantity. Contractor shall identify the purchase order quantity needed to qualify for the added discount:

0 No Discount Applied
 Bags Purchase Order quantities of this specified amount will be discounted further by the QD amount shown above.

Price Sheet continued on next page.

B. Mid Atlantic Purchasing Team Price Sheet

This contract is being offered regionally through the Maryland/Washington Council of Governments and the Baltimore Metropolitan Council covering local municipalities in Maryland, Virginia and Washington D.C. While there are certain know participation levels contained in this contract, piggybacking is likely. Section B of the Price Sheet is used to consider the regional marketing opportunities for this contract and deeper discounts when rising piggybacking volumes warrant deeper discounts. Using the estimated contract quantities shown on the previous page, contractor shall identify deeper discounts on unit price when certain the contract values changes. The contract value shall be measured annually at the anniversary date of the contract and shall remain firm for the following year. The contract value includes all sales under this contract, including piggybacking. During the annual contract value assessment, the contract unit pricing can rise or fall based on the prices offered herein but they cannot exceed those prices offered in Section A.

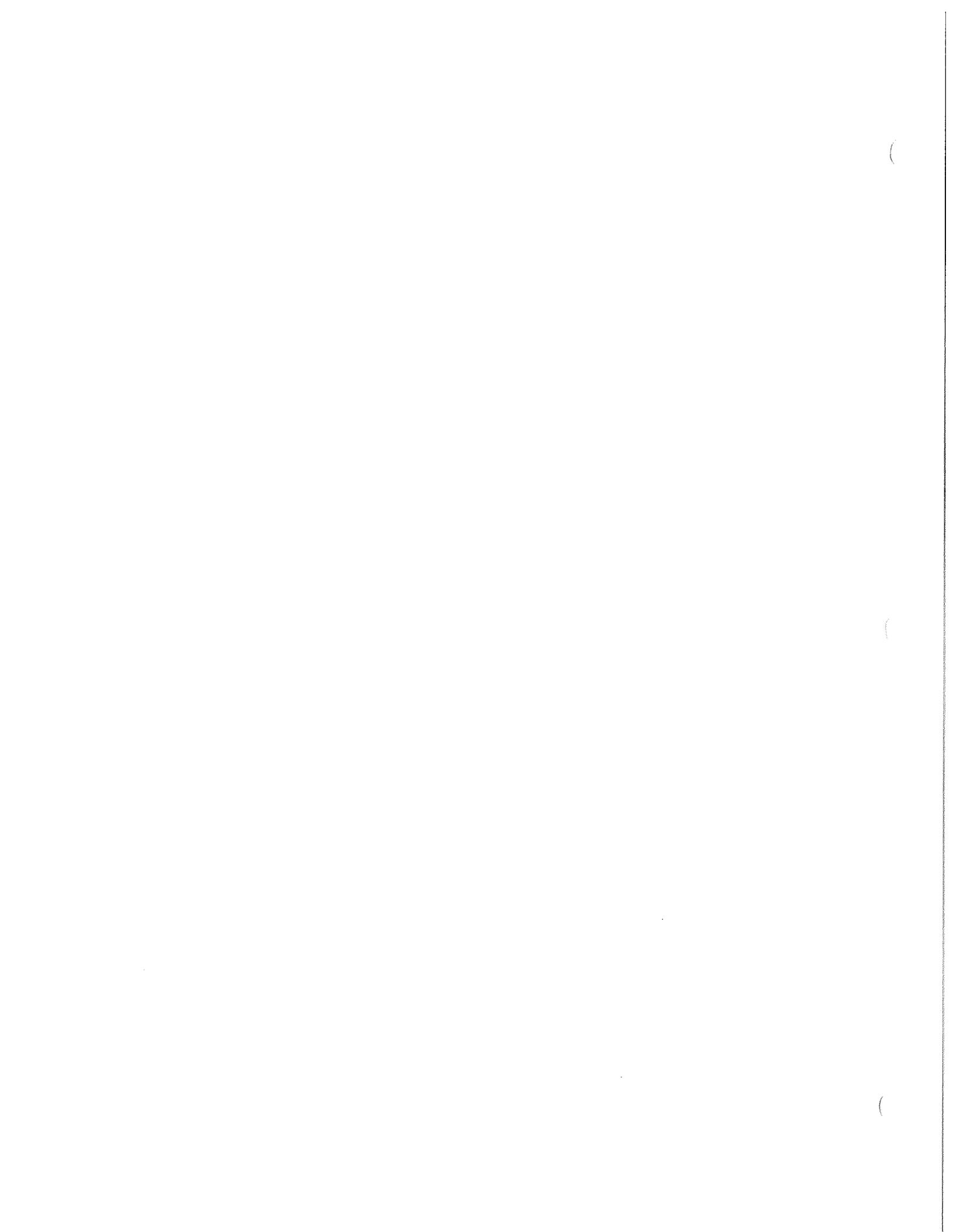
a. Quantities rise from 22K bags per year to ^{N/A} bags per year:

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent	20K	Bag	\$7.75	\$155,000.00	Ø
2	Ice Melter, 50#, Environmentally and Pet Friendly	2K	Bag	\$7.75	\$15,500.00	Ø
Grand Total					\$ 170,500.00	

b. Quantities rise from ^{22K} bags per year to ^{N/A} bags per year:

[The first quantity in should be the number of bags entered by contractor in "a" above.]

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent	20K	Bag	\$7.75	\$155,000.00	Ø
2	Ice Melter, 50#, Environmentally and Pet Friendly	2K	Bag	\$7.75	\$15,500.00	Ø
Grand Total					\$ 170,500.00	





PRODUCT SPECIFICATIONS
NATURE'S BEST

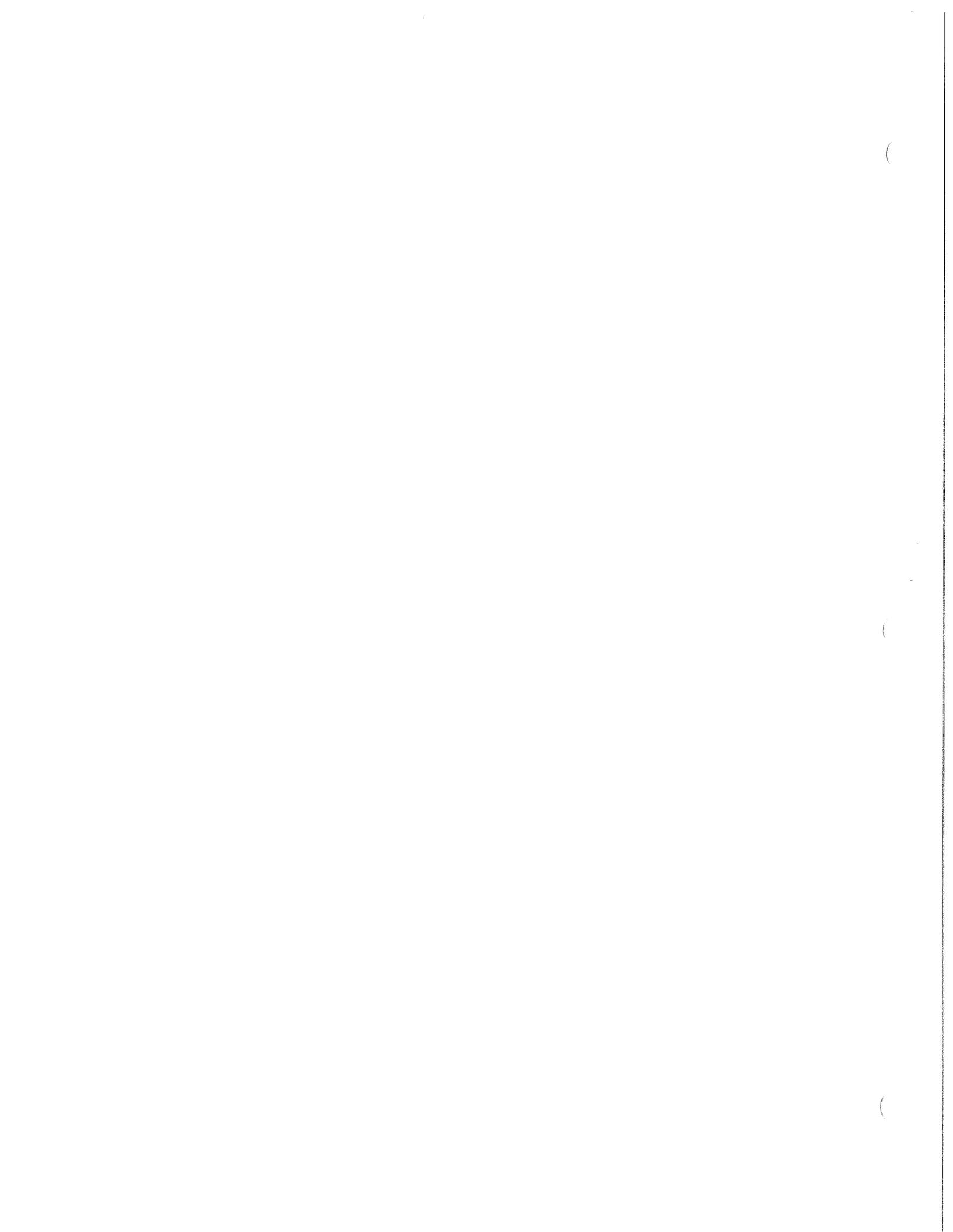
PRODUCT PROPERTIES

Constituent	Specification	Constituent	Specification
Sodium Chloride	>93% dry basis	Calcium Chloride	<1.50%
Moisture	< 2.0%	Potassium Chloride	<3.0%
Magnesium Chloride	1%-3%	Water Insolubles	<0.75%

SIEVE ANALYSIS

Screen Size (mm)	Screen Size (Tyler)	Percent Passing
5	4	99-100%
2.5	8	60-75%
1.25	14	1-10%
0.6	28	0-3%
0.3	48	0-2%

Average Bulk Density – 1137 kg/m³ – 71 lbs/ft³
Product Appearance – Light to Dark Blue





1. PRODUCT AND COMPANY IDENTIFICATION

Product Identity: Nature's Best Ice Melt

Chemical Name: Complex Chloride – Sodium Chloride, Potassium Chloride, Magnesium Chloride, Calcium Chloride with Magnesium Chloride Solution plus Proprietary Additive

Recommended use of the chemical and restrictions on use: Anti-icing and de-icing

Manufacturer: EnviroTech Services, Inc
32 8th Street
New Cumberland, PA 17070

Telephone: (717) 695-2952

Emergency Phone: CHEMTREC: (800) 424-9300

SDS Date of Preparation: 5/15/2014

2. HAZARDS IDENTIFICATION

GHS Classification:

Physical	Health	Environment
Not Hazardous	Not Hazardous	Not Hazardous

GHS Label Elements:

None Required

3. COMPOSITION/INFORMATION ON INGREDIENTS

Component	CAS No.	Amount
Sodium Chloride	7647-14-5	90-98%
Magnesium Chloride	7791-18-6	1-3%
Calcium Chloride	10043-52-4	0.01-1.50%
Potassium Chloride	7447-40-7	0.01-0.50%
Proprietary Performance Additive	Proprietary	Proprietary

4. FIRST AID MEASURES

Eye: Flush victim's eyes with water while holding the eyelids apart. Get medical attention if irritation occurs and persists.

Skin: Wash skin thoroughly with soap and water. Get medical attention if irritation develops. Remove and launder clothing before reuse.

Ingestion: Do not induce vomiting unless directed to do so by a medical professional. Rinse mouth with water and give one glass of water to drink. Do not give liquids to an unconscious person. Get medical attention if symptoms develop.

Inhalation: If symptoms occur, remove victim to fresh air. If breathing is difficult or irritation persists, get medical attention.

Most important Symptoms: May cause slight eye irritation. Dust may cause slight respiratory tract irritation.

Indication of immediate medical attention/special treatment: Immediate medical attention is not required.

5. FIRE FIGHTING MEASURES

Suitable (and Unsuitable) Extinguishing Media: Use media appropriate for surrounding fire.

Specific hazards arising from the chemical: Thermal decomposition may yield hydrogen chloride, halogenated compounds, and chlorine gas.

Special Protective Equipment and Precautions for Fire-Fighting Instructions: Firefighters should wear positive pressure self-contained breathing apparatus and full protective clothing. Aqueous solutions may cause surfaces to be extremely slippery and cause a slip hazard.

6. ACCIDENTAL RELEASE MEASURES

Personal Precautions, Protective Equipment, and Emergency Procedures: Wear appropriate protective clothing as described in Section 8. Wash thoroughly after handling.

Methods and Materials for Containment and Cleaning Up: Sweep up material and collect in a suitable container for disposal. Flush spill area with water. Report releases as required by local, state, and federal authorities.

7. HANDLING AND STORAGE

Precautions for Safe Handling: Avoid contact with the eyes, skin, and clothing. Avoid breathing dusts. Wear protective clothing and equipment as described in Section 8. Wash thoroughly with soap and water after handling. Keep containers closed when not in use.

Conditions for Safe Storage, Including Any Incompatibilities: Store in a cool, dry, well-ventilated area away from incompatible materials. Product may be corrosive to some metals.

8. EXPOSURE CONTROLS/PERSONAL PROTECTION

Exposure Guidelines:

Sodium Chloride	None Established
Magnesium Chloride	None Established
Calcium Chloride	None Established
Potassium Chloride	None Established
Proprietary Performance Additive	None Established

Engineering Controls: Use with adequate general ventilation to minimize exposures.

Respiratory Protection: In operations where exposure levels are excessive, a NIOSH approved respirator with dust cartridges or supplied air respirator appropriate for the form and concentration of the contaminants should be used. Selection and use of respiratory equipment must be in accordance with OSHA 1910.134 and good industrial hygiene practice.

Skin Protection: Wear impervious gloves such as rubber or neoprene if needed to avoid prolonged skin contact.

Eye Protection: Safety glasses recommended.

Other: Long-sleeved clothing and long pants recommended to avoid prolonged skin contact. Suitable washing facilities should be available in the work area.

9. PHYSICAL AND CHEMICAL PROPERTIES

Appearance And Odor: Blue to light blue solid with no odor.

Physical State: Solid	Odor Threshold: Not established
Vapor Density: Not determined	Initial Boiling Point/Range: Not established
Solubility In Water: 92-99%	Vapor Pressure: Not determined
Relative Density: Not determined	Evaporation Rate: Not determined
Melting/Freezing Point: Not determined	pH: 4-9
VOC Content: Not determined	Octanol/Water Coefficient: Not determined
Solubility (other): Not determined	Decomposition Temperature: Not determined
Viscosity: Not applicable	Flammability (solid, gas): Not flammable
Flashpoint: Not applicable	Autoignition Temperature: Not determined
Flammable Limits: LEL: Not determined	UEL: Not determined

10. STABILITY AND REACTIVITY

Reactivity: Not normally reactive

Chemical Stability: Stable under normal storage and handling conditions.

Possibility of Hazardous Reactions: None known.

Conditions to Avoid: None known.

Incompatible Materials: Strong oxidizing agents, concentrated acids, and some metals.

Hazardous Decomposition Products: When heated to decomposition emits hydrogen chloride, halogenated compounds, and chlorine gas.

11. TOXICOLOGICAL INFORMATION

HEALTH HAZARDS:

Ingestion: Ingestion may cause slight irritation.

Inhalation: Inhalation of dusts may cause slight irritation of the nose, throat, and upper respiratory tract.

Eye: May cause slight irritation.

Skin: May cause slight irritation on prolonged or repeated contact.

Sensitization: This material is not known to cause sensitization.

Chronic: None known.

Carcinogenicity: None of the components is listed as a carcinogen or suspected carcinogen by IARC, NTP, or OSHA.

Germ Cell Mutagenicity: None currently known.

Reproductive Toxicity: None currently known.

Numerical Measures of Toxicity:

No toxicity data available

12. ECOLOGICAL INFORMATION

Ecotoxicity: No data available

Persistence and Degradability: Biodegradation is not applicable to inorganic substances.

Bioaccumulative Potential: No data available

Mobility in Soil: No data available

Other Adverse Effects: None known

13. DISPOSAL CONSIDERATIONS

Dispose in accordance with local, state, and federal environmental regulations.

14. TRANSPORT INFORMATION

DOT Hazardous Materials Description:

Proper Shipping Name: Not regulated

UN Number: None

Hazard Class/Packing Group: None

Labels Required: None

15. REGULATORY INFORMATION

CERCLA: This product is not subject to CERCLA release reporting. Many states have more stringent release reporting requirements. Report spills required under federal, state, and local regulations.

SARA Hazard Category (311/312): Not Hazardous

SARA 313: This product contains the following chemicals subject to Annual Release Reporting Requirements under SARA Title III, Section 313 (40 CFR 372): None

EPA TSCA Inventory: All of the ingredients in this product are listed on the EPA TSCA Inventory.

CANADA:

This product has been classified under the CPR and this SDS discloses information elements required by the CPR.

Canadian CEPA: All the components of this product are listed on the Canadian DSL.

Canadian WHMIS Classification: Not classified as dangerous

16. OTHER INFORMATION

NFPA Rating: Health = 0	Flammability = 0	Instability = 0
HMIS Rating: Health = 1	Flammability = 0	Physical Hazard = 0

SDS Revision History:

5/15/2014: New SDS

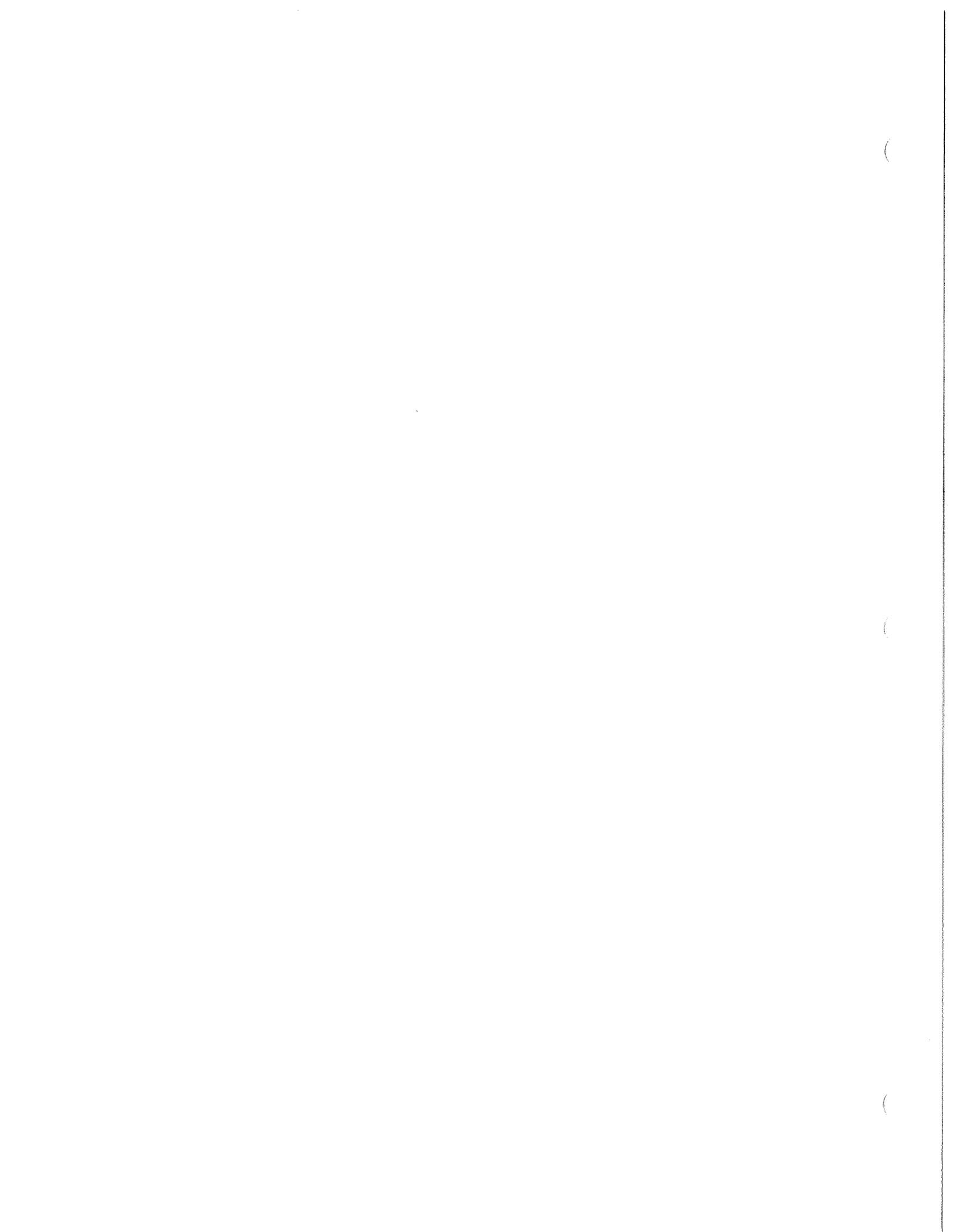
4/23/2015: Reviewed, no changes required

11/11/2015: Updated the component list, changed manufacturer address

4/12/2016: Reviewed, no changes required

Disclaimer: *This Safety Data Sheet (SDS) is provided in response to customer requests to address the safe handling of the product. All statements, technical information and recommendations contained herein are the best of our knowledge, reliable and accurate. This SDS is not intended to make any representation as to how the product will perform when used for its intended purpose by a user. In that regards the product is sold "AS IS" and nothing in this SDS should be deemed to be a representation or warranty of any injury, loss, or damage, of any kind or nature, which are sustained by or arise from the use of the product. Nothing in this SDS is intended to be a representation or warranty by the manufacturer of the accuracy, safety, or usefulness for any purpose of any technical information, materials, techniques, or practices.*

The information contained in this Safety Data Sheet is, to the best of our knowledge, accurate and reliable. This information should be provided to all individuals handling this product. Federal, state, and local regulations should be followed when handling this product.





Amendment No. 1

INVITATION TO BID NO. 17-003

TERM CONTRACT FOR ICE MELTER

Rick Konrad, Cooperative Purchasing Manager
(representative of Purchasing Agent)

Email: rkonrad@mwkog.org

**Offerors shall submit one (1) original and four (4) copies
of their written proposal and one (1) CD or USB with the
complete proposal to:**

Rick Konrad
Cooperative Purchasing Manager
Metropolitan Washington Council of Governments,
777 North Capitol Street, NE, Suite 300
Washington, DC 20002

Question

1. The correct email contact is rkonrad@mwkog.org
2. What was the pricing on the winning proposal on previous bids?
See Attachment A on this amendment.
See Attachment B for last year's usage.
3. What is the bid bond as per Section 5? There is no bid bond on this offering.
4. Correction – Specifications Section 15.1 Sentence should read *“The following entities will procure for purchasing and Delivery of the Ice Melt on annual basis.”*
5. Bid Deadline is August 8, 2016 at 2:00 PM EDT. Please use the revised Bid Reply Label attached.

BID REPLY LABEL

SECURE TO THE OUTSIDE OF YOUR RESPONSE ENVELOPE.

INVITATION TO BID

NO. 17-003
08/08/2016 2:00 PM EDT
TERM CONTRACT FOR ICE MELTER

TO: Rick Konrad
Cooperative Purchasing Manager
Metropolitan Washington Council of Governments,
777 North Capitol Street, NE, Suite 300
Washington, DC 20002

Attachment A

METROPOLITAN WASHINGTON  COUNCIL OF GOVERNMENTS

One Region Moving Forward

District of Columbia

Bladensburg*

Bowie

Charles County

College Park

Frederick

Frederick County

Gaithersburg

Greenbelt

Montgomery County

Prince George's County

Rockville

Takoma Park

Alexandria

Arlington County

Fairfax

Fairfax County

Falls Church

Loudoun County

Manassas

Manassas Park

Prince William County

Bid Number: ITB16-002

Bid Name: Ice Melter

Buyer: MAPT Members

Contact Person: Jalene Duressa Jduressa@mwkog.org

Bid opened: 08/18/2015

Bid Closed: 09/01/2015

Item No.	Description	Bidder 1 Kissner Milling Company Limited	Bidder 2 John Deere Landscapes	Bidder 3 Salvo Auto	Bidder 4 P Riggins & Riggins Services, LLC
1	Ice Melt	\$6.90	9.27	9.89	11.00
2	Ice Melt Environmentally and Pet Friendly	\$7.65	9.75	10.35	No- Bid

***Adjunct Member**



Jalene Duressa
Contract & Procurement Analyst

**777 North Capitol Street, NE, Suite 300, Washington,
D.C. 20002
202.962.3200 (Phone) 202.962.3201 (Fax)
202.962.3213 (TDD)**

www.mwkog.org



Mid-Atlantic Purchasing Team is a partnership between the Metropolitan Washington Council of Governments and the Baltimore Metropolitan Council to provide a "Government-to-Government" procurement service for States, State Agencies, Local Governments, Districts, Authorities, and qualifying Not-for-Profit Corporations (End Users). End Users become Members of the MAPT Cooperative Purchasing Program (Members). In this procurement, MWCOG, acting on behalf of Members as Lead Agency, is soliciting competitive offerings for the furnishing of products and/or services, which MAY be purchased by Members during the contract term. Members using the Program issue purchase orders or other form of contracts directly to MWCOG-procured contractors.

INVITATION TO BID NO. 17-003

TERM CONTRACT FOR ICE MELTER

Rick Konrad, Cooperative Purchasing Manager
(representative of Purchasing Agent)
Email: rkonard@mwkog.org

Offerors shall submit one (1) original and two (2) copies of their written proposal and one (1) CD or USB with the complete proposal to:

Rick Konrad
Cooperative Purchasing Manager
Metropolitan Washington Council of Governments,
777 North Capitol Street, NE, Suite 300
Washington, DC 20002

Amendments to solicitations often occur prior to bid opening and sometimes within as little as 48 hours of bid opening. Once they have downloaded a solicitation, potential vendors are responsible for frequently visiting the MWCOG Contracts & Purchasing Office ("Purchasing Office") website www.mwkog.org to obtain amendments. MWCOG Contracts & Purchasing Analyst Jalene Duressa is the Purchasing Agent for the Lead Agency, and may act directly or through his designee(s).

GENERAL TERMS AND CONDITIONS FOR ALL SOLICITATIONS

Competitive sealed bids or proposals addressed to the Purchasing Agent of the Lead Agency for furnishing and delivering the items described in this solicitation will be received at the time, date, and place identified herein. Unless otherwise specified, all formal bids submitted shall be irrevocable for 90 calendar days following the bid opening date, unless the bidder, upon request of the Purchasing Agent, agrees to an extension.

1. INSTRUCTIONS, FORMS, AND SPECIFICATIONS

- 1.1 All bids are to be submitted in duplicate and in accordance with the forms for this purpose which are available at the office of the Purchasing Agent.
- 1.2 All bids are to be submitted using the Bid Reply Label in the solicitation package.
- 1.3 Each bid shall be accompanied by an affidavit regarding price fixing, gratuities, bribery, and discriminatory employment practices. When the bidder is a corporation, a duly authorized representative shall execute the affidavit. Forms for these oaths will be provided to bidders by the Purchasing Office.
- 1.4 Bids must be typed or written in ink. Erasures or other alterations must be initialed in ink. All bids must be signed by responsible company officials and delivered in a sealed envelope no later than the time and date indicated herein. Bids received after the time and date indicated will be returned unopened.
- 1.5 Additional information or clarification of the instructions or specifications contained herein may be obtained from the Purchasing Agent.
- 1.6 Any bidder who finds a discrepancy, possible omission, has doubt about meaning, or perceives that the specifications are discriminatory shall notify the Purchasing Agent in writing within 10 business days before the scheduled opening of bids. Exceptions taken do not obligate the Purchasing Agent to change the specifications. The Purchasing Agent will notify all bidders in writing, by addendum duly issued, of any updated interpretations, specifications, or instructions.
- 1.7 All official correspondence regarding the specifications should be directed to the Purchasing Agent. The Purchasing Agent will issue all official correspondence. The Purchasing Agent will assume no responsibility for oral instructions or suggestions.

2. BID DEPOSIT

- 2.1 When a bid deposit is required, failure to submit the bid deposit will nullify bid.
- 2.2 When a bid deposit is required, bids must be accompanied by certified check, cashier's check, U.S. Postal Money Order, or a bid bond in the amount specified.

- 2.3 Bid deposits will be returned to unsuccessful bidders upon the award of solicitation. Successful bidders will be refunded their deposit upon execution of the contract and the meeting of bond requirements.
- 2.4 Nonperformance by a successful bidder, failure to execute the contract, or meet bond requirements within 10 business days after the award shall result in the deposit being forfeited to the MWCOG as liquidated damages.

3. BASIS FOR AWARD OF CONTRACT

- 3.1 The Purchasing Agent of the Lead Agency shall award all contracts to the lowest, responsible and responsive bidder. All award determinations are made by the Purchasing Agent. Each participating jurisdiction will issue their own purchase order for their portion of the contract.
- 3.2 Any other considerations for the award will be stated in the specifications.

4. CASH DISCOUNT AND NET PAYMENTS

- 4.1 Cash discounts will not be considered in determining a contract award but will be taken, if possible, at time of payment.
- 4.2 Payment terms with a period of less than 30 days will not be accepted.

5. PERFORMANCE BOND

- 5.1 The successful bidder may be required to give security or bond for the performance of the contract as determined by the Purchasing Agent.

6. RESERVATIONS

- 6.1 The Purchasing Agent reserves the right to reject any portion or entirety of a bid when, in his/her reasoned judgment, the public interest will be served thereby.
- 6.2 The Purchasing Agent may waive formalities or technicalities in bids as the interest of the jurisdiction may require. Provided, these differences do not violate the intent of the specifications, increase the price, materially affect the operation for which the items are being purchased, or increase the estimated maintenance and repair cost.
- 6.3 The Purchasing Agent reserves the right to increase or decrease the quantity to be purchased at the prices bid. The quantity intended to be purchased, as well as the period and percentage amount of any reservation, shall be stated in the specifications.

6.4 Unless otherwise stated in the bid documents, the Purchasing Agent reserves the right to make an award on either a lump sum basis, individual item basis, or such combination as shall be in the best interest of the MAPT.

7. DELIVERIES

7.1 Bidders shall guarantee delivery of supplies in accordance with the delivery schedule as may be provided in the specifications and their proposal.

7.2 All items shall be delivered F.O.B. Destination with delivery costs and charges included in the bid.

7.3 The Purchasing Agent reserves the right to levy a per diem charge to the vendor for each day the supplies or services are not delivered in accordance with the delivery schedule. The per diem charge, identified in the bid document, may be invoked at the discretion of the Purchasing Agent and said sum may be taken as liquidated damages and deducted from any compensation due to the vendor.

8. COMPETITION

8.1 Reference to a manufacturer, trade name of manufacturer, or vendor catalog number in the specifications is for the sole purpose of designating a standard of quantity or type but for no other reason.

8.2 A bidder may offer a price on only one (1) unit while two (2) or more units may meet specifications Bidder must determine which to offer. Submission by a bidder for more than 1 unit shall be sufficient cause for rejection of that specific item.

8.3 Bids which show any omission, irregularity, alteration of forms, additions not requested, conditional or unconditional unresponsive bids, or bids obviously unbalanced may be rejected.

8.4 If required in the specifications or proposal, bids must be accompanied by descriptive literature.

8.5 If products supplied to the MAPT contain any ingredients which could be hazardous or injurious to a person's health, a Material Safety Data Sheet (MSDS) must be provided to the Purchasing Agent. A vendor engaged in providing a service to the MAPT is required to provide a MSDS when using a hazardous or injurious substance in the course of performance.

9. INDEMNIFICATION

9.1 The vendor shall hold the participating jurisdictions harmless from and shall be solely responsible, where found liable, for the payment of any and all claims for

loss, personal injury, death, property damage, or otherwise, arising out of any act of omission or negligence of its employees or agents in connection with the performance of this work.

10. INSURANCE

10.1 The vendor shall, at all times, maintain and keep in force insurance such as Compensation, Liability, and Property Damage as necessary to protect itself from claims under Workmen's Compensation Acts. Vendor shall also keep adequate insurance that will protect itself and the participating jurisdictions from any other claims for damages for person injury, including death, as well as from claims for damages to any property of the participating jurisdictions or of the public. Coverage shall cover claims which may arise from operations under the contract, whether such operations are carried out by the vendor, any subcontractor, or anyone directly or indirectly employed by any of them.

10.2 Unless otherwise specified, the amount of liability insurance shall not be less than \$100,000.00 for injuries sustained by any one (1) person and \$300,000.00 for injuries sustained by two (2) or more persons in any one (1) accident. The amount of property damage insurance shall not be less than \$100,000.00.

11. DISPUTES

11.1 Prior to award, in case of disputes, the decision of the Purchasing Agent shall be final and binding. The Purchasing Agent may request, in writing, the recommendation of participating jurisdictions or other objective source. Subsequent to award of the solicitation, in case of disputes as to whether an item or service quoted or delivered meets specifications, the decision of the applicable participating jurisdiction shall be final and binding with respect to the participating jurisdiction's contract.

12. TERMINATION

12.1 Termination for Convenience: Any participating jurisdiction may terminate a contract made pursuant to this procurement, in whole or in part, upon giving written notice to the vendor. The participating jurisdiction shall pay all reasonable costs incurred by the vendor up to the date of termination. The vendor will not be reimbursed for any anticipatory profits which have not been earned up to the date of termination.

12.2 Termination for Default: When the vendor has not performed or has unsatisfactorily performed the contract, the contract may be terminated for default by the participating jurisdiction and the vendor is not entitled to any costs

incurred by the vendor up to the date of termination. The MAPT will be officially notified of this termination by the participating jurisdiction.

13. PATENT INFRINGEMENT

13.1 Vendor agrees to indemnify, protect and hold harmless the participating jurisdiction, its officers, agents and employees with respect to any claim, action, cost, or judgment for patent infringement arising out of purchase or use of materials, supplies, equipment, or services covered by this contract.

14. ASSIGNMENT

14.1 The contract resulting from this selection and the resulting compensation are not assignable except with prior written approval of the MAPT, as well as the participating jurisdiction.

15. FACILITIES

15.1 The MAPT reserves the right to inspect the bidder's facilities at no cost to the MAPT at any time with prior notice.

16. AUTHORITY

16.1 All instructions, specifications, proposals, bids, quotations, orders, and purchases are made pursuant and subject to the enabling legislation of each of the participating jurisdictions.

17. FAILURE TO RESPOND

17.1 Bidders who fail to respond three (3) times in succession to solicitations are subject to removal from the bidder's list.

18. AVAILABILITY OF FUNDS

18.1 The contractual obligation of the MAPT under this solicitation and the resulting contract is contingent upon the availability of appropriated funds of the participating jurisdiction from which payment for this contract can be made.

19. INTEGRATION

19.1 These bid documents and subsequent purchase order to the successful bidder contain the entire understanding between the parties and any additions or modifications may only be made in a writing executed by both parties.

Additional General Instructions for Solicitations

1. **Instructions, Forms and Specifications**
 - 1.1 Bidders finding any discrepancy or omission in the specifications causing doubt as to meaning, or any impression that the specifications are discriminatory, shall notify the Purchasing Agent in writing no later than ten (10) business days prior to the scheduled opening of bids. Exceptions stated do not obligate MAPT to change the specifications. The Purchasing Agent will notify all bidders in writing, by amendment duly issued, of any substantive revisions to specifications or instructions.
 - 1.2 Unless a written exception detailing nonconformance to specifications is noted on the quotation, any part number, product number, catalog number, etc., noted on the bid will be considered in full compliance with the specifications.
 - 1.3 Submission of a bid in response to this solicitation evidences the bidder's acceptance of the Terms and Conditions therein.
2. **Award of Solicitations**
 - 2.1 Awards on Requests for Quotations and Invitations to Bid will be made within 90 days of the bid opening unless otherwise indicated in this solicitation. No bidder will be allowed to withdraw a bid during that period.
 - 2.2 When there is a conflict between the unit price or percentage and the extension, the unit price or percentage will prevail as the amount of the bid.
- 2.3 MAPT will not pay interest charges or other penalties for invoice payments made within the terms specified.
- 2.4 Prices quoted shall be exclusive of all non-applicable Federal and Maryland, DC and Virginia State taxes. Tax exemption certificates will be furnished if required.
- 2.5 MAPT reserves the right to consider making payments via electronic funds transfers (EFT) on contracts for which this payment vehicle may be appropriate.
3. **Reservations**
 - 3.1 The Purchasing Agent may waive minor differences, irregularities, and technicalities in the specifications, provided they neither violate the specification's intent, materially affect the operation for which the items or services are being purchased, nor increase estimated maintenance and repair costs to MAPT.
4. **Delivery**
 - 4.1 All successful vendors are to ensure that packaging materials used for this requirement are free of non-recyclable Styrofoam (Polystyrene). Additionally, any materials used in packing or transport are to be made of recycled, recyclable, or biodegradable materials.
5. **Competition**

- 5.1 Specifications are based on MAPT needs, uses, estimated costs of operations/maintenance, and other significant limiting factors to meet MAPT requirements. Specifications are also tailored to ensure consistency with MAPT Terms and Conditions . Minimum and maximum specifications, where included, are not established arbitrarily to limit competition or to exclude otherwise competitive bidders.
- 5.2 Unless multiple or alternate bids are requested in the solicitation, these bids may not be accepted. However, if a bidder clearly indicates a base bid, it shall be considered for award as though it were the only bid submitted by the bidder.
6. There is no requirement that the contractor be a Minority Business Enterprise (MBE), a Women-Owned Enterprise (WBE), or a small business. These entities are encouraged to respond to this solicitation.

7. **Authority**

- 7.1 In case of dispute as to whether an item or service quoted or delivered meets specifications, the decision of the Purchasing Agent or authorized representative shall be final and binding on both parties. The Purchasing Agent may request a recommendation in writing from the head of the agency in dispute, the Standards and Specifications Committee, or other objective sources.
- 7.2 Bidders desiring to appeal a decision of the Purchasing Agent must deliver written protests to the Purchasing Agent within 10 business days of notification of award. The Purchasing Agent or designee reviews the protested decision, examines any additional information provided by the bidder, and responds within 10 business days of receipt of protests.

Blank Space for Local Procurement affidavit

BID REPLY LABEL

SECURE TO THE OUTSIDE OF YOUR RESPONSE ENVELOPE.

INVITATION TO BID

NO. 17-003
08/08/2016
TERM CONTRACT FOR ICE MELTER

TO: Rick Konrad
Cooperative Purchasing Manager
Metropolitan Washington Council of Governments,
777 North Capitol Street, NE, Suite 300
Washington, DC 20002

SPECIFICATIONS

1. SCOPE

- 1.1 It is the intent of these specifications that the vendor shall furnish, and any County/Agency shall purchase, Ice Melter in accordance with the resulting contract as each jurisdiction may require during the period of time specified. The quantities shown are approximate and are for the purpose of bid evaluation..
- 1.2 Each County reserves the right to order supplies as required during the contract period. Each jurisdiction also reserves the right not to order supplies bid upon if it is found that such supplies are not required by the jurisdiction during the contract period.

2. TERM OF CONTRACT

- 2.1 The term of this contract shall be for one (1) year. Each County/Agency reserves the right to renew this contract for up to four (4) additional one-year renewal options under the same terms and conditions. Each County/Agency will automatically renew this contract on each option year unless notice is given to the vendor/contractor that the contract is not renewed.
- 2.2 If price adjustments are requested pursuant to the terms of the contract, the vendor/contractor must notify MWCOG 90 days prior to the expiration of the current term.

3. PRICES/BILLING

- 3.1 Prices quoted must remain firm for the period covered by this contract unless price escalation is specified pursuant to Section 6. Prices quoted shall include delivery costs and charges, and shall not include taxes.
- 3.2 The vendor shall setup its billing system to ensure that all County/Agency invoices do not include sales tax.
- 3.3 The vendor shall assign a dedicated key account representative and provide their contact information for customer service and invoice issues

4. METHOD OF AWARD

- 4.1 The Purchasing Agent shall award all contracts to the lowest responsible and responsive bidder(s) for competitive sealed bids and based on best value for competitive negotiations as determined in the sole discretion of the Purchasing

Agent. Each County/Agency will execute its own contract and issue its own purchase order for their contract. Each participating jurisdiction is responsible for determining that the method of solicitation complies with its procurement laws.

- 4.2 Any other consideration for the award will be stated in the solicitation
- 4.3 When there is a conflict between the unit price or percentage and the extension, the unit price or percentage will prevail as the amount of the bid

5. **SAMPLES**

- 5.1 The successful bidder may be required to furnish samples for evaluation prior to award. Samples furnished must conform exactly to the specifications herein unless otherwise specified by MAPT. Samples furnished with deviations must be clearly marked. When required, samples shall be furnished within seven (7) calendar days of request. Samples not provided in accordance with the specifications or within the time specified may result in rejection of the bid.
- 5.2 The successful bidder's samples may be retained for comparison with products delivered under the contract.
- 5.3 Samples will not be returned unless the vendor indicates as such when the sample is furnished. Return of samples is at the vendor's expense. Failure to arrange for pickup of samples within 30 calendar days will result in their disposal.

6. **ESCALATION**

- 6.1 All prices offered herein shall be firm against any increase for one (1) year from the effective date of this contract. For each subsequent renewal term, it shall be the vendor's responsibility to notify the Buyer in advance of any anticipated changes in prices and submit a request for a price increase by furnishing bona-fide manufacturer's documents or a price list reflecting the changes. Increases shall be limited to the actual cost increase to the vendor.
- 6.2 Each County/Agency reserves the right to accept or reject a price increase within 14 days of written request for a price increase. If the price increase is rejected, the specific item will be canceled. If the price increase is approved, the price will remain firm for the renewal term for which it was requested.

7. **PRODUCT SPECIFICATIONS**

- 7.1 Each County/Agency intends to purchase ice melting compounds as specified. Non-compliance with any of the characteristics listed below may result in immediate termination of the contract as a remedy for default.

- 7.2 All proposed ice melting compounds must adhere to the following characteristics:
 - 7.2.1 Safe to handle; will not burn or irritate skin; non-caustic; non-toxic
 - 7.2.2 Provides effective de-icing action down to a minimum temperature of 0°F/-18°C, within 15-20 minutes of application
 - 7.2.3 Non-corrosive to concrete, asphalt and steel
 - 7.2.4 Environmentally safe to waterways, vegetation and grass
 - 7.2.5 Must **not** leave a slick and/or oily residue
 - 7.2.6 Must **not** stain carpets and/or floors
 - 7.2.7 Non-tracking, easy clean up
 - 7.2.8 Must consist of round particles, not flakes or irregularly shaped granules
 - 7.2.9 Must **not** clump in the bag
 - 7.2.10 Must **not** easily roll or blow away after being applied
 - 7.2.11 Penetrates ice/snow rapidly and dissolves quickly
- 7.3 Only 50 pound plastic/poly bags will be accepted

8. **RELEASE ORDERS**

- 8.1 Release orders will be issued from time to time by each entities Purchasing Agent for quantities that satisfy their requirements. Specific quantities and delivery information will be indicated on release orders. Each release order will refer to the master contract number.
- 8.2 Release orders issued within the term of this contract, even if not completed within the term of this contract, shall continue to be bound by the terms and conditions herein.
- 8.3 Orders may be placed by telephone as necessary to satisfy requirements of each County.

9. **SHIPPING/DELIVERY**

- 9.1 Freight terms for all orders requested "delivered" shall be FOB destination Freight Prepaid. All delivery charges, fees, insurance, expenses, and/or overhead shall be included within bid price.

9.2 Palletized delivery is required when quantities warrant. Each entity will make its best effort to purchase product in full pallet quantities. However, each entity reserves the right to purchase less than full pallet quantities. Cost of pallet shall be included in bid price. All shipments shall be on standard mill size pallets with product secured by banding, strapping or plastic wrapping.

Note: Typically, one full pallet contains 40-50 bags of product, each bag of product weighing 50 pounds.

9.3 Any damaged shipments shall be replaced solely at the vendor's/contractor's expense. This shall include pick-up of damaged product and delivery of replacement product. Replacement product shall be delivered within three (3) business days from receipt of notification of damage.

9.4 Delivery is required within three (3) business days from receipt of order. Failure to meet delivery date and provide product as specified may result in written termination of this contract. Time is of the essence.

9.4.1 If the County/Agency requests same-day or next-day expedited delivery, the vendor may pass those costs to the requesting County with prior written approval.

9.4.2 If the vendor cannot meet the delivery requirement, either standard or expedited, each County/Agency reserves the right to obtain product from any source. The extra cost of procuring the product may be charged against the vendor and deducted from any monies from the County due or which may become due.

9.4.3 Further if the vendor is unable to meet the delivery requirement and supply the requested product within the designated time due to factory delay, strike, or any unforeseen circumstances, the vendor must notify the designated Agency representative of the delay and the anticipated delivery date. Failure to comply with this requirement will result in a poor performance rating which will be considered in subsequent awards. Failure to meet delivery date and to provide supplies as specified may result in written termination of this contract.

9.5 Each County/Agency shall be notified of the vendor's location. Each County/Agency reserves the right to pick-up product (individual bag or pallet) from the vendor's location.

- 9.5.1 It is the vendor's responsibility to have product available for pick-up at a location within 40 miles of the above-stated delivery locations.
- 9.5.2 All bidders must provide a list of locations where the product can be picked up. The listing must include a contact name and phone number.
- 9.5.3 Pricing shall be the same for product delivered and product picked up from vendor's facility.
- 9.7 Delivery shall be made between the hours of 8:00 a.m. to 12:00 p.m. and 12:30 p.m. to 3:00 p.m., Monday through Friday, excluding holidays. The vendor shall be responsible for ensuring that deliveries are made during regular business hours for each County.
- 9.8 Deliveries must be made by either a tractor-trailer capable of unloading at a loading dock, or a truck with a hydraulic lift gate. Trucks must be equipped with a pallet jack to ensure ability to unload the truck.
- 9.9 Forty-eight (48) hours advance notice of delivery is required. Delivery dates and times should be coordinated with locations ordering the product.
- 9.10 A delivery ticket shall accompany all deliveries. The delivery ticket must include the County's purchase order number. Any delivery that does not identify the appropriate County's purchase order number will be rejected. On the delivery receipt, the contractor shall obtain a signature from the County employee for all items delivered. The vendor/contractor will be required to furnish proof of delivery in case of dispute.
- 9.11 All "drop shipments" (direct from a manufacturer or wholesaler) must adhere to the terms specified within this solicitation.

10. **MULTI-AGENCY PROCUREMENT**

- 10.1 Each County/Agency reserves the right to extend the terms and conditions of this contract to any and all other County/Agency agencies or MAPT participating jurisdictions requiring these commodities and/or services. A sub-order release will be issued against the original purchase order confirming the contracted pricing and giving quantity and delivery requirements.

11. **COOPERATIVE PURCHASING**

- 11.1 The Metropolitan Washington Council of Governments ("MWCOG") reserves the right to extend all of the terms, conditions, specifications, and unit or other prices

of any contract resulting from this bid to any and all public bodies, subdivisions, school districts, community colleges, colleges, and universities, including non-public schools. This is conditioned upon mutual agreement of all parties pursuant to special requirements which may be appended thereto. The vendor/contractor agrees to notify the issuing body of the entities that desire to use any contract resulting from this bid. The supplier/contractor will also provide usage information, which may be requested.

11.2 The MWCOG and MAPT assume no authority, liability, or obligation, on behalf of any other public or non-public entity that may use any contract resulting from this bid. All purchases and payment transactions will be made directly between the contractor and the requesting participating jurisdiction. Any exceptions to this requirement must be specifically noted in the bid/proposal response.

11.3 Contract Reporting

11.3.1 The supplier agrees to provide summary information on the purchases by MAPT participating entities through the purchasing program associated with this bid upon request to MWCOG in order to allow them to monitor the program's use and benefit to its members.

11.3.2 All jurisdictions that choose to ride the contract will be reported to MWCOG within 30 days of their first purchase and will be added to the above reporting matrix. .

12. VOLUNTEER FIRE DEPARTMENT PROCUREMENT

12.1 The vendor of this contract shall extend the same prices, terms and conditions to all County Volunteer Fire Departments requiring these commodities and/or services. Any additional charges for deliveries to Volunteer companies must be negotiated with the individual companies. Each County's Fire Department and Office of Budget and Finance are not responsible for payment of invoices for the Volunteer Fire Departments. All purchase and payment transactions will be made directly between the Vendor and the Volunteer Fire Departments.

13. EQUIVALENTS

13.1 Equivalent items will be considered if descriptive literature and specifications accompany bid. Acceptability of equivalent items is determined by the Purchasing Agent.

14. PROCUREMENT CARD

14.1 The County/Agency retains the option to use the County/Agency procurement card for the purchase of supplies or services listed in the Contract in lieu of issuing a purchase order. No procurement card transaction shall take place without the authorization of the cardholder and shall not exceed the limit placed on the cardholder's procurement card. The vendor may receive orders by phone, facsimile, or other forms of notification from authorized County/Agency employees. The vendor may process a payment in the credit card network ONLY upon shipment of supplies or performance of the services ordered by the County/ Agency. For partial shipments or performance, the vendor may process a payment only for the amount shipped or completed and NOT for the entire amount ordered by the County/Agency. Upon shipment or completion of the remaining order, the vendor may process a payment request to the credit card network for the remainder of the order. The Vendor may not charge the County/Agency for any fees related to the use of a procurement card.

14.2 For all transactions, the vendor shall have a valid W-9 form on file

15. ESTIMATED USAGE

15.1 The following entities will procure for purchasing and Delivery of the Bottled Water on annual basis.

Charles County Public Schools
DC Government
Prince George County
Montgomery County Community College
Harford Community College
Montgomery County Housing Opportunities Commission
Anne Arundel Community College
Anne Arundel Park Maintenance
Baltimore City Public Schools

INVITATION TO BID NO. 17-003
TERM CONTRACT FOR ICE MELTER
Due Date: 08/08/2016, Time: 2:00 pm
BID/PROPOSAL SIGNATURE PAGE

SUBMISSION OF A BID/PROPOSAL IN RESPONSE TO THIS SOLICITATION EVIDENCES THE BIDDER'S ACCEPTANCE OF THE TERMS AND CONDITIONS THEREIN. THIS PAGE MUST BE PROPERLY SIGNED BY THE INDIVIDUAL BIDDER/OFFEROR OR BY AN AUTHORIZED OFFICIAL IN THE FIRM ACKNOWLEDGING AND ACCEPTING ALL TERMS AND CONDITIONS OF THE REQUEST FOR PROPOSAL.

COMPANYNAME: _____

ADDRESS: _____

(City)

(State)

(Zip Code)

TELEPHONE: _____ FAX: _____

SIGNEED: _____ DATE: _____

PRINT NAME: _____ TITLE: _____

TAX 10 NUMBER (FIN/SS#) _____

THE PERSON SIGNING THE BID/PROPOSAL MUST INITIAL ANY ALTERATIONS IN FIGURES ON THIS FORM IN INK.

Payment Terms: _____ Cash discounts for less than 30 days will not be considered in determining awards. However, should that bidder obtain award by consideration of the gross price, the County should make every effort to obtain the discount. The County will not accept payment terms with period of less than 30 days.

Delivery shall be made within _____ calendar days after receipt of order.

Annually on the anniversary date of the contract, the contractor shall provide a written report delineating all sales offered under this contract whether they are named in this solicitation or offered the contract pricing through a cooperative piggybacking arrangement. The report shall include total sales by product and entity.

Do you currently have the capability of producing this report: Yes No

The estimated value of this contract is \$100,000

A. Contract Price Sheet

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent	20K	Bag			
2	Ice Melter, 50#, Environmentally and Pet Friendly	2K	Bag			
	Grand Total				\$	

The Quantity Discount (QD) column will be used when individual entity purchase order quantities are large. The QD will be applied to the Unit Price bid above for each purchase order that exceeds a certain quantity. Contractor shall identify the purchase order quantity needed to qualify for the added discount:

_____ Bags Purchase Order quantities of this specified amount will be discounted further by the QD amount shown above.

Price Sheet continued on next page.

B. Mid Atlantic Purchasing Team Price Sheet

This contract is being offered regionally through the Maryland/Washington Council of Governments and the Baltimore Metropolitan Council covering local municipalities in Maryland, Virginia and Washington D.C. While there are certain know participation levels contained in this contract, piggybacking is likely. Section B of the Price Sheet is used to consider the regional marketing opportunities for this contract and deeper discounts when rising piggybacking volumes warrant deeper discounts. Using the estimated contract quantities shown on the previous page, contractor shall identify deeper discounts on unit price when certain the contract values changes. The contract value shall be measured annually at the anniversary date of the contract and shall remain firm for the following year. The contract value includes all sales under this contract, including piggybacking. During the annual contract value assessment, the contract unit pricing can rise or fall based on the prices offered herein but they cannot exceed those prices offered in Section A.

a. Quantities rise from 22K bags per year to _____ bags per year:

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent		Bag			
2	Ice Melter, 50#, Environmentally and Pet Friendly		Bag			
	Grand Total				\$	

b. Quantities rise from _____ bags per year to _____ bags per year:

[The first quantity in should be the number of bags entered by contractor in “a” above.]

PRICE SHEET 17-003						
Line #	Description	Qty	Unit	Unit Price	Extension	Qty Discount
1	Ice Melter, 50#, Winter Storm or equivalent		Bag			
2	Ice Melter, 50#, Environmentally and Pet Friendly		Bag			
	Grand Total				\$	

