



# West Virginia Purchasing Division

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The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

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List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 259648	SO Doc Code: CRFQ
Procurement Type: Central Master Agreement	SO Dept: 0603
Vendor ID: VS0000011195	SO Doc ID: ADJ1700000005
Legal Name: Seneca Mineral Company	Published Date: 10/25/16
Alias/DBA: DENISE L.SCHOLLENBERGER	Close Date: 11/3/16
Total Bid: \$167,622.95	Close Time: 13:30
Response Date: 11/03/2016	Status: Closed
Response Time: 11:19	Solicitation Description: ADDENDUM 2 AIRPORT RUNWAY DEICER FOR AIR
Total of Header Attachments: 15	
Total of All Attachments: 15	



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Cryotech NAAC Dry Airport Runway Deicer or Equal 25kg bags	1000.00000	EA	\$44.580000	\$44,580.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Solid Airport Runway Deicer 25kg bag must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Standard 5-7 Business Day Delivery

**Comments:** Product proposed is Nachurs Alpine Solutions Ecoway Sodium Formate. Price listed is for shipment per bag of minimum quantity deliverable, 1 pallet 40 -- 25 KG bags. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information, which is much more advantageous. Delivery 5-7 days or sooner.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Cryotech NAAC Dry Airport Runway Deicer or Equal 1000kg tote	10.00000	EA	\$1,786.450000	\$17,864.50

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Solid Airport Runway Deicer 1000 kg tote Super Sack must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Standard 5 to 7 Business Day Delivery

**Comments:** Product proposed is Nachurs Alpine Solutions EcoWay Sodium Formate. Price listed is for shipment of -- 1000 KG tote per order. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Delivery 5-7 days or sooner.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Cryotech NAAC Dry Airport Runway Deicer or Equal 25kg bags	50.00000	EA	\$44.580000	\$2,229.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Emergency purchase of Solid Airport Runway Deicer 25kg bag must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

**Comments:** Product proposed is Nachurs Alpine Solutions Sodium Formate. Price listed is per bag for shipment of the minimum quantity deliverable, which is 1 pallet of 40 -- 25 KG bags. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Also please note that deliver will be in 1-2 working days if order is received before 10:100 AM.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Cryotech NAAC Dry Airport Runway Deicer or Equal 1000kg tote	1.00000	EA	\$1,786.450000	\$1,786.45

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Emergency purchase of Solid Airport Runway Deicer 1,000 kg tote Super Sack must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

**Comments:** Product proposed is Nachurs Alpine Solutions Sodium Formate. Delivery is 1-2 working days if order is placed before 10:00 AM.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Cryotech E36 Liquid Airport RW Deicer or Equal 55gal drum	100.00000	EA	\$449.150000	\$44,915.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Liquid Airport Runway Deicer 55 gal drum must be 50% aqueous potassium acetate solution by weight, plus corrosion inhibitors, meeting SAE AMS 1435 product specifications for liquid runway and taxiway deicers  
Standard 5-7 Business Day Delivery

**Comments:** Price listed is for 1 -- 55 gallon drum. Minimum quantity deliverable is 1 pallet 4 -- 55 gallon drums potassium acetate runway deicer. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Delivery time 5-7 working days if order is received by 10:00 AM.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Cryotech E36 Liquid Airport RW Deicer or Equal 265 gal tote	20.00000	EA	\$1,890.600000	\$37,812.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Liquid Airport Runway Deicer 265 gal tote must be 50% aqueous potassium acetate plus corrosion inhibitors, meeting SAE AMS 1435 product specifications  
5-7 Business Day Delivery

**Comments:** Price listed is for minimum delivery of 1 -- 275 gallon tote potassium acetate runway deicer to be delivered at once. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Delivery time is 5-7 days or sooner if order is received by 10:00 AM.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Cryotech E36 Liquid Airport RW Deicer or Equal 55 gal drum	20.00000	EA	\$449.150000	\$8,983.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Emergency purchase of Liquid Airport Runway Deicer 55 gal drum must be 50% aqueous potassium acetate solution by weight, plus corrosion inhibitors, meeting SAE AMS 1435 product specifications for liquid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

**Comments:** Price listed is for 1 -- 55 gallon drum. Minimum delivery of 1 pallet, 4 -- 55 gallon drums per pallet potassium acetate runway deicer to be delivered at once. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Delivery time is 2-3 days if order is received before 10:00 AM

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Cryotech E36 Liquid Airport RW Deicer or Equal 265 gal tote	5.00000	EA	\$1,890.600000	\$9,453.00

Comm Code	Manufacturer	Specification	Model #
47131823			

**Extended Description :** Emergency purchase of Liquid Airport Runway Deicer 265 gal tote must be 50% aqueous potassium acetate plus corrosion inhibitors, meeting SAE AMS 1435 product specifications  
Emergency 2-3 Business Day Delivery

**Comments:** Price listed is for minimum delivery, 1 -- 275 gallon tote potassium acetate runway deicer. Please see attached Alternate Quantities Price Sheet for additional quantity and pricing information. Delivery time is 2-3 days if order is received before 10:00 AM.

# TECHNICAL DATA SHEET

## ECOWAY SF

Sodium Formate  
Typical Analysis

Purity	98.5% Min.
Corrosion inhibitor	2% Max.
pH	8-11
Moisture	1% Max.
Granular size	2-6 mm
Specific gravity kg/m <sup>3</sup>	900-950
Bulk density kg/L	0.9-0.95
Miscibility with water	81g pr 100 ml at 20°C
Appearance	White Irregular granulate

- ❖ Powerful and ecologic de-icing product, designed to maintain adequate friction between aircraft tires and the runway
- ❖ Melts ice and snow faster than urea and sodium acetate
- ❖ Effective at lower temperatures
- ❖ Lower use rates compared to urea and sodium acetate
  
- ❖ PATENTED USA
- ❖ APPROVED ACCORDING TO AMS1431 CURRENT SPECIFICATIONS BY SMI USA THE WORLDS LEADER OF AEROSPACE MATERIALS LABORATORY
- ❖ APPROVED BY SWEDISH NATIONAL ROAD AND TRANSPORT RESEARCH INSTITUTE (SHRP TEST, ASPHALT CONCRETE DEGRADATION RESISTANCE LFV1-98 AND EFFECTS ON BITUMEN LFV 2-98)

EXCLUSIVE DISTRIBUTOR

THE INFORMATION SET FORTH ON THIS DATA SHEET IS BELIEVED TO BE ACCURATE AS OF THE PRESENT DATE. SINCE THE ACTUAL USE BY OTHERS IS BEYOND OUR CONTROL, IT IS THE PURCHASER'S/USER'S RESPONSIBILITY TO DETERMINE THE SUITABILITY OF THE PRODUCT FOR THEIR OWN USE AND PURPOSE. NACHURS ALPINE SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES, EITHER EXPRESSED, IMPLIED OR FITNESS FOR A PARTICULAR PURPOSE. NACHURS ALPINE SOLUTIONS NEITHER ASSUMES RESPONSIBILITY REGARDING THE ACCURACY OR SUITABILITY OF SUCH INFORMATION OR PRODUCT FOR APPLICATION TO PURCHASER'S INTENDED USE OR PURPOSE NOR FOR THE CONSEQUENCES OF ITS USE. NO SUGGESTIONS FOR USE ARE INTENDED, AND NOTHING HEREIN SHALL BE CONSTRUED AS A RECOMMENDATION TO INFRINGE ANY EXISTING PATENTS OR TO VIOLATE ANY FEDERAL, STATE OR LOCAL LAWS, RULES OR REGULATIONS.

REV: 11/11/13

  
BECAUSE QUALITY CREATES VALUE®



# SAFETY DATA SHEET

Product #: See Section 1

Name of Product:  
**Ecoway SF**

Revision Date: May 26, 2015

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## SECTION 1: PRODUCT AND COMPANY IDENTIFICATION

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PRODUCT NAME: **Ecoway SF**  
SYNONYMS: Formic acid sodium salt  
PRODUCT CODES: I000131; I000132

COMPANY IDENTIFICATION: NACHURS ALPINE SOLUTIONS  
DIVISION: Marion  
ADDRESS: 421 Leader Street, Marion, OH43302, United States

EMERGENCY PHONE: United States: Chemtrec: 800-424-9300 (CCN 15189)  
Canada: CANUTEC: 1-613-996-6666  
I TECH: 1-877-324-4402

CHEMICAL NAME: Sodium Formate  
CHEMICAL FAMILY: Formic Acid, Sodium Salt  
CHEMICAL FORMULA: HCOONa


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## SECTION 2: HAZARDS IDENTIFICATION

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GHS ELEMENTS:

Hazard Classification: Skin Irritation (Category 2).  
Eye Irritation (Category 2B).  
Acute Toxicity – Inhalation (Category 4).

Pictogram: 

Signal Word: Warning

Hazard Statements: Causes skin irritation.  
Causes eye irritation.  
Harmful if inhaled.

Precautionary Statements: Use only outdoors or in a well ventilated area. Avoid breathing dust.  
Wash skin thoroughly after handling. Wear protective gloves, clothing, eye and face protection.  
If swallowed, rinse mouth. Do NOT induce vomiting.  
If on hair or skin, remove all contaminated clothing and rinse skin with water.  
If inhaled, remove victim to fresh air and keep at rest in a position comfortable for breathing.  
If in eyes, rinse carefully with water for several minutes. Remove contactlenses, if able and continue rinsing.  
Immediately call a poison center or doctor/physician. See First Aid instruction for specific treatment.  
If skin irritation occurs, get medical attention.  
If eye irritation persists, get medical attention.  
If you feel unwell, call a poison center or doctor/physician.  
Wash contaminated clothing before reuse.  
Absorb spillage to prevent material damage.

POTENTIAL HEALTH EFFECTS

EYES: May cause irritation.  
SKIN: May cause irritation.  
INGESTION: May cause irritation.  
INHALATION: May cause irritation. Do not inhale dust.

ACUTE HEALTH HAZARDS: N/A

CHRONIC HEALTH HAZARDS: N/A



# SAFETY DATA SHEET

Product #: See Section 1

Name of Product: **Ecoway SF**

Revision Date: May 26, 2015

MEDICAL CONDITIONS GENERALLY AGGRAVATED BY EXPOSURE: N/A

## CARCINOGENICITY:

OSHA: N/A  
ACGIH: N/A  
NTP: N/A  
IARC: N/A  
OTHER: N/A

SECTION 2 NOTES: Human health effects of overexposure may cause skin or eye irritation or skin rash, tearing, or blurring of vision.

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## SECTION 3: COMPOSITION/INFORMATION ON INGREDIENTS

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INGREDIENT:	Sodium Formate	>98%	CAS# 141-53-7
	Corrosion Inhibitor	<2.0%	Proprietary

SARA 313 REPORTABLE: N/A

OSHA PEL-TWA: N/A  
OSHA PEL STEL: N/A  
OSHA PEL CEILING: N/A

ACGIH TLV-TWA: N/A  
ACGIH TLV STEL: N/A  
ACGIH TLV CEILING: N/A

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## SECTION 4: FIRST AID MEASURES

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EYES: Flush with water immediately and thoroughly for 15 minutes. If irritation persists, seek medical attention.

SKIN: May be harmful if absorbed through skin. May cause skin irritation. Wash thoroughly with soap and water. If irritation persists, seek medical attention.

INGESTION: No specific intervention is indicated as compound is not likely to be hazardous by ingestion. Consult a physician if necessary.

INHALATION: May be harmful if inhaled. May cause respiratory tract irritation. If inhaled, remove to fresh air. If not breathing, give artificial respiration. If breathing is difficult, give oxygen. Call a physician.

NOTES TO PHYSICIANS OR FIRST AID PROVIDERS: N/A

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## SECTION 5: FIRE-FIGHTING MEASURES

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FLAMMABLE LIMITS IN AIR:	UPPER:	N/A
(% BY VOLUME)	LOWER:	N/A

FLASH POINT: N/A

METHOD USED: N/A

AUTOIGNITION TEMPERATURE: N/A

## NFPA HAZARD CLASSIFICATION:

HEALTH: 1  
FLAMMABILITY: 0  
REACTIVITY: 0  
OTHER: 0

# SAFETY DATA SHEET

Product #: See Section 1

Name of Product: **Ecoway SF**

Revision Date: May 26, 2015

## HMIS HAZARD CLASSIFICATION

HEALTH: 1  
FLAMMABILITY: 0  
REACTIVITY: 0  
PROTECTION: B

EXTINGUISHING MEDIA: Use water spray, alcohol-resistant foam, dry chemical or carbon dioxide.

SPECIAL FIRE FIGHTING PROCEDURES: Use self-contained breathing apparatus and full protective clothing.

UNUSUAL FIRE AND EXPLOSION HAZARDS: None.

HAZARDOUS DECOMPOSITION PRODUCTS: Carbon oxides, Sodium/sodium oxides

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## SECTION 6: ACCIDENTAL RELEASE MEASURES

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ACCIDENTAL RELEASE MEASURES: Before handling any spills, always observe the safety precautions described in Section 8. Spills can be removed in the dry form with suitable equipment or flushed away with large quantities of water.

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## SECTION 7: HANDLING AND STORAGE

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HANDLING AND STORAGE: Hygroscopic. Store in a cool dry, well-ventilated area in tightly closed containers. Keep away from acids.

OTHER PRECAUTIONS: N/A

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## SECTION 8: EXPOSURE CONTROLS/PERSONAL PROTECTION

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ENGINEERING CONTROLS: Keep container tightly closed and protect from moisture. Use ventilation that is adequate to keep employee exposure to airborne dust limited.

VENTILATION: Use ventilation that is adequate to keep employee exposure to airborne dust limited. A dust mask is recommended when handling large quantities in small confined non-ventilated area.

RESPIRATORY PROTECTION: Respiratory protection is not required under normal circumstances. If material is misted, use appropriate NIOSH approved respirator or self-contained breathing apparatus.

EYE PROTECTION: Overall Chemical splash goggles and full face shield.

SKIN PROTECTION: Rubber or plastic gloves.

OTHER PROTECTIVE CLOTHING OR EQUIPMENT: N/A

WORK HYGIENIC PRACTICES: Always follow good safety and industrial hygienic practices.

EXPOSURE GUIDELINES: See section 2.

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## SECTION 9: PHYSICAL AND CHEMICAL PROPERTIES

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APPEARANCE: white granules

ODOR: slight specific odor.

PHYSICAL STATE: Solid/crystalline granular

pH : 8.0-11.0 (15% solution)

BOILING POINT:

F°: Unknown  
C°: Unknown

# SAFETY DATA SHEET

Product #: See Section 1

Name of Product: **Ecoway SF**

Revision Date: May 26, 2015

## MELTING POINT:

F°: >608  
C°: >320

## FREEZING POINT:

F°: N/A  
C°: N/A

VAPOR PRESSURE (mmHg): N/A

VAPOR DENSITY (AIR = 1): N/A

DENSITY @ 20°C 0.9-1.0 kg/l

EVAPORATION RATE: N/A

SOLUBILITY IN WATER: soluble (>3.75 lbs./gal.)

PERCENT SOLIDS BY WEIGHT: >98

PERCENT VOLATILE: N/A

VOLATILE ORGANIC COMPOUNDS (VOC): N/A

MOLECULAR WEIGHT: 174.2

VISCOSITY: N/A

## SECTION 10: STABILITY AND REACTIVITY

	STABLE	UNSTABLE
STABILITY:	x	
CONDITIONS TO AVOID (STABILITY):	Prevent contamination with other chemicals	
INCOMPATIBILITY (MATERIAL TO AVOID):	Contact with acids	
HAZARDOUS DECOMPOSITION OR BY-PRODUCTS:	Thermal decomposition may generate carbon monoxide and carbon dioxide.	
HAZARDOUS POLYMERIZATION:	Will not occur.	
CONDITIONS TO AVOID (POLYMERIZATION):	N/A	

## SECTION 11: TOXICOLOGICAL INFORMATION

TOXICOLOGICAL INFORMATION: Acute oral toxicity LD50: >2000 mg/kg (rats).IE  
Acute inhalation toxicity LC50: >670 mg/m<sup>3</sup> (dust, rats, 4 hrs.).  
Skin irritation: nonirritant (Rabbits).  
Eye irritation: nonirritant (Rabbits).



# SAFETY DATA SHEET

Product #: See Section 1

Name of Product: **Ecoway SF**

Revision Date: May 26, 2015

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## SECTION 16: OTHER INFORMATION

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**PREPARATION INFORMATION:**                      *Technical Services*

DISCLAIMER:                      The information contained herein is offered only as a guide to the handling of this specific material and has been prepared in good faith by technically knowledgeable personnel. It is not intended to be all-inclusive and the manner and conditions of use and handling may involve other and additional considerations. No warranty of any kind is given or implied and NACHURS ALPINE SOLUTIONS will not be liable for any damages, losses, injuries or consequential damages which may result from the use or reliance on any information contained herein.

"NASi" is a trademark of Nachurs Alpine Solutions Corp.

Attn: Eiffel Group SA  
Park Nord, Les Pleiades  
Metz Tessy 74370  
France

Date: 06-Feb-2014  
SMI/REF: 1311-177

Product: **ECOWAY (SODIUM FORMATE GRANULAR)** (received 15-Nov-2013)

Distributed in North America by: Nachurs Plant Food Company, 421 Leader Street, Marion, OH 43302

Dilution: Per specification

Page 1 of 13

AMS 1431D

COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.1 Material

3.1.1	Environmental Information	
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms

3.2 PROPERTIES

3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	<sup>1</sup> Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

<sup>1</sup>Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

Client: Eiffel Group SA  
Product: **ECOWAY (SODIUM FORMATE GRANULAR)**  
Dilution: Per specification  
AMS 1431D

Date: 06-Feb-2014  
SMI/REF: 1311-177  
Page 2 of 13

3.2 PROPERTIES (*continued*)

**CONFIDENTIAL**

3.2.10 Performance

Ice Melting Effectiveness  
Ice Undercutting Effectiveness  
Ice Penetration Effectiveness

Informational  
Informational  
Informational

3.2.11 Effect on Carbon-Brake Systems

<sup>2</sup>Not performed by SMI

<sup>2</sup> *This test is not performed by SMI.*

Respectfully submitted,



Patricia D. Viani, SMI Inc.

# ECOWAY SF

## PRODUCT INFORMATION SHEET

**ECOWAY SF** is an advanced, environmentally friendly solid deicer. ECOWAY SF is easily applied using a wide range of conventional solid spreaders

### Performance Advantages:

- \* Melts ice and snow faster than urea and sodium acetate
- \* Effective at lower temperatures
- \* Lower use rates compared to urea and sodium acetate solid
- \* Irregularly shaped granules are less likely to blow away than spherical prills
- \* Patented USA
- \* SAE 1431 approved for airport use

### Environmental Advantages

- \* Helps meet ecological requirements
- \* Does not contain chlorides, nitrates or triazoles
- \* Biodegradable with lower COD and BOD levels

### TECHNICAL DATA INFORMATION

#### TYPICAL ANALYSIS

Purity	98.5 Min.
Corrosion Inhibitor	2% Max.
pH	8-11
Moisture	1% Max.
Granular Size:	2-6 mm
Specific Gravity kg/m <sup>3</sup>	900-950
Bulk Density kg/L	0.9-1.0
Miscibility with water	81g pr 100 ml at 20°C
Appearance	White irregular granulate

### Handling Requirements:

Ecoway SF is vacuum packed to protect it from humidity. As such, it is normal for the product to become loosely compacted during shipping and storage. If the packaged material feels somewhat solid to the touch, some compaction may have occurred. The following steps should be taken to ease emptying and handling of the product.

**Super Sack (1000 kg/2205 lbs)**—Use a forklift to lift the sack by the straps. Raise it and tap it to the ground a few times. This should loosen any compacted product and allow easy unloading via the chute on the bottom.

**Poly bag (25 kg/55 lbs)**— Bags can be dropped from a short height onto a hard surface such as the floor a few times to loosen any compacted product.

### Storages Recommendations:

- \* It is recommended to store product in its original packaging
- \* Close open bags or containers tightly after use
- \* Due to its hygroscopic nature, product stored in bulk may loosely clump and cake when exposed to the environment even if covered. It is typically easily broken up
- \* Always store indoors or under cover and keep product dry

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421 Leader Street, Marion, OH 43302 USA

800-622-4877 Toll Free

740-382-5701 Office

EXCLUSIVE DISTRIBUTOR

[www.nasindustrial.com](http://www.nasindustrial.com)



# RECOMMENDED APPLICATION RATES-ECOWAY SF

**ECOWAY SF is an advanced, environmentally friendly,** designed to maintain adequate friction between aircraft tires and the runway, granular de-/anti-icer specially engineered to allow for the efficient removal of snow and ice from airport runways and aprons, parks.

**ECOWAY SF can be used with all standard airport spreading equipment in operation today.** ECOWAY SF is easily spread using a wide range of conventional equipment which is used to spread solid de-icers like sand, rock salt or urea such as rotating plate spreaders, which are able to spread liquid as well solid de-icers.

Due to this characteristic, ECOWAY SF must be stored under dry conditions. Always let the bags be stored on a pallet and never directly on the floor or ground. Indoor storage is advised.

When stored outside the product must be covered completely with weather-proof panels.

During the deicing season unused portions can be stored in piles, protected from precipitation, without caking difficulties.

## PERFORMANCE ADVANTAGES

- Melts ice and snow faster than urea and sodium acetate
- Effective at lower temperatures
- Lower use rates compared to urea and sodium acetate solid
- Irregularly shaped granules are less likely to blow away than spherical pills

## ENVIRONMENTAL ADVANTAGES

- Helps airports meet ecological requirements
- Does not contain chlorides, nitrates, nitrites or triazoles
- Biodegradable with lower COD and BOD levels than urea and sodium acetate solid

## ECOWAY SF-General Application Rates

The efficiency of de-icers depends on a variety of elements like weather conditions (wind, air, humidity, snow, and freezing rain), surface material and spraying equipment. As a result, no exact dosages – but dosage recommendations can be given.

Application is distinguished between de-icing and anti-icing.

De-icing means removal of ice and snow by the applications of ECOWAY SF.

Anti-icing means the preventive application of ECOWAY SF in order to protect the runway when icing conditions like freezing rain or snow are expected.

In order to use as little of a de-icing chemical as possible generally it make sense to apply the de-icing chemical in an anti-icing manner as short of time before the expected precipitation as possible.

The following application rates are only an indicative.

Coverage rate is lbs/1000 sq. ft.

800-622-4877 TOLL FREE

740-382-5701 OFFICE

740-223-3874 FAX



BECAUSE QUALITY CREATES VALUE!

421 Leader Street

Marion, Ohio 43302

[www.nasindustrial.com](http://www.nasindustrial.com)

# RECOMMENDED APPLICATION RATES-ECOWAY SF

## Anti-icing

32 to 23 °F	3.07 lbs/1000 ft <sup>2</sup>
23 to 14 °F	4.10 lbs/1000 ft <sup>2</sup>

## De-icing

### **Snow and snow fall:**

32 to 23 °F	5.12-7.17 lbs/1000 ft <sup>2</sup>
23 to 14 °F	7.17-9.22 lbs/1000 ft <sup>2</sup>
Under 14 °F	9.22-11.27 lbs/1000 ft <sup>2</sup>

### **Light ice and compacted snow:**

32 to 23 °F	2.05-4.10 lbs/1000 ft <sup>2</sup>
23 to 14 °F	4.10-6.15 lbs/1000 ft <sup>2</sup>
Under 14 °F	6.15-8.20 lbs/1000 ft <sup>2</sup>

### **Ice and freezing rain:**

32 to 23 °F	5.12-8.20 lbs/1000 ft <sup>2</sup>
23 to 14 °F	8.20-10.24 lbs/1000 ft <sup>2</sup>
Under 14 °F	10.24-12.29 lbs/1000 ft <sup>2</sup>

Immediately prior to the onset of precipitation.

NASi is an exclusive distributor of the ECOWAY SF and all recommendations listed are from the manufacturer.

THE INFORMATION SET FORTH ON THIS DATA SHEET IS BELIEVED TO BE ACCURATE AS OF THE PRESENT DATE. SINCE THE ACTUAL USE BY OTHERS IS BEYOND OUR CONTROL, IT IS THE PURCHASER'S/USER'S RESPONSIBILITY TO DETERMINE THE SUITABILITY OF THE PRODUCT FOR THEIR OWN USE AND PURPOSE. NACHURS ALPINE SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES, EITHER EXPRESSED, IMPLIED OR FITNESS FOR A PARTICULAR PURPOSE. NACHURS ALPINE SOLUTIONS NEITHER ASSUMES RESPONSIBILITY REGARDING THE ACCURACY OR SUITABILITY OF SUCH INFORMATION OR PRODUCT FOR APPLICATION TO PURCHASER'S INTENDED USE OR PURPOSE NOR FOR THE CONSEQUENCES OF ITS USE. NO SUGGESTIONS FOR USE ARE INTENDED, AND NOTHING HEREIN SHALL BE CONSTRUED AS A RECOMMENDATION TO INFRINGE ANY EXISTING PATENTS OR TO VIOLATE ANY FEDERAL, STATE OR LOCAL LAWS, RULES OR REGULATIONS. REV: 3/12/14

800-622-4877 TOLL FREE

740-382-5701 OFFICE

740-223-3874 FAX



BECAUSE QUALITY CREATES VALUE!

421 Leader Street

Marion, Ohio 43302

[www.nasindustrial.com](http://www.nasindustrial.com)



**SAFETY DATA SHEET**

Name of Product:

**Alpine RF-11**

Product #: I000093  
Revision Date: April 4, 2014

---

**SECTION 1: PRODUCT AND COMPANY IDENTIFICATION**

---

PRODUCT NAME: Alpine RF-11  
SYNONYMS: Deicing Fluid, Antiicing Fluid, Runway Deicer.  
PRODUCT CODES: I000093, I000115

MANUFACTURER: NACHURS ALPINE SOLUTIONS  
DIVISION: Marion  
ADDRESS: 421 Leader Street  
Marion, OH 43302, United States

EMERGENCY PHONE: United States: Chemtrec: 800-424-9300 (CCN# 15189)  
Canada: CANUTEC: 613-996-6666  
I TECH 877-324-4402

CHEMICAL NAME: Potassium Acetate  
CHEMICAL FAMILY: Organic acid, potassium salt  
CHEMICAL FORMULA: CH<sub>3</sub>COOK

PRODUCT USE: Deicing fluid, Antiicing fluid.

PREPARED BY: Nachurs Alpine Solutions Technical Services

SECTION 1 NOTES:

---

**SECTION 2: HAZARDS IDENTIFICATION**

---

EMERGENCY OVERVIEW: Use with care! May cause irritation.

ROUTES OF ENTRY: Inhalation, Ingestion, Injection, Absorption

**POTENTIAL HEALTH EFFECTS**

EYES: May cause irritation.  
SKIN: May cause irritation.  
INGESTION: May cause irritation.  
INHALATION: May cause irritation.

ACUTE HEALTH HAZARDS: Possible skin irritation.

CHRONIC HEALTH HAZARDS: None known.

MEDICAL CONDITIONS GENERALLY AGGRAVATED BY EXPOSURE: None known.

**CARCINOGENICITY:**

OSHA: No  
ACGIH: No  
NTP: No  
IARC: No  
CA Prop 65: No

SECTION 2 NOTES:

# SAFETY DATA SHEET

Product #: I000093

Name of Product: **Alpine RF-11**

Revision Date: April 4, 2014

---

## SECTION 3: COMPOSITION / INFORMATION ON INGREDIENTS

---

			<u>CAS No.</u>
INGREDIENT:	Potassium Acetate	50%	127-08-2
	Water	50%	7732-18-5
	Corrosion Inhibitor	<1%	Proprietary

SECTION 3 NOTES:

---

## SECTION 4: FIRST AID MEASURES

---

EYES: Flush with water immediately and thoroughly for 15 minutes. If irritation persists, seek medical attention.

SKIN: Thoroughly wash with soap and water. If irritation persists, seek medical attention.

INGESTION: If victim is conscious and alert, give milk or water to drink. Seek medical attention.

INHALATION: Remove to fresh air. If not breathing, give artificial respiration. Seek medical attention.

NOTES TO PHYSICIANS OR FIRST AID PROVIDERS: Treat symptomatically.

SECTION 4 NOTES:

---

## SECTION 5: FIRE-FIGHTING MEASURES

---

FLAMMABLE LIMITS IN AIR: Not flammable.

FLASH POINT: N/A

METHOD USED: N/A

AUTOIGNITION TEMPERATURE: N/A

### NFPA HAZARD CLASSIFICATION

**HEALTH:** 1  
**FLAMMABILITY:** 0  
**REACTIVITY:** 0  
OTHER: 0

### HMIS HAZARD CLASSIFICATION

**HEALTH:** 1  
**FLAMMABILITY:** 0  
**REACTIVITY:** 0  
PROTECTION: B

EXTINGUISHING MEDIA: Water or media suitable for surrounding material.

SPECIAL FIRE FIGHTING PROCEDURES: Proper safety equipment to include SCBA operated in positive pressure mode.

UNUSUAL FIRE AND EXPLOSION HAZARDS: Carbon monoxide and/or carbon dioxide may be released.

HAZARDOUS DECOMPOSITION PRODUCTS: Carbon monoxide and/or carbon dioxide.

SECTION 5 NOTES:

# SAFETY DATA SHEET

Product #: I000093

Name of Product: **Alpine RF-11**

Revision Date: April 4, 2014

---

## SECTION 6: ACCIDENTAL RELEASE MEASURES

---

ACCIDENTAL RELEASE MEASURES: Confine the spill to a diked area or sump, if possible, and recover as much of the product as possible. Place in suitable containers. Dispose in accordance with all federal, state, and local regulations.

SECTION 6 NOTES:

---

## SECTION 7: HANDLING AND STORAGE

---

HANDLING AND STORAGE: Store in suitable containers made of mild steel, stainless steel, plastic or fiberglass.

OTHER PRECAUTIONS: Always use good safety and industrial hygienic practices.

SECTION 7 NOTES:

---

## SECTION 8: EXPOSURE CONTROLS/PERSONAL PROTECTION

---

ENGINEERING CONTROLS: Good hygienic operating protocols are always recommended.

VENTILATION: Provide local ventilation as necessary.

RESPIRATORY PROTECTION: Respiratory protection is not normally required unless excessive heat or reaction results in release of carbon dioxide or carbon monoxide. In enclosed spaces, these gases can displace oxygen causing possible suffocation, thus use a self-contained breathing apparatus. Do not use air purifying respirators.

EYE PROTECTION: Safety goggles and full face shield.

SKIN PROTECTION: Rubber gloves.

OTHER PROTECTIVE CLOTHING OR EQUIPMENT: N/A

WORK HYGIENIC PRACTICES: Wash hands thoroughly after handling.

EXPOSURE GUIDELINES: N/A

SECTION 8 NOTES:

---

## SECTION 9: PHYSICAL AND CHEMICAL PROPERTIES

---

APPEARANCE: Clear, blue liquid.

ODOR: Mild odor.

PHYSICAL STATE: Liquid.

pH AS SUPPLIED: 9.0 - 11.0

BOILING POINT: Unknown

MELTING POINT: Unknown

# SAFETY DATA SHEET

Product #: I000093

Name of Product: **Alpine RF-11**

Revision Date: April 4, 2014

FREEZING POINT: F°: -72  
C°: -58

VAPOR PRESSURE (mmHg): No data available.

VAPOR DENSITY (AIR = 1): No data available.

SPECIFIC GRAVITY (20°C): 1.28

DENSITY, LBS/GAL (20°C): 10.65

SOLUBILITY IN WATER: Complete

PERCENT SOLIDS BY WEIGHT: 50

PERCENT VOLATILE: 50%

VOLATILE ORGANIC COMPOUNDS (VOC): None

VISCOSITY:	Temperature °C	cSt.	cPs.
	20	4.7	6.0
	0	9.8	12.5
	-10	16.5	21.1
	-20	30.6	39.1

SECTION 9 NOTES:

## SECTION 10: STABILITY AND REACTIVITY

	STABLE	UNSTABLE
STABILITY:	x	
CONDITIONS TO AVOID (STABILITY):	Extreme heat.	
INCOMPATIBILITY (MATERIAL TO AVOID):	Strong acids or strong oxidizing agents.	
HAZARDOUS DECOMPOSITION OR BY-PRODUCTS:	Carbon monoxide and/or carbon dioxide.	
HAZARDOUS POLYMERIZATION:	Will not occur.	

SECTION 10 NOTES:

## SECTION 11: TOXICOLOGICAL INFORMATION

TOXICOLOGICAL INFORMATION: EPA 40CFR797.1300 Daphnid Acute Toxicity: 48 hour LC<sub>50</sub>: 2825 mg/L  
EPA 40CFR797.1400 Fish Acute Toxicity: 96 hour LC<sub>50</sub>: 2925 mg/L

SECTION 11 NOTES:

## SECTION 12: ECOLOGICAL INFORMATION

ECOLOGICAL INFORMATION: BOD: 0.21 kg O<sub>2</sub>/kg  
COD: 0.35 kg O<sub>2</sub>/kg

# SAFETY DATA SHEET

Product #: I000093

Name of Product: **Alpine RF-11**

Revision Date: April 4, 2014

---

SECTION 12 NOTES:

---

## SECTION 13: DISPOSAL CONSIDERATIONS

---

WASTE DISPOSAL METHOD: Reclaim and reuse as much as possible. Dispose in accordance with all federal, state, and local regulations.

RCRA HAZARD CLASS: No.

SECTION 13 NOTES:

---

## SECTION 14: TRANSPORT INFORMATION

---

U.S. DEPARTMENT OF TRANSPORTATION:

GROUND TRANSPORTATION:

PROPER SHIPPING NAME: Alpine RF-11  
HAZARD CLASS: N/A  
ID NUMBER: N/A  
PACKING GROUP: N/A  
LABEL STATEMENT: N/A

WATER TRANSPORTATION (IMDG):

PROPER SHIPPING NAME: Alpine RF-11  
HAZARD CLASS: N/A  
ID NUMBER: N/A  
PACKING GROUP: N/A  
LABEL STATEMENTS: N/A

AIR TRANSPORTATION (IATA):

PROPER SHIPPING NAME: Alpine RF-11  
HAZARD CLASS: N/A  
ID NUMBER: N/A  
PACKING GROUP: N/A  
LABEL STATEMENTS: N/A

SECTION 14 NOTES:

---

## SECTION 15: REGULATORY INFORMATION

---

CHEMICAL INVENTORY LISTS:

TSCA (U.S. Toxic Substances Control Act): Yes  
TSCA Section 12(b): No  
DSL (Canadian Domestic Substances List): Yes  
EINCS (European Inventory of Existing Commercial Chemical Substances): Yes  
AICS (Australia): Yes  
IECSC (China): Yes  
ENCJ (Japan): Yes

CERCLA (COMPREHENSIVE RESPONSE COMPENSATION, AND LIABILITY ACT): No

CLEAN AIR ACT (CAA): Contains no priority air pollutants.

CLEAN WATER ACT (CWA): Contains no priority water pollutants.

# SAFETY DATA SHEET

Product #: I000093

Name of Product: **Alpine RF-11**

Revision Date: April 4, 2014

---

SECTION 15 NOTES:

---

## SECTION 16: OTHER INFORMATION

---

**DISCLAIMER:** The information contained herein is offered only as a guide to the handling of this specific material and has been prepared in good faith by technically knowledgeable personnel. It is not intended to be all-inclusive and the manner and conditions of use and handling may involve other and additional considerations. No warranty of any kind is given or implied and NACHURS ALPINE SOLUTIONS will not be liable for any damages, losses, injuries or consequential damages which may result from the use or reliance on any information contained herein.

“NASi” is a trademark of Na-Churs Plant Food Company dba Nachurs Alpine Solutions.



# TECHNICAL DATA SHEET



Meets FAA approved specifications SAE AMS 1435C

## Typical Properties

Active Ingredients	50%
pH	9-11
Specific Gravity	1.278
Pounds per Gallon	10.65
Appearance	Clear, blue liquid
Odor	Mild, Characteristic
Water Miscibility	Complete
Freezing Point	-72°F (-58°C)
BOD (5 day), g O2/g of fluid	0.25
COD, g O2/g of fluid	0.35

Temperature °C	Viscosity cSt.	Specific Gravity	Viscosity cPs.
20	4.7	1.28	6.0
0	9.8	1.28	12.5
-10	16.5	1.28	21.1
-20	30.6	1.28	39.1



THE INFORMATION SET FORTH ON THIS DATA SHEET IS BELIEVED TO BE ACCURATE AS OF THE PRESENT DATE. SINCE THE ACTUAL USE BY OTHERS IS BEYOND OUR CONTROL, IT IS THE PURCHASER'S/USER'S RESPONSIBILITY TO DETERMINE THE SUITABILITY OF THE PRODUCT FOR THEIR OWN USE AND PURPOSE. NACHURS ALPINE SOLUTIONS MAKES NO REPRESENTATIONS OR WARRANTIES, EITHER EXPRESSED, IMPLIED OR FITNESS FOR A PARTICULAR PURPOSE. NACHURS ALPINE SOLUTIONS NEITHER ASSUMES RESPONSIBILITY REGARDING THE ACCURACY OR SUITABILITY OF SUCH INFORMATION OR PRODUCT FOR APPLICATION TO PURCHASER'S INTENDED USE OR PURPOSE NOR FOR THE CONSEQUENCES OF ITS USE. NO SUGGESTIONS FOR USE ARE INTENDED, AND NOTHING HEREIN SHALL BE CONSTRUED AS A RECOMMENDATION TO INFRINGE ANY EXISTING PATENTS OR TO VIOLATE ANY FEDERAL, STATE OR LOCAL LAWS, RULES OR REGULATIONS. REV: 3/13/13

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421 Leader Street

Marion, Ohio 43302

[www.nasindustrial.com](http://www.nasindustrial.com)

# SMI, Inc.

12219 SW 131 Avenue  
Miami, Florida 33186-6401 USA

CONFIDENTIAL

Phone: (305) 971-7047  
Fax: (305) 971-7048

Attn: Charlotte Danals  
NaChurs Alpine Solutions Corp.  
421 Leader Street  
Marion, OH 43302

Date: 05-Jan-2015

SMI/REF: 1411-301

Product: **ALPINE RF-11 (Marion, OH) (Lot M11132014-JC03-20-1) (received 17-Nov-2014)**

Dilution: As received

Page 1 of 5

*Periodic testing in accordance with  
AMS 1435C*  
**FLUID, GENERIC, DEICING/ANTI-ICING  
Runways and Taxiways**

#### 4.2.2 Periodic Tests

3.2.4	Freezing Point	Conforms
3.2.5	Effect on Aircraft Metals	
3.2.5.1	Sandwich Corrosion	Conforms
3.2.5.2	Total Immersion Corrosion	Conforms
3.2.5.3	Low Embrittling Cadmium Plate	Conforms
3.2.5.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.5.4	Hydrogen Embrittlement	Conforms
3.2.5.5	Stress-Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational
3.2.6	Effect on Transparent Plastics	
	MIL-P-25690 (Type C)	Conforms
	MIL-P-83310 (Polycarbonate)	Conforms
3.2.7	Effect on Painted Surfaces	Conforms
3.2.8	Effect on Unpainted Surfaces	Conforms
3.2.9	Rinsibility	Conforms
3.2.10	Effect on Runway Pavements	
3.2.10.1	Runway Concrete Scaling Resistance	Conforms
3.2.10.2	Asphalt Concrete Degradation Resistance	*Not performed by SMI

**\*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.**

Respectfully submitted,



Patricia D. Viani, SMI Inc.



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation

Proc Folder: 259648

Doc Description: ADDENDUM 2 AIRPORT RUNWAY DEICER FOR AIR GUARD AIRLIFT WING

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2016-10-25	2016-11-03 13:30:00	CRFQ 0603 ADJ1700000005	3

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

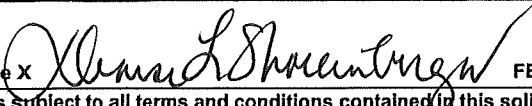
**VENDOR**

Vendor Name, Address and Telephone Number:

Seneca Mineral Company  
 8431 Edinboro Road  
 Erie, PA 16509  
 800-291-9222

**FOR INFORMATION CONTACT THE BUYER**

Crystal Rink  
 (304) 558-2402  
 crystal.g.rink@wv.gov

Signature X 

FEIN # 27-0185002

DATE 11/2/2016

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA AIR NATIONAL GUARD, IS SOLICITING BIDS TO ESTABLISH AN OPEN-END CONTRACT FOR AIRPORT RUNWAY DEICER FOR USE AT WV ANG 130TH AIRLIFT WING IN CHARLESTON, WV AND THE WV ANG 167TH AIRLIFT WING IN MARTINSBURG, WV PER THE ATTACHED DOCUMENTATION.

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Cryotech NAAC Dry Airport Runway Deicer or Equal 25kg bags	1000.00000	EA	\$44.58	\$44,580.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	98.5% Sodium Formate	

**Extended Description :**

Solid Airport Runway Deicer 25kg bag must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Standard 5-7 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Cryotech NAAC Dry Airport Runway Deicer or Equal 1000kg tote	10.00000	EA	\$1,786.45	\$17,864.50

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	98.5% Sodium Formate	

**Extended Description :**

Solid Airport Runway Deicer 1000 kg tote Super Sack must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Standard 5 to 7 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Cryotech NAAC Dry Airport Runway Deicer or Equal 25kg bags	50.00000	EA	\$44.58	\$2,229.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	98.5% Sodium Formate	

**Extended Description :**

Emergency purchase of Solid Airport Runway Deicer 25kg bag must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Cryotech NAAC Dry Airport Runway Deicer or Equal 1000kg tote	1.00000	EA	\$1,786.45	\$1,786.45

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	98.5% Sodium Formate	

**Extended Description :**

Emergency purchase of Solid Airport Runway Deicer 1,000 kg tote Super Sack must be 97% anhydrous grade sodium acetate meeting SAE AMS 1431 product specifications for solid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Cryotech E36 Liquid Airport RW Deicer or Equal 55gal drum	100.00000	EA	\$449.15	\$44,915.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	Alpine RF-11	

**Extended Description :**

Liquid Airport Runway Deicer 55 gal drum must be 50% aqueous potassium acetate solution by weight, plus corrosion inhibitors, meeting SAE AMS 1435 product specifications for liquid runway and taxiway deicers  
Standard 5-7 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Cryotech E36 Liquid Airport RW Deicer or Equal 265 gal tote	20.00000	EA	\$1,890.60	\$37,812.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	Alpine RF-11	

**Extended Description :**

Liquid Airport Runway Deicer 265 gal tote must be 50% aqueous potassium acetate plus corrosion inhibitors, meeting SAE AMS 1435 product specifications  
5-7 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Cryotech E36 Liquid Airport RW Deicer or Equal 55 gal drum	20.00000	EA	\$449.15	\$8,983.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	Alpine RF-11	

**Extended Description :**

Emergency purchase of Liquid Airport Runway Deicer 55 gal drum must be 50% aqueous potassium acetate solution by weight, plus corrosion inhibitors, meeting SAE AMS 1435 product specifications for liquid runway and taxiway deicers  
Emergency 2-3 Business Day Delivery

INVOICE TO		SHIP TO	
STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR		STATE FINANCE ADJUTANT GENERALS OFFICE 1703 COONSKIN DR	
CHARLESTON	WV25311-1085	CHARLESTON	WV 25311-1085
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Cryotech E36 Liquid Airport RW Deicer or Equal 265 gal tote	5.00000	EA	\$1,890.60	\$9,453.00

Comm Code	Manufacturer	Specification	Model #
47131823	NASi	Alpine RF-11	

**Extended Description :**

Emergency purchase of Liquid Airport Runway Deicer 265 gal tote must be 50% aqueous potassium acetate plus corrosion inhibitors, meeting SAE AMS 1435 product specifications  
Emergency 2-3 Business Day Delivery

SCHEDULE OF EVENTS		
--------------------	--	--

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	VENDOR QUESTION DEADLINE	2016-10-18

<b>ADJ1700000005</b>	<b>Document Phase</b> Draft	<b>Document Description</b> ADDENDUM 2 AIRPORT RUNWAY DEICER FOR AIR GUARD AIRLIFT WING	<b>Page 6</b> <b>of 6</b>
----------------------	--------------------------------	---	------------------------------

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



**SOLICITATION NUMBER:** CRFQ ADJ1700000005  
**Addendum Number: 2**

---

The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

1. To extend the bid opening date to 11/03/2016 at 1:30 PM EST
2. To provide updated pricing page
3. To provide clarification on estimated quantities

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A

CRFQ ADJ1700000005  
Addendum 2

Q1. Can it be assumed this will all be delivered at once?

A1. These quantities are estimated for a year's worth and not to be delivered all at once. Delivery is over the entire life of the contract, which is one year

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: ADJ1700000005**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Seneca Mineral Company

\_\_\_\_\_  
Company

  
\_\_\_\_\_  
Authorized Signature

November 2, 2016

\_\_\_\_\_  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

Revised 6/8/2012

## INSTRUCTIONS TO VENDORS SUBMITTING BIDS

**1. REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

**2. MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

**3. PREBID MEETING:** The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening

A **NON-MANDATORY PRE-BID** meeting will be held at the following place and time:

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

**4. VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are nonbinding.

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: October 18, 2016 at 4:00 PM EST

Submit Questions to: Crystal Rink  
2019 Washington Street, East  
Charleston, WV 25305  
Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)  
Email: Crystal.G.Rink@wv.gov

**5. VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

**6. BID SUBMISSION:** All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:  
Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID:  
BUYER: Crystal Rink  
SOLICITATION NO.: CRFQ ADJ1700000005  
BID OPENING DATE: October 27, 2016  
BID OPENING TIME: 1:30 PM EST  
FAX NUMBER: 304-558-3970

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to an Expression or Interest or Request for Proposal is not permitted in wvOASIS.

**For Request For Proposal ("RFP") Responses Only:** In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus n/a convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: (This only applies to CRFP)

- Technical  
 Cost

**7. BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: October 27, 2016 at 1:30 PM EST

Bid Opening Location: Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

**8. ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

**9. BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

**10. ALTERNATES:** Any model, brand, or specification listed in this Solicitation establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

**11. EXCEPTIONS AND CLARIFICATIONS:** The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

**12. COMMUNICATION LIMITATIONS:** In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

**13. REGISTRATION:** Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee, if applicable.

**14. UNIT PRICE:** Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

**15. PREFERENCE:** Vendor Preference may only be granted upon written request and only in accordance with the West Virginia Code § 5A-3-37 and the West Virginia Code of State Rules. A Vendor Preference Certificate form has been attached hereto to allow Vendor to apply for the preference. Vendor's failure to submit the Vendor Preference Certificate form with its bid will result in denial of Vendor Preference. Vendor Preference does not apply to construction projects.



**16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:** For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

**17. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

**18. ELECTRONIC FILE ACCESS RESTRICTIONS:** Vendor must ensure that its submission in wvOASIS can be accessed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately opened and/or viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening if those documents are required with the bid.

**19. NON-RESPONSIBLE:** The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

**20. ACCEPTANCE/REJECTION:** The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

**21. YOUR SUBMISSION IS A PUBLIC DOCUMENT:** Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

**DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.**

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to include any “trade secrets” as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

## GENERAL TERMS AND CONDITIONS:

**1. CONTRACTUAL AGREEMENT:** Issuance of a Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

**2. DEFINITIONS:** As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

**2.1. "Agency" or "Agencies"** means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

**2.2. "Bid" or "Proposal"** means the vendors submitted response to this solicitation.

**2.3. "Contract"** means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

**2.4. "Director"** means the Director of the West Virginia Department of Administration, Purchasing Division.

**2.5. "Purchasing Division"** means the West Virginia Department of Administration, Purchasing Division.

**2.6. "Award Document"** means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

**2.7. "Solicitation"** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

**2.8. "State"** means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

**2.9. "Vendor" or "Vendors"** means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

**3. CONTRACT TERM; RENEWAL; EXTENSION:** The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

**Term Contract**

**Initial Contract Term:** This Contract becomes effective on award and extends for a period of one (1) year(s).

**Renewal Term:** This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to three (3) successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed thirty-six (36) months in total. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

**Delivery Order Limitations:** In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

**Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within \_\_\_\_\_ days.

**Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within \_\_\_\_\_ days.

Upon completion, the vendor agrees that maintenance, monitoring, or warranty services will be provided for one year thereafter with an additional \_\_\_\_\_ successive one year renewal periods or multiple renewal periods of less than one year provided that the multiple renewal periods do not exceed \_\_\_\_\_ months in total. Automatic renewal of this Contract is prohibited.

**One Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

**Other:** See attached.

**4. NOTICE TO PROCEED:** Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

**5. QUANTITIES:** The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

**Open End Contract:** Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

**Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

**Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

**One Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

**6. EMERGENCY PURCHASES:** The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

**7. REQUIRED DOCUMENTS:** All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

**BID BOND (Construction Only):** Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

**PERFORMANCE BOND:** The apparent successful Vendor shall provide a performance bond in the amount of \_\_\_\_\_. The performance bond must be received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

**LABOR/MATERIAL PAYMENT BOND:** The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be delivered to the Purchasing Division prior to Contract award. In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

**MAINTENANCE BOND:** The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

**INSURANCE:** The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award and shall list the state as a certificate holder:

**Commercial General Liability Insurance:** In the amount of \_\_\_\_\_ or more.

**Builders Risk Insurance:** In an amount equal to 100% of the amount of the Contract.

The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

**LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

**8. WORKERS' COMPENSATION INSURANCE:** The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

**9. LITIGATION BOND:** The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

**10. LIQUIDATED DAMAGES:** Vendor shall pay liquidated damages in the amount of  
n/a

for n/a

This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

**11. ACCEPTANCE:** Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

**12. PRICING:** The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.

**13. PAYMENT:** Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.

**14. PURCHASING CARD ACCEPTANCE:** The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

**15. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

**16. ADDITIONAL FEES:** Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

**17. FUNDING:** This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.

**18. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-6.1.e.

**19. TIME:** Time is of the essence with regard to all matters of time and performance in this Contract.

**20. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.

**21. COMPLIANCE:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

**22. ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

**23. MODIFICATIONS:** This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

**24. WAIVER:** The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

**25. SUBSEQUENT FORMS:** The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

**26. ASSIGNMENT:** Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.



**27. WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

**28. STATE EMPLOYEES:** State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

**29. BANKRUPTCY:** In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

**30. PRIVACY, SECURITY, AND CONFIDENTIALITY:** The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

**31. YOUR SUBMISSION IS A PUBLIC DOCUMENT:** Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

**DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.**

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

**32. LICENSING:** In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

**33. ANTITRUST:** In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

**34. VENDOR CERTIFICATIONS:** By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

**35. VENDOR RELATIONSHIP:** The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

**36. INDEMNIFICATION:** The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

**37. PURCHASING AFFIDAVIT:** In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.

**38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE:** This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

**39. CONFLICT OF INTEREST:** Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

**40. REPORTS:** Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at [purchasing.requisitions@wv.gov](mailto:purchasing.requisitions@wv.gov).

**41. BACKGROUND CHECK:** In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

**42. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS:** Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open heath, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

**43. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL:** In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

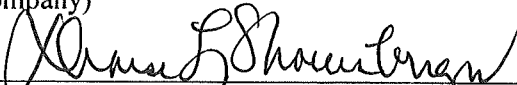
The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Denise (Lori) Shollenberger, President  
(Name, Title)  
Denise (Lori) Shollenberger  
(Printed Name and Title)  
8431 Edinboro Road, Erie, PA 16509  
(Address)  
800-291-9222 Fax 814-476-0066  
(Phone Number) / (Fax Number)  
lori@senecamineral.com  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Seneca Mineral Company  
(Company)  
 President  
(Authorized Signature) (Representative Name, Title)

Denise L. Shollenberger, President  
(Printed Name and Title of Authorized Representative)

November 2, 2016  
(Date)

800-291-9222 Fax 814-476-0066  
(Phone Number) (Fax Number)

ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.: CRFQ ADJ1700000005

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

*(Check the box next to each addendum received)*

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

\_\_\_\_\_  
Seneca Mineral Company  
Company

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
November 2, 2016  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

**REQUEST FOR QUOTATION**  
**CRFQ ADJ170000005**  
**Solid & Liquid Runway Deicer**

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**SPECIFICATIONS**

- 1. PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Air National Guard to establish an open-end contract for both solid and bio-based liquid airport runway deicer for use at the WVANG 130<sup>th</sup> Airlift Wing in Charleston, WV and the WVANG 167<sup>th</sup> Airlift Wing in Martinsburg, WV.

The solid and bio-based liquid deicer formulas specified herein result from the Environmental Protection Agency (EPA) issued rule for Effluent Limitation Guidelines and New Source Performance Standards for Airport Deicing Category on May 16, 2012, which went into effect on June 12, 2012, and were incorporated in part as mandatory compliance by order of the Secretary of the Air Force via Air Force Instruction 32-100 for Civil Engineering Snow and Ice Control on January 22, 2015.

In addition, West Virginia, as a state partner with the EPA, under the cooperative Chesapeake Bay Program (CBP), has agreed to cap annual nutrient loads to modify and improve current water quality standards (WQS) in accordance with the requirements of the Clean Water Act (CWA). The location of the Martinsburg Airlift Wing alongside Bay tidal tributary waters dictates the strictest adherence to the EPA standards as referenced above with regard to National Pollution Discharge Elimination System (NPDES) permit requirements for the discharge of nutrients that cause water quality conditions that are harmful to aquatic living resources in the Chesapeake Bay watershed area. The West Virginia Air National Guard has elected to adhere to these EPA discharge requirements at both Air Force Airlift Wing locations in West Virginia.

- 2. DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
- 2.1 “Contract Item” or “Contract Items”** means the list of items identified in Section 3.1 below and on the Pricing Pages.
- 2.2 “Pricing Pages”** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A, and used to evaluate the Solicitation responses.
- 2.3 “Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

**3. GENERAL REQUIREMENTS:**



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**Solid & Liquid Runway Deicer**

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**3.1 Contract Items and Mandatory Requirements:** Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

**3.1.1 Contract Item #1 --Solid Runway Deicer: Cryotech NAAC (or Equal)**

**3.1.1.1** Solid Runway Deicer must be a 97% anhydrous grade sodium acetate certified to meet Federal Aviation Administration (FAA) approved Society of Automotive Engineers (SAE) Aerospace Material Specification (AMS) 1431 product specifications for solid runway and taxiway deicers.

**3.1.1.2** Solid Runway Deicer must be a dry, hard, spherical pellet manufactured utilizing technology that ensures a uniform inhibitor composition throughout the entire pellet that minimizes dust, reduces compaction in storage, and results in even spread patterns.

Sieve Analysis/Gradation Test for particle size should produce the following results:

Sieve # 4 = 90% Particle Passing

Sieve #14= 10% Particle Passing

Granular and flake products are not acceptable as they are not formulated or manufactured for use in the material application equipment currently authorized and employed for utilization by the WV Air National Guard.

**3.1.1.3** Solid Runway Deicer should be active to temperatures as low as 0°F (-18°C).

**3.1.1.4** Solid Runway Deicer must be formulated with low biochemical oxygen demand (BOD5) and chemical oxygen demand (COD), be readily biodegradable with low impact on storm water discharges, and be considered relatively harmless to aquatic life according to the U.S. Fish and Wildlife Scale. Vendors submitting products to be considered as 'or equal' should provide manufacturer's Material Safety Data Sheet (MSDS) with

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**Solid & Liquid Runway Deicer**

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bid submission or promptly provide it upon agency request.

**3.1.1.5** Solid Runway Deicer product must be manufactured at a domestic ISO 9001:2008 certified manufacturing facility where all processes are appropriately managed and controlled. Meaning all aspects of the vendor's manufacturing, packaging, distribution, and customer service processes meet these rigorous international quality standards before the product is shipped. Solid Runway Deicer must also be ISO 14001:2004 certified with regard to their environmental management processes. Verifying documentation should be provided with bid submission or promptly provided upon agency request.

**3.1.2 Contract Item #2 –Liquid Runway Deicer: Cryotech EX36 (or Equal)**

**3.1.2.1** Bio-Based Liquid Runway Deicer must be an aqueous 50% potassium acetate solution by weight, and meet Federal Aviation Administration (FAA) approved Society of Automotive Engineers (SAE) Aerospace Material Specification (AMS) 1435 product specifications for deicing and anti-icing materials in the form of a liquid for use on runways and taxiways.

**3.1.2.2** Liquid Runway Deicer must be a clear, blue in appearance, mobile liquid, free from matter in suspension, be stable in storage (no agitation required), and contain no urea.

**3.1.2.3** Liquid Runway Deicer should be active to temperatures as low as -25°F (-32°C).

**3.1.2.4** Liquid Runway Deicer must be formulated with low biochemical oxygen demand (BOD) and chemical oxygen demand (COD), be readily biodegradable with low impact on storm water discharges, and be considered relatively harmless to aquatic life according to the U.S. Fish and Wildlife Scale. Vendors submitting products to be considered as 'or equal' should provide manufacturer's

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**Solid & Liquid Runway Deicer**

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Material Safety Data Sheet (MSDS) with bid submission or promptly provide it upon agency request.

**3.1.2.5** Liquid Runway Deicer product must be manufactured at a domestic ISO 9001:2008 certified manufacturing facility where all processes are appropriately managed and controlled. Meaning all aspects of the vendor's manufacturing, packaging, distribution, and customer service processes meet these rigorous international quality standards before the product is shipped. Liquid Runway Deicer must also be ISO 14001:2004 certified with regard to their environmental management processes. Verifying documentation should be provided with bid submission or promptly provided upon agency request.

**4. CONTRACT AWARD:**

- 4.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.
- 4.2 Pricing Pages:** Vendor must complete the Pricing Pages by entering their per pound unit price for dry deicer for Contract Item No. 3.1.1 (**this price must include all freight, shipping, and handling charges**) then extend that unit price per the estimated quantity noted. The vendor must state a unit price and extend it for both Standard 5-7 day delivery as well as for Emergency 2-3 delivery for Contract Item No. 3.1.1. Vendor must also enter their per gallon unit price for liquid deicer for Contract Item No. 3.1.2 (**this price must include all freight, shipping, and handling charges**) then extend that unit price per the estimated quantity noted. The vendor must provide extended amount pricing for both Standard 5-7 day delivery as well for Emergency 2-3 delivery for Contract Item No. 3.1.2. Vendor must then total the four (4) extended line amounts and enter that grand total cost in the space provided. The grand total will be utilized to determine the low bidder and the contract award as noted in 4.1 Contract Award. Vendor should complete the Pricing Pages in their entirety as failure to do so may result in Vendor's bids being disqualified.

The pricing page contains space for the vendor to provide their product packaging information with regard to the total pounds per bag, number of gallons per container, etc. This packaging information has no bearing on the

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**Solid & Liquid Runway Deicer**

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award of the contract. It is only for agency informational purposes with regard to on-site storage requirements. The award will be based on the unit price of the products as scheduled.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address:  
[Crystal.G.Rink@wv.gov](mailto:Crystal.G.Rink@wv.gov)

**5. ORDERING AND PAYMENT:**

**5.1 Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

**5.2 Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

**6. DELIVERY AND RETURN:**

**6.1 Delivery Time:** Vendor shall deliver standard orders within five (5) to seven (7) business days after orders are received. Vendor shall deliver emergency orders within two (2) to three (3) business days after orders are received. Vendor shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met.

**6.2 Late Delivery:** The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

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Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

- 6.3 Delivery Payment/Risk of Loss:** Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.
- 6.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.
- 6.6 Delivery Locations:** Product shall be delivered to either location noted below as denoted on each delivery order.

**West Virginia ANG**  
130<sup>th</sup> Airlift Wing  
1679 Coonskin Drive  
Charleston, WV 25311

**West Virginia ANG**  
167<sup>th</sup> Airlift Wing  
222 Sabre Jet Blvd  
Martinsburg, WV 25405

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**7. VENDOR DEFAULT:**

7.1 The following shall be considered a vendor default under this Contract.

- 7.1.1 Failure to provide Contract Items in accordance with the requirements contained herein.
- 7.1.2 Failure to comply with other specifications and requirements contained herein.
- 7.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 7.1.4 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

- 7.2.1 Immediate cancellation of the Contract.
- 7.2.2 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.3 Any other remedies available in law or equity.

**8. MISCELLANEOUS:**

- 8.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.

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**8.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

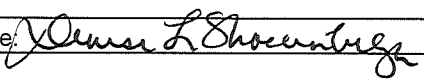
**8.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Denise (Lori) Shollenberger  
**Telephone Number:** 800-291-9222  
**Fax Number:** 814-476-0076  
**Email Address:** lori@senecamineral.com

EXHIBIT A

CRFQ 0603 ADJ1700000005 - WV AIR NATIONAL GUARD AIRPORT RUNWAY DEICER


PRICING PAGE

CONTRACT ITEM NO.	DESCRIPTION	ESTIMATED QUANTITY	UNIT PRICE	EXTENDED AMOUNT
Item No. 3.1.1	<b>Cryotech NAAC Dry Runway Deicer (or Equal)</b>			
	<b>Standard (5-7) Business Day Delivery</b>			
Line no.1	25kg Bags EACH	1000	\$ 44.58	44,580.00
Line no.2	1,000kg Tote/Super Sack EACH	10	\$ 1,786.45	17,864.50
	<b>Emergency (2-3) Business Day Delivery</b>			
Line no.3	25kg Bags EACH	50	\$ 44.58	2,229.00
Line no.4	1,000kg Tote/Super Sack EACH	1	\$ 1,786.45	1,786.45
Item No. 3.1.2	<b>Cryotech E36 Liquid Runway Deicer (or Equal)</b>			
	<b>Standard (5-7) Business Day Delivery</b>			
Line no.5	55 gal Drum EACH	100	\$ 449.15	44,915.00
Line no.6	265 gallon Tote EACH	20	\$ 1,890.60	37,812.00
	<b>Emergency (2-3) Business Day Delivery</b>			
Line no.7	55 gal Drum EACH	20	\$ 449.15	8,983.00
Line no.8	265 gallon Tote EACH	5	\$ 1,890.60	9,453.00
	Freight / Delivery Costs to be included in unit prices quoted	<b>GRAND TOTAL</b>		167,622.95
	Bidder / Vendor Name: Seneca Mineral Company	Phone: 814-476-0076		
	Address: 8431 Edinboro Road, Erie, PA 16509	Fax: 814-476-0066		
		E-mail: lori@senecamineral.com		
	Authorized Signature: 	Title: President		



**CRFQ 0603 ADJ1700000005 - WV AIR NATIONAL GUARD AIRPORT RUNWAY DEICER**

**ALTERNATE QUANTITIES PRICING PAGE FROM SENECA MINERAL COMPANY**

<b>CONTRACT ITEM NO.</b>	<b>DESCRIPTION</b>	<b>ESTIMATED QUANTITY</b>	<b>UNIT PRICE</b>	<b>EXTENDED AMOUNT</b>
Item No. 3.1.1	<b>Cryotech NAAC Dry Runway Deicer (or Equal)</b>			
	<b>Standard (5-7) Business Day Delivery</b>			
Line no.1	25kg Bags EACH	1000 delivered at once	\$ 39.45	39,450.00
	25kg Bags EACH	800 delivered at once	\$ 39.2	31,360.00
	25kg Bags EACH	400 delivered at once	39.75	15,900.00
	25kg Bags EACH	200 delivered at once	40.46	8,092.00
	25kg Bags EACH	40 delivered at once	44.58	1,783.00
Line no. 2	1,000kg Tote/Super Sack EACH	10 delivered at once	1593.5	15935
	1,000kg Tote/Super Sack EACH	5 delivered at once	1621.8	8109
	<b>Emergency (2-3) Business Day Delivery</b>			
Line no.3	25kg Bags EACH	Same as Above	\$	
Line no.4	1,000kg Tote/Super Sack EACH	Same as Above	\$	
Item No. 3.1.2	<b>Cryotech E36 Liquid Runway Deicer (or Equal)</b>			
	<b>Standard (5-7) Business Day Delivery</b>			
Line no.5	55 gal Drum EACH	100 delivered at once	\$ 387.2	38720
	55 gal Drum EACH	72 delivered at once	381.1	27439.2
	55 gal Drum EACH	20 delivered at once	417.05	8341
Line no.6	265 gallon Tote EACH	20 delivered at once	1663.1	33262
	265 gallon Tote EACH	14 delivered at once	1638.1	22933.4
	265 gallon Tote EACH	5 delivered at once	1723.9	8619.5
	<b>Emergency (2-3) Business Day Delivery</b>			
Line no.7	55 gal Drum EACH	Same as Above	\$ 387.2	7744
Line no.8	265 gallon Tote EACH	Same as Above	\$ 1890.6	9453
	<b>Freight / Delivery Costs to be included in unit prices quoted</b>			
	Bidder / Vendor Name: Seneca Mineral Company		Phone: 814-476-0076 800-291-9222	
	Address: 8431 Edinboro Road, Erie, PA 16509		Fax: 814-476-0066	
			E-mail :lori@senecamineral.com	
	Authorized Signature: 	Title: President		

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

- 1. Application is made for 2.5% vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. Application is made for 2.5% vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. Application is made for 2.5% vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules. Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Seneca Mineral Company
Date: November 2, 2016

Signed: [Signature]
Title: President

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code §61-5-3*) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Seneca Mineral Company

Authorized Signature: *Glenn L. Shoenberger* Date: November 2, 2016

State of PA

County of Erie, to-wit:

Taken, subscribed, and sworn to before me this 3<sup>RD</sup> day of NOVEMBER, 2016

My Commission expires JAN 12, -, 2018.

**AFFIX SEAL HERE**

**NOTARY PUBLIC**

*Donna J. Struchen*

*Purchasing Affidavit (Revised 07/01/2012)*

COMMONWEALTH OF PENNSYLVANIA  
Notarial Seal  
Donna J. Struchen, Notary Public  
Platea Boro, Erie County  
My Commission Expires Jan. 12, 2018  
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES