



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFO NUMBER
 666C0028

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 JOHN JOHNSTON
 304-558-2402

VENDOR

*609112626 800-346-7237
 CRYOTECH DEICING TECHNOLOGY
 6103 ORTHOWAY
 FORT MADISON IA 52627

SHIP TO

DIVISION OF HIGHWAYS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED 05/28/2006	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 06/21/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	TN		775-45	\$1,221.00/US Ton	\$1,221.00/US Ton
CALCIIUM MAGNESIUM ACETATE OPEN END CONTRACT TO FURNISH ALL LABOR, MATERIALS AND EQUIPMENT TO SUPPLY CALCIUM MAGNESIUM ACETATE AND A NON-CORROSIVE PRE-WETTING AGENT TO THE WEST VIRGINIA DIVISION OF HIGHWAYS AT THE LOCATIONS AND IN THE ESTIMATED QUANTITIES SET OUT IN THE ATTACHED BID SCHEDULE. EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT. RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE *Suzanna J. Johnson* TELEPHONE 800-346-7237 or 319-372-6012 DATE 6/15/06
 TITLE Manager, Operations 33-0270225 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required registration fee. (Effective June 8, 2006, the fee will change from \$45.00 to \$125.00 pursuant to House Bill 4031.)
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

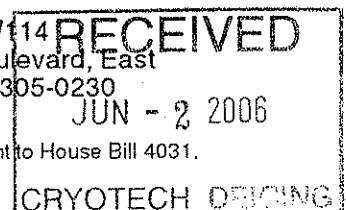
1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **DUPLICATE BIDS:** All quotations must be delivered by the bidder to the respective offices listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

ORIGINAL SIGNED BID TO:

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

DUPLICATE BID TO:

State Auditor's Office
Bid Observer
Building 1 Room W114
1900 Kanawha Boulevard, East
Charleston, WV 25305-0230



NOTICE: Beginning June 8, 2006, there is no need to submit a duplicate bid to the State Auditor's Office pursuant to House Bill 4031.



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<p>ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICE SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. 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.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Loraine J. Huffman</i>	TELEPHONE 800-346-7237 or 319-372-6012	DATE 6/15/06
TITLE Manager, Operations	FEIN 33-0270225	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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<p>ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHI 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Katherine J. Wynn</i>	TELEPHONE 800-346-7237 or 319-372-6012	DATE 6/15/06
TITLE Manager, Operations	FEIN 33-0270225	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>() BIDDER IS A CORPORATION 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.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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;</p> <p>OR</p> <p>() 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 BIDDERS' 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.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & 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) RESCIND THE CONTRACT OR PURCHASE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Ledanna J. Deppner</i>	TELEPHONE 800-346-7237 or 319-372-6012	DATE 6/15/06
TITLE Manager, Operations	FEIN 33-0270225	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>ORDER ISSUED; 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.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND 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.</p> <p>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.</p> <p>BIDDER: -----</p> <p>DATE: -----</p> <p>SIGNED: -----</p> <p>TITLE: -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Rosanna J. Cluffman</i>	TELEPHONE 800-346-7237 or 319-372-6012	DATE 6/15/06
TITLE Manager, Operations	33-0270225	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>BID OPENING DATE AND TIME</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 319-372-2662 -----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): <u>Roxanna Huffman or Laura Mason</u> -----</p> <p>***** THIS IS THE END OF RFQ 666C0028 ***** TOTAL: <u>\$1,221.00/US Ton</u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Roxanna Huffman</i>	TELEPHONE 800-346-7237 or 319-372-6012	DATE 6/15/06
TITLE Manager, Operations	FEIN 33-0270225	ADDRESS CHANGES TO BE NOTED ABOVE

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1. SPECIFICATIONS

The following sections of the West Virginia Department of Transportation, Division of Highways Standard Specifications Roads and Bridges, adopted 2000, as modified by the current Supplemental Specifications shall apply to the Administration of this Contract: Sections 101, 102.4, 102.5, 105.1, 105.3, 105.4, 105.10, 105.11, 105.12, 105.13, 106.3, 106.4, 106.5, 106.6, 106.7, 106.9, 107.1, 107.2, 107.3, 107.14, 107.19, 107.20, 108.8, 109.1, 109.2 and 109.20.

Transportation, Division of Highways, Standard Specifications The requirements of the West Virginia Department of Section 109.20, PRICE ADJUSTMENT FOR LOAD LIMIT VIOLATIONS, shall apply to all material supplied under this contract. This will include material loaded by the vendor into Division of Highways owner and/or rented trucks.

The terms "Contractor" and "Vendor" used in the above specifications of this contract are interchangeable. Contractor shall mean Vendor and Vendor shall mean Contractor.

West Virginia Department of Transportation, Division of Highways' Standard Specifications Roads and Bridges, adopted 2000 and may be obtained from:

West Virginia Division of Highways
Contract Administration Division
1900 Kanawha Blvd., East, Bldg. 5, Rm A729
Charleston, West Virginia 25305

2. Calcium Magnesium Acetate shall conform to the following product specifications and shall be delivered in bulk.

PRODUCT SPECIFICATION

Composition: A nominal 3/7 Calcium Magnesium Acetate (CMA) of this analysis:

 $Ca_xMg_y (C_2H_3O_2)_2(x+y)$

x = 3 to 4
y = 7 to 6

CMA + other acetates 91% Min.
Water (Free & Hydration) 5% Max.
Water-Insoluble Material 4% Max.

Particle Size: Sieve % Passing
4 90 Min.
14 10 Max.

Particle Shape: Hard, Spherical pellet (as supplied in previous years)
~~Angular, irregular, crystalline granules~~

Specific Gravity: Minimum 1.2

Bulk Density: 40 lb/ft³ to 44 lb/ft³

Residual Base: Maximum 0.4 meg base/gm sample

Product pH: pH 8 to 10 in a 10% solution

2a. Low corrosive Pre-wetting agent/ no chlorides

Density: At 68 degrees F. 10.7 lbs/gallon

Viscosity: At 68 degrees F. 10 cp maximum
 At 32 degrees F. 20 cp maximum

Freezing Point: -76 degrees F.

Typical ph: 11.0+/- 0.5

Specific Gravity: At 68 degrees F. 1.25 - 1.30

Container Size: 265 gallon tote

3. BIDDING INSTRUCTIONS

The purpose of this contract is to provide for the delivery of Calcium Magnesium Acetate and a liquid pre-wetting agent to the location listed in the bidding schedule. Actual quantity to be delivered to the location will be specified in a State Contract Purchase Order (SCO), which will be issued by the Division of Highways at the time delivery is required. Any qualification of bids or any modification of the specifications or conditions governing the bids may be cause for their rejection.

4. CONTRACT AWARD

All qualified Vendors who submit a valid bid for "FOB Vendor's Storage Site" will be awarded a contract for this item (see Subsection 9.1).

All qualified Vendors who submit a valid bid for "FOB Division's Storage Site" will be awarded a contract for each location for which their bid is low (see Subsection 9.2). In the event a Vendor fails to conform to the requirements set out in this contract document, the State Contract Purchase Order or the governing specifications, the Purchase Order Contract may be canceled and re-awarded to the next low bidder.

5. DELIVERY

A State Contract Purchase Order (SCO) for delivery to individual Division of Highways Storage Sites will be issued to the Vendor awarded a contract for that specific location (see Subsection 9.2).

In the event the Vendor to which the SCO is issued is unable to comply with the specified delivery schedule the Division may, at its option, cancel all or part of the SCO and obtain the required quantity of Calcium Magnesium Acetate from the most economical available source.

6. SAMPLING AND TESTING

Upon award of contract, the Vendor shall provide the Division with the proposed source of supply. Acceptance shall be based on suppliers' certification of quality and gradation. This information shall be directed to:

West Virginia Division of Highways
Materials Section
190 Dry Branch Road
Charleston, West Virginia 25306

The Division may conduct sampling and testing to verify material quality or gradation.

7. WEIGHING MATERIALS DELIVERED BY TRUCK

The material shall be weighed on any scales meeting the following requirements. The Vendor is not authorized to ship, nor is the Division authorized to receive, materials prior to the issuance of an "SCO".

All truck scales shall be mounted on solid foundations, which will ensure their remaining plumb and level. All truck scales shall be inspected and sealed by the West Virginia Department of Labor, Bureau of Weights and Measures, or other appropriate agencies of the State or its political subdivision. The Division may, at its option, accept inspection and sealing by out-of-state agencies when the scales are located outside West Virginia.

The Division prefers materials be weighed on digital scales for better accuracy and dependability and thus the increased confidence in record keeping. Therefore, the Division supports and encourages the installation of digital recorders on all truck scales.

These digital recorders shall produce a printed record of the gross, tare and net weights, and the time, date, truck identification and "SCO" numbers. Provisions shall be made for constant zero compensation and further provision shall be made so that the scales may not be manually manipulated during the printing process. The system shall be interlocked so as to allow printing only when the scale has come to rest. In case of a breakdown of the automatic equipment, the Division of Highways will permit manual operation for forty-eight (48) hours, while equipment is being repaired, before the stated deductions for failure to have digital scales are assessed.

Each truck shall be weighed empty prior to each load.

8. SUPPLYING OTHER ORGANIZATIONAL ENTITIES *

In accordance with Chapter 5A, Article 3, Section 9 of the Code of West Virginia the commodities or services contracted for herein shall be available to all local governmental bodies in accordance with the same prices, terms and conditions afforded to the State of West Virginia.

In the event any Vendor does not wish to extend the above prices, terms and conditions of his/her bid and subsequent contract to all political sub-divisions of the State, he must so indicate in a clear and unambiguous manner in his bid.

This indication does not prejudice the award of the contract. If a Vendor does not indicate his refusal to extend the prices, terms and conditions of his bid to other entities of the State he is bound to extend them upon issuance of a purchase order by these entities.

Other organizational entities using this provision of the contract shall do so without any involvement of the Division of Highways. That is, the entity shall make its own purchase arrangements with the Vendor and shall make its own arrangements for payment.

*Additional freight charges may be added for delivery to locations outside of Oak Hill, WV

9. VENDOR'S INVOICES

Vendor's invoices must be submitted in original and one copy and contain the following:

- a) Division of Highways State Contract Purchase Order (SCO) Number, and this Contract Number.
- b) Total quantity and unit price with the total cost of material furnished.

Note: Under no circumstance will the West Virginia Division of Highways accept, or pay for, quantities of materials in excess of the quantity stated on the State Contract Purchase Order.

10. BIDDING FOB VENDOR'S STORAGE SITE

10.1 Bidding F.O.B. Vendor's Storage Site

<u>Location of Storage Site</u>	<u>Bid Price (\$/Ton) FOB Vendor's Storage Site (Note 1)</u>
<u>Fort Madison, IA</u>	\$1,134.64/US Ton
<u> </u>	
<u> </u>	
<u> </u>	
<u> </u>	

Haul By Vendor

@ _____ For First Ton-Mile

@ _____ For Each Additional Ton-Mile

NOTE 1: Bid price shall include cost of vendor loading Division trucks.

BID SCHEDULE (Continued)

10.2 Bidding F.O.B. Division's Storage Site

CALCIUM MAGNESIUM ACETATE

(DOH CLASSIFICATION 011-010-000004)

DISTRICT 9

PLEASE QUOTE ENGLISH MEASURE ONLY

COUNTY	DELIVERY SITE	ESTIMATED NEEDS (TONS)	BID PRICE (PER TON)
Fayette	Oak Hill	100	<u>\$1,221.00/US Ton*</u>

*unit pricing based on full truckload quantities
 10.3 Bidding F.O.B. Division Storage Site

LIQUID PRE-WETTING AGENT NON-CLORIDES
 (DOH CLASSIFICATION 011-010-000020)

COUNTY	DELIVERY SITE	ESTIMATED NEEDS GALLONS	PER GALLON
Fayette	Oak Hill	800	<u>\$6.42/gal.-265gal. tote*</u>

*Cryotech CF7(R) Liquid Potassium Acetate Deicer
 Note 1: Price per gallon shall include delivery cost.

Please note: Additional freight charges ^{RM} may be added for delivery to ^{RM} locations outside of Oak Hill, WV

A F F I D A V I T

West Virginia Code §5A-3-10a states:

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 the debt owned is an amount greater than one thousand dollars in the aggregate.

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.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"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.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this 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.

LICENSING:

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

CONFIDENTIALITY:

The vendor agrees that he or she 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. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Cryotech Deicing Technology, a div. of General Atomics Int'l Services Corp.

Authorized Signature: *Loraine J. Huffman* Date: 10/15/06



June 13, 2006

Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

RE: RFQ Number 666C0028
Calcium Magnesium Acetate Deicer

Cryotech Deicing Technology is pleased to respond herein to the subject invitation to bid. The products bid shall be Cryotech CMA® solid commercial deicer and Cryotech CF7® clear liquid deicer. Product documentation follows. CMA is 96% calcium magnesium acetate and CF7 is 50% potassium acetate with less than 1% corrosion inhibitors (active material). Both products are produced at Cryotech's Fort Madison, Iowa production facility.

Please see attached for our response to your requirements. Thank you for this opportunity to work with the West Virginia Division of Highways.

Submitted,

Cryotech Deicing Technology

A handwritten signature in cursive script that reads "Roxanna Huffman".

ROXANNA HUFFMAN
Manager, Operations

June 13, 2006

CRYOTECH DEICING TECHNOLOGY

RFQ Number 666C0028

Calcium Magnesium Acetate Deicer

General (Cryotech Deicing Technology)

- Cryotech's only business is deicers. All personnel are dedicated to meeting deicer customer needs.
- Cryotech is ISO9001:2000 and ISO14001:2004 certified. This assures its customers that Cryotech deicers always meet a rigorous, internationally recognized quality standard, and is committed to protecting our environment.
- Cryotech's web site (www.cryotech.com) provides easy access to all company, product, safety and ISO information.
- Cryotech welcomes customer site visits and audits.
- Cryotech personnel at its Fort Madison, IA plant are available around-the-clock, seven days a week including holidays.
- All Cryotech carriers are required to ensure that drivers have completed appropriate safety-training programs, including spill handling. This is part of Cryotech's ISO 9001:2000 quality certification and vendor monitoring program.
- Cryotech and its partners have 24-hour customer service utilizing answering services, cellular phones and pagers to ensure that someone is always available to respond.

Calcium Magnesium Acetate (Cryotech CMA®) & Potassium Acetate (CF7®)

- Cryotech has CMA storage capacity at its Iowa plant for 2,500 metric tons and will deliver directly to West Virginia's Oak Hill storage site within 3-5 days ARO.
- CMA has been produced at this Iowa plant since 1986. From 1986 to 1991 it was produced by Chevron Chemical Company, and since 1992 it has been produced by Cryotech Deicing Technology.
- Cryotech has CF7 storage capacity at its Fort Madison, IA plant and could deliver directly to West Virginia's Oak Hill storage site within 3-5 days ARO.