

BID RESULTS		
AB2017-03 SOLID AND LIQUID RUNWAY DEICER FOR TRENTON-MERCER AIRPORT		
BID OPENING: FEBRUARY 3, 2017		
CONTRACT TERM: ONE YEAR AND ONE YEAR OPTION TO EXTEND; TTN TO REVIEW SPECIFICATION SHEETS	FORWARD PRODUCT SPECIFICATIONS TO TTN	
NO. OF RESPONDENTS:	2	
BID SOLID OR LIQUID DEICER	BID SOLID ONLY	
NAME OF BIDDER	ENVIROCHEM, INC.	SCHOENBERG SALT CO.
ADDRESS	425 WHITEHEAD AVENUE	3686 OLD GLORY ROAD, SUITE 300
CITY, STATE, ZIP	SOUTH RIVER, NJ 08882	CLEMMONS, NC 27012
CONTACT	DEBORAH GILDERSLEEVE	NICHOLAS J TSIGOUNIS
TELEPHONE	732 238 6700	336 766 0600
FAX	732 238 5590	336 766 0100
E-MAIL	DGILDERSLEEVE@ENVIROCHEM-USA.COM	NTSIGOUNIS@GOSALT.COM
INDEMNIFICATION	SIGNED AND DATED	SIGNED AND DATED
INSURANCE REQUIRED FROM AWARDED VENDOR	NO	NO
NEW JERSEY BUSINESS REGISTRATION	OK	REQUIRED IF AWARDED
STOCKHOLDER DISCLOSURE	OK	OK
EXHIBIT A	INCLUDED	INCLUDED
IRAN CERTIFICATION	SIGNED AND DATED	SIGNED AND DATED
EIC	REQUIRED IF AWARDED	REQUIRED IF AWARDED
HOLD PRICING BEYOND 60 DAYS	YES	YES
YEAR ONE SOLID DEICER COST PER METRIC TON	1,488.00	1,850.00
TOTAL FOR 40 METRIC TONS	59,520.00	74,000.00
YEAR TWO SOLID DEICER COST PER METRIC TON	1,488.00	1,850.00
TOTAL FOR 40 METRIC TONS	59,520.00	74,000.00
TOTAL TWO YEARS SOLID	119,040.00	148,000.00
YEAR ONE LIQUID DEICER COST PER GALLON	NO BID	4.82
TOTAL FOR 40,000 GALLONS		192,800.00
YEAR TWO LIQUID DEICER COST PER GALLON	NO BID	5.02
TOTAL FOR 40,000 GALLONS		200,800.00
TOTAL TWO YEARS LIQUID		393,600.00
GRAND TOTAL YEAR ONE		266,800.00
GRAND TOTAL YEAR TWO		274,800.00
EMERGENCY SERVICE	WILL PROVIDE	WILL PROVIDE
EXCEPTIONS	BIDDING PERSTORP SODIUM FORMATE AS AN EQUIVALENT	BIDDING ECOWAY SF SODIUM FORMAT SOLID AND ALPINE RF-11 LIQUID AS AN EQUIVALENT
FATAL FLAW	NO	NO