

# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

**BPO NO:** 001B9400030

**PRINT DATE:** 12/09/19

**PAGE:** 01

### SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

### VENDOR ID:

SALVO LIMITED PARTNERSHIP LLLP  
14 BACK RIVER NECK RD

BALTIMORE, MD 21221  
(443 )226-6072

### REFER QUESTIONS TO:

MILTON FERGUSON  
(410 )767-4612  
ALEX.FERGUSON@MARYLAND.GOV

### ITB:

**EXPR DATE:** 01/31/20  
**POST DATE:** 07/03/18

**DISCOUNT TERMS:** . NET 30 DAY  
**CONTRACT AMOUNT:** .00

### TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

PLEASE NOTE THAT MAGNESIUM CHLORIDE PELLETS, 50 LB POLY BAGS FOR REGIONS 1 THROUGH 7 WERE NOT AWARDED BECAUSE WE DID NOT GET BIDS.

THE END USERS MUST FIND A SOURCE (CONTRACTOR) THAT WILL SUPPLY.

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MODIFICATION #2: EXTENDS THE CONTRACT FOR TWO MONTHS EFFECTIVE  
12/01/19 THROUGH 01/31/20, TO ALLOW TIME TO COMPLETE  
A NEW STATEWIDE AWARD.

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MODIFICATION #1: CONTRACT EXTENDED UNTIL NOVEMBER 30, 2019,  
ADDITIONAL TIME NEEDED FOR REBID.

\*\*\*\*\*

THIS IS THE FINAL RENEWAL.

S T A T E W I D E C O N T R A C T  
F O R  
B A G G E D D E I C I N G M A T E R I A L  
=====

CONTRACT SCOPE: TO SUPPLY THE STATE OF MARYLAND AND USING  
AUTHORITIES WITH THEIR NEEDS FOR BAGGED DEICING MATERIAL FOR THE  
CONTRACT PERIOD.

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### TERMS (cont'd):

CONTRACT PERIOD: SEPTEMBER 01, 2018 THROUGH NOVEMBER, 30, 2019.

THIS IS THE FINAL RENEWAL AGAINST 001B5400193 WITH THE SAME TERMS, CONDITIONS, AND PRICE.,

RELEASES SHALL BE MADE AS REQUESTED BY THE USING AUTHORITY ON AN "AS-REQUIRED" BASIS. THIS CONTRACT DOES NOT OBLIGATE THE STATE TO PURCHASE A MINIMUM OR MAXIMUM QUANTITY THROUGH THE CONTRACT PERIOD. ORDERS FOR ACTUAL REQUIREMENTS MAY BE MORE OR LESS LISTED AND WILL BE PLACED DIRECT TO THE SUPPLIER BY THE AGENCY INDICATING DELIVERY POINT AND BILL TO ADDRESS.

### PROCEDURE:

USING AGENCY SHALL ISSUE A PURCHASE ORDER TO THE CONTRACTOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE STATE OF MARYLAND PURCHASING CARD MUST BE ACCEPTED FOR PURCHASES MADE AGAINST THIS CONTRACT WITHIN PROCUREMENT OFFICER'S LIMITATIONS OF \$2,500.00.

VENDOR: SALVO LIMITED PARTNERSHIP

CONTACT: JOHN RHOADS

PHONE: 443-655-0232

EMAIL ADDR: JOHNWRHOADS@COMCAST.NET

### PROCESSING FEE

1.

CONTRACTOR SHALL PAY A PROCESSING FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE PROCESSING FEE IS CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS ANY RETURNS OR CREDITS. THE PROCESSING FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACTS UNIT PRICES

2.

THE PROCESSING FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309, BALTIMORE, MD., 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY USAGE REPORT SHALL ALSO BE EMAILED TO THE PROCUREMENT OFFICER AND THE EMM ACCOUNTANT, AWAWU SALAKO, AT AWAWU.SALAKO@MARYLAND.GOV

3.

FAILURE TO REMIT PROCESSING FEES IN A TIMELY MANNER OR REMITTANCE OF

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### TERMS (cont'd):

FEE INCONSISTENT WITH THE CONTRACT'S REQUIREMENT MAY RESULT IN THE STATE EXERCISING ALL RECOURSE AVAILABLE UNDER THE CONTRACT INCLUDING BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT UP TO \$10,000.00 OR ONE (1%) PERCENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICH EVER IS HIGHER.

#### PURCHASE USAGE REPORT:

WINNING VENDOR SHALL FURNISH A REPORT EVERY THREE MONTHS DETAILING ALL PURCHASES MADE AGAINST THE LINE ITEMS ON THIS CONTRACT. THE REPORT SHALL BE SENT TO:

DEPARTMENT OF GENERAL SERVICES  
OFFICE OF PROCUREMENT AND LOGISTICS  
ATTN: ALLEGRA DAYE  
301 WEST PRESTON STREET , ROOM M-3  
BALTIMORE, MARYLAND 21201

FAILURE TO SUBMIT THIS REPORT MAY NEGATE ANY CONTRACT EXTENSIONS AND MAY RESULT IN TERMINATION FOR DEFAULT.

#### SPECIAL NOTE FOR ORDERING AGENCIES:

- A. ROCK/SOLAR SALT; MOST ECONOMICAL AND SUGGESTED FOR USE ON BLACK TOP AND ALSO CONCRETE SIDEWALKS IN AREAS WHERE SUSTAINED TEMPERATURES ARE WELL ABOVE 10 DEGREES FAHRENHEIT.
- B. CALCIUM CHLORIDE: SUGGESTED FOR CONCRETE SIDEWALKS/WALKWAYS WHERE SUSTAINED TEMPERATURES ARE BETWEEN 10 DEGREES - 34 DEGREES CENTIGRADE
- C. MAGNESIUM CHLORIDE: GOOD ALTERNATIVE AND REPORTEDLY LESS AGGRESSIVE TO MOST SURFACES EFFECTIVE BETWEEN 10 DEGREES - 23 DEGREES CENTIGRADE
- D. CALCIUM CHLORIDE FLAKES: SHALL BE 77-80% FLAKE TO MEET AASHTO M144-86 (CURRENT EDITION) AND ASTM 98-93 TYPE S;GRADE 1 CLASS A SPECIFICATIONS.
- E. ENVIRONMENTALLY SAFE MIXED BLEND: SHALL BE RECOGNIZED PRODUCT ON THE U.S. EPA RECOGNIZED PRODUCT LISTING.

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0001	77545-211016	BG	13.8700		
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CALCIUM CHLORIDE PELLET 50 LB POLY BAG, REGION 6 (MINIMUM ORDER ONE PALLET)

0002	77545-271011	BG	13.6200		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 1 (MINIMUM ORDER ONE PALLET)

0003	77545-271012	BG	13.6200		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 2 (MINIMUM ORDER ONE PALLET)

0004	77545-271013	BG	13.3900		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 3 (MINIMUM ORDER ONE PALLET)

0005	77545-271015	BG	13.3900		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET)

0006	77545-211017	EA	13.3900		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 7 (MINIMUM ORDER ONE PALLET)

0007	77545-271014	BG	13.1600		
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CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE

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PALLET)

0008	77545-270081	BG	11.6200	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAG REGION 1 (MINIMUM ORDER ONE PALLET)

0009	77545-270082	BG	11.6200	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 2 (MINIMUM ORDER ONE PALLET)

0010	77545-270083	BG	11.4200	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 3 (MINIMUM ORDER ONE PALLET)

0011	77545-270084	BG	11.2300	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE PALLET)

0012	77545-270085	BG	11.4200	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET)

0013	77545-270086	BG	11.8300	
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 6 (MINIMUM ORDER ONE PALLET)

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0014	77545-270087	BG	11.4200		
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CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 7 (MINIMUM ORDER ONE PALLET)

0022	77545-470021	BG	12.0600		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 1 (MINIMUM ORDER ONE PALLET)

0023	77545-470022	BG	12.0600		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 2 (MINIMUM ORDER ONE PALLET)

0024	77545-470023	BG	11.8500		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 3 (MINIMUM ORDER ONE PALLET)

0025	77545-470024	BG	11.6500		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE PALLET)

0026	77545-470025	BG	11.8500		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET)

0027	77545-470026	BG	12.2700		
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 6 (MINIMUM ORDER

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ONE PALLET)

0028	77545-470027	BG	11.8500	
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MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS, REGION 7 (MINIMUM ORDER ONE PALLET)

0029	77545-760011	BG	6.0800	
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 1 (MINIMUM ORDER ONE PALLET)

0030	77545-760012	BG	6.0800	
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 2 (MINIMUM ORDER ONE PALLET)

0031	77545-760013	BG	5.9800	
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 3 (MINIMUM ORDER ONE PALLET)

0032	77545-760014	BG	5.8700	
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG, REGION 4 (MINIMUM ORDER ONE PALLET)

0033	77545-760015	BG	5.9800	
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 5 (MINIMUM ORDER ONE PALLET)

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0034	77545-760016	BG	6.1900		
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAGS REGION 6 (MINIMUM ORDER ONE PALLET)

0035	77545-760017	BG	5.9800		
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SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 7 (MINIMUM ORDER ONE PALLET)

0036	77545-270550-R	GL	8.6100		
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 1 EPA RECOGNIZED PRODUCTS THAWROX GOLD, ANTICLEAR GOLD, BLIZZARD WIZARD, ICE B'GONE BRANDS(MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE PALLET).

0037	77545-270550-R	GL	8.6100		
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 2 EPA RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD, ICE-B'GONE BRANDS(MAGIC, MAGIC-O, II, IIHF)(MINIMUM ORDER ONE PALLET).

0038	77545-270550-R	GL	8.4600		
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 3 EPA RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD, ICE-B'GONE BRANDS(MAGIC, MAGIC-O, II, IIHF)(MINIMUM ORDER ONE PALLET).

0039	77545-270550-R	GL	8.3100		
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 4 EPA RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,

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ICE-B'GONE BRANDS(MAGIC,MAGIC-O,II,IIHF)(MINIMUM ORDER ONE PALLET).

0040	77545-270550-R	GL	8.4600	
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 5 EPA  
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,  
ICE B'GONE BRANDS(MAGIC, MAGIC-O, II, IIHF)(MINIMUM ORDER ONE  
PALLET).

0041	77545-270550-R	GL	8.7500	
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 6 EPA  
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,  
ICE B'GONE BRANDS(MAGIC, MAGIC-O, II, IIHF)(MINIMUM ORDER ONE  
PALLET).

0042	77545-270550	GL	8.4600	
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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 7  
EPA RECOGNIZED PRODUCTS THAWROX GOLD, ANTICLEAR GOLD, BUZZARD WIZARD,  
ICE B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF, MINIMUM ORDER, ONE  
PALLET

0043	77545-270550	GL	10.0900	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT  
FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 1  
GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGESIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

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0044	77545-270550	GL	10.0900	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 2

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGENSIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

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0045	77545-270550	GL	9.9000	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 3

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGENSIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

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0046	77545-270550	GL	9.7000	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 4

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGENSIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

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0047	77545-270550	GL	9.9000	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT FRIENDLY.

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ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 5

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGESIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

0048	77545-270550	GL	10.3000	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT  
FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 6

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGESIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

0049	77545-270550	GL	9.9000	
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ANTI-ICER/DE-ICER, ICE MELTING COMPOUND. BIODEGRADABLE, NONTOXIC, ENVIRONMENT  
FRIENDLY.

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG  
REGION 7

GREEN SCAPES ICE MELT IS AN ORGANICALLY BASED PRODUCT  
GREEN SCAPES ICE MELTING COMPOUND CONTAINS A PROPRIETARY COMBINATION  
OF SODIUM CHLORIDE, LIQUID MAGESIUM CHLORIDE WITH CORROSION  
INHIBITOR, ICE BAN®200, AND TURF MARK GREN LIQUID.

END OF ITEM LIST

THIS PROCUREMENT WAS CONDUCTED AS A COMPETITIVE SEALED BID. THE  
AWARD WILL BE TO THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER  
(BASIS FOR AWARD).

DELIVERY:

DELIVERY SHALL BE MADE EXPEDIOUSLY AS POSSIBLE, F.O.B. DESTINATION

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### TERMS (cont'd):

FREIGHT PREPAID AND ALLOWED TO THE USING AGENCY FACILITY WITHIN THE AWARD REGION(S) OF THE STATE OF MARYLAND NO LATER THAN FIVE (5) BUSINESS DAYS UPON A.R.O. VENDOR SHALL CALL USING AGENCY (24 HRS) IN ADVANCE TO NOTIFY OF ANTICIPATED DELIVERY.

NOTE: ORDERS MUST BE FOR "FULL PALLET LOAD" FOR A MINIMUM BAGGED ORDER IN #7 MIL POLY BAGS OR EQUIVALENT.

NORMAL BUSINESS HOURS ARE MONDAY - FRIDAY, 7:30 A.M. - 3:30 P.M. UNLESS CONTRACTOR MAKES SPECIAL ARRANGEMENTS WITH THE RECEIVING FACILITY IN ADVANCE OF ANY ANTICIPATED DELIVERY DURING NON-BUSINESS HOURS WITHIN THE DELIVERY PERIOD.

#### REGIONAL AREAS COVERED UNDER CONTRACT:

DISTRICT 1 - DORCHESTER, SOMERSET, WICOMICO, WORCESTER

DISTRICT 2 - CAROLINE, CECIL, KENT, TALBOT, QUEEN ANNE'S

DISTRICT 3 - MONTGOMERY, PRINCE GEORGE'S

DISTRICT 4 - BALTIMORE COUNTY, BALTIMORE CITY, HARFORD

DISTRICT 5 - CALVERT, CHARLES, ST. MARY'S, ANNE ARUNDEL

DISTRICT 6 - ALLEGANY, GARRETT, WASHINGTON

DISTRICT 7 - CARROLL, FREDERICK, HOWARD

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, RECYCLABLE, AND/OR BIODEGRADABLE MATERIALS.

THE GOAL OF THE STATE OF MARYLAND'S MINORITY BUSINESS ENTERPRISE (MBE) PROGRAM IS TO ATTEMPT TO PROVIDE A FAIR SHARE OF PROCUREMENT CONTRACTS TO CERTIFIED MINORITY BUSINESS ENTERPRISES. ALTHOUGH

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C O N T R A C T  
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DESIGNATED AGENCY ONLY ( )  
AVAILABLE TO: ALL STATE OF MARYLAND AGENCIES ( )  
STATE AGENCIES AND POLITICAL SUBDIVISIONS (X)

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**AUTHORIZED BY:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

BUYER AUTHORIZED DESIGNEE