

1ST SUPPLEMENTAL CONTRACT AWARD NOTIFICATION

Title	:	Group 32100- CALCIUM CHLORIDE - FLAKE & PELLET (All State Agencies & Political Subdivisions) Classification Code(s): 12
Award Number	:	<u>21694-PF</u> (Replaces Award 21287)
Contract Period	:	July 1, 2009 through June 30, 2010
Bid Opening Date	:	April 21, 2009
Date of Issue	:	July 8, 2009
Specification Reference	:	As Incorporated In The Invitation For Bids
Contractor Information	:	Appears on Page 29 of this Supplemental Award

Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
Name : Karol Garrison Title : Purchasing Officer Phone : 518-486-1564 Fax : 518-474-8676 E-mail : karol.garrison@ogs.state.ny.us	Customer Services Phone : 518-474-6717 Fax : 518-474-2437 E-mail : customer.services@ogs.state.ny.us

**The Procurement Services Group values your input.
Complete and return "Contract Performance Report" at end of document.**

Description

Calcium Chloride Flake/Pellet is a grade of hydrous calcium chloride which is used for two purposes:

1. Road Uses - binding unpaved surfaces to control dust; snow and ice control on sidewalks and paved highways
2. Refrigeration Uses - Formation of refrigeration mediums

It is delivered in moisture proof 50 lb. bags.

NOTE: See individual contract items to determine actual awardees.

<u>CONTRACT #</u>	<u>CONTRACTOR & ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT.#</u>
PC64619 SB	A-TARGET SALES CORP. 701 Woodward Avenue Ridgewood, NY 11385	718/366-2847 Alex Kopelowitz Fax: 718/679-9562 Email: zakinc@aol.com	201495652
PC64622 SB	DART SEASONAL PRODUCTS, INC. 2 Basile Ct. Woodmere, NY 11598	516/569-7669, Ext. 202 Barry Wachsler Fax: 516/569-3270 Email: barry@dartsp.com Web Site: www.dartsp.com Catalog Available on Internet Accepts NYS Procurement Card for Orders up to \$15,000	133726525

Cash Discount, If Shown, Should be Given Special Attention.

INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.

(See "Contract Payments" and "Electronic Payments" in this document.)

AGENCIES SHOULD NOTIFY THE PROCUREMENT SERVICES GROUP PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO THE PROCUREMENT SERVICES GROUP.

SMALL, MINORITY AND WOMEN-OWNED BUSINESSES:

The letters **SB** listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters **MBE** and **WBE** indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

NOTE TO AUTHORIZED USERS:

When placing purchase orders under the contract(s), the authorized user should be familiar with and follow the terms and conditions governing its use which usually appears at the end of this document. The authorized user is accountable and responsible for compliance with the requirements of public procurement processes. The authorized user must periodically sample the results of its procurements to determine its compliance. In sampling its procurements, an authorized user should test for reasonableness of results to ensure that such results can withstand public scrutiny.

The authorized user, when purchasing from OGS contracts, should hold the contractor accountable for contract compliance and meeting the contract terms, conditions, specifications, and other requirements. Also, in recognition of market fluctuations over time, authorized users are encouraged to seek improved pricing whenever possible.

Authorized users have the responsibility to document purchases, particularly when using OGS multiple award contracts for the same or similar product(s)/service(s), which should include:

- a statement of need and associated requirements,
- a summary of the contract alternatives considered for the purchase,
- the reason(s) supporting the resulting purchase (e.g., show the basis for the selection among multiple contracts at the time of purchase was the most practical and economical alternative and was in the best interests of the State).

PRICE:

Price includes all customs duties and charges and is net, per ton, FOB destination any point in New York State as designated by the ordering agency within the respective zone (tailgate delivery).

In addition, upon mutual agreement, delivery locations may be expanded per the "Extension of Use" clause.

MINIMUM ORDER:

Minimum order shall be truckload delivery as indicated herein.

PRICE REDUCTIONS:

Contractors shall be permitted to reduce their pricing any time during the contract term. In addition, contractors may choose to offer lower prices in specific instances or for particular projects. Contractors may do so through the agencies use of the "Quick Quote" procedure (see below).

QUICK QUOTE/PRICE CALCULATION: (Form on Page 37)

During the course of the award, agencies may wish to try to obtain lower prices and contractors may wish to lower their contract price for various reasons, i.e., excess supply, slow business etc. Each quick quote situation is unique and the price is firm for that particular project only.

The use of the quick quote format is optional. Agencies may simply use the contract prices to fill out the price calculation worksheet to determine who has the lowest price.

If an agency wishes to try to obtain better pricing they must send a quick quote form to the contractors within proximity of the project. If bid security is an issue, the agency can require bids to be sealed and opened publicly.

Agencies are to accept the lowest bid meeting their specific need. There are no negotiations permitted following this "Quick Quote" bid and prices cannot be changed once offered. Failure to adhere to all quick quote procedures may cause any non-state agency to lose the privilege of using State contracts. If for some reason the lowest bid is not taken, the agency must prepare detailed documentation explaining the action taken (i.e., the low contractor could not provide the product in the time frame required). This explanation along with the worksheets must be made a part of the record. State Agencies are required to send copies of all worksheets along with the purchase order to the Office of the State Comptroller.

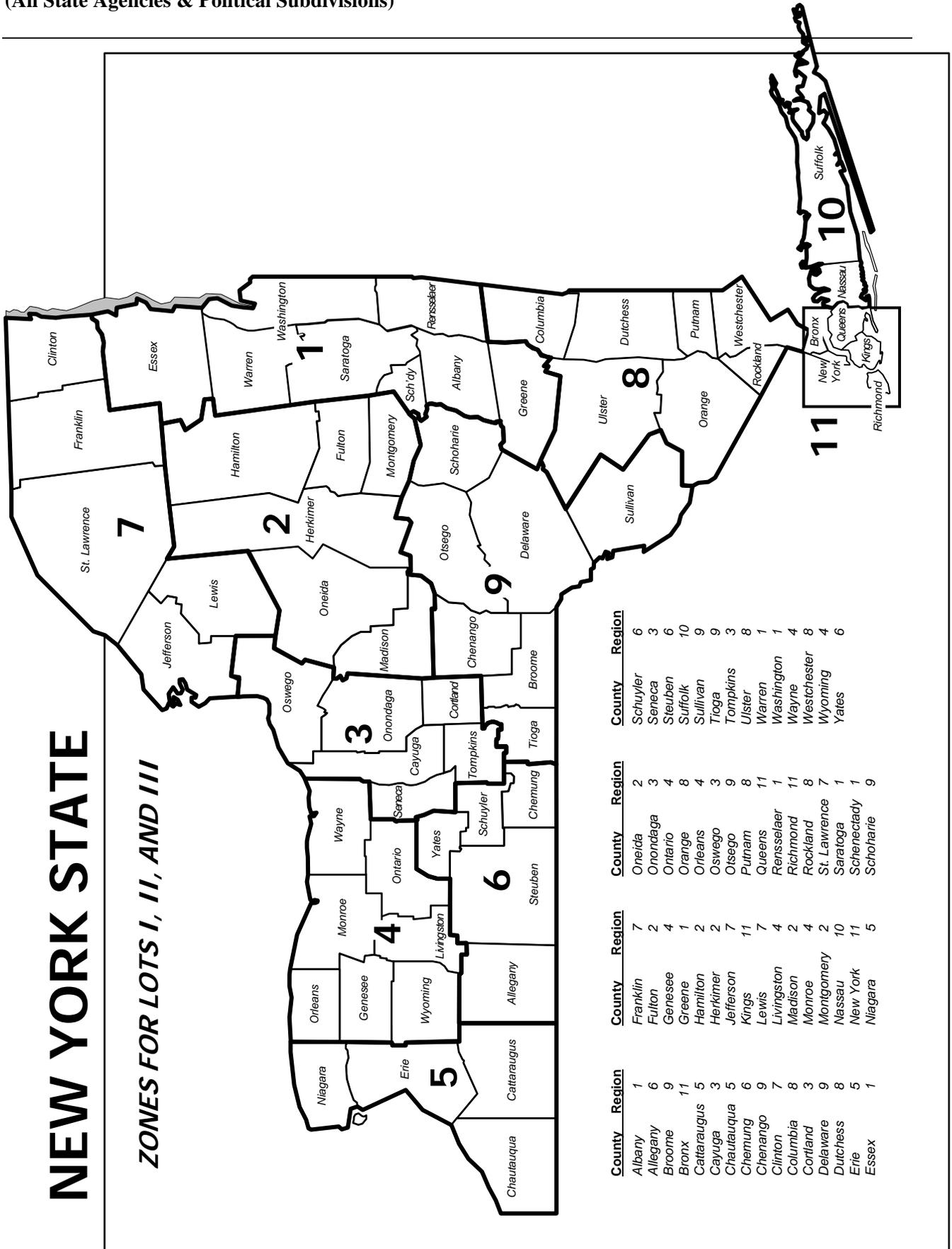
Contractors are not required to lower prices when they receive a quick quote. They may quote their contract price. However, at no time, may a price be quoted that is higher than their contract price. Any awarded price can be lowered by the contractor during the quick quote process.

ZONES:

Zones are grouped by Counties as indicated below:

1	2	3	4	5
Albany Essex Greene Rensselaer Schenectady Warren Washington	Fulton Hamilton Herkimer Madison Montgomery Oneida	Cayuga Cortland Onondaga Oswego Seneca Tompkins	Genesee Livingston Monroe Ontario Orleans Wayne Wyoming	Cattaraugus Chautauqua Erie Niagara

6	7	8	9	10	11
Allegany Chemung Schuyler Steuben Yates	Clinton Franklin Jefferson Lewis St. Lawrence	Columbia Dutchess Orange Putnam Rockland Ulster Westchester	Broome Chenango Delaware Otsego Schoharie Sullivan Tioga	Nassau Suffolk	Bronx Kings Queens New York Richmond



CONTRACT USAGE/CHOICE OF PRODUCTS:

It is the purpose and intent of this award to make available to end users a variety of calcium chloride products representative of those available in the marketplace and suitable for their intended use.

Products available under this award are required to meet the performance/specification requirements as detailed herein.

LOT 1 - CALCIUM CHLORIDE FLAKE HAS A MINIMUM OF 77-82% CALCIUM CHLORIDE
LOT 2 - CALCIUM CHLORIDE FLAKE HAS A MINIMUM OF 83% CALCIUM CHLORIDE
LOT 3 - CALCIUM CHLORIDE PELLET HAS A MINIMUM OF 90% CALCIUM CHLORIDE

All things being equal, higher Calcium Chloride content might be anticipated to allow usage of less product for an equivalent result. However, other factors (relating to actual use conditions) may be expected to have an impact on the ice melting process. That being the case, experience with the various products will provide the best guidance regarding performance in the field. It is incumbent on the users of these materials to attempt to select a cost effective product that best suits the circumstances of usage anticipated.

The vendors of these materials are a valuable resource of technical assistance and information regarding the products they offer. End users of this award are strongly encourage the contact the various vendors of these materials and request technical advice and information to aid in the selection of appropriate product, proper usage of that product and/or resolution of any problems encountered during usage.

LOT 1 - CALCIUM CHLORIDE FLAKE - 77-82% CALCIUM CHLORIDE:

CONTRACTOR	ZONE	EST. QTY (TONS)	DELIVERED PRICE PER TON	MINIMUM TRUCKLOAD POUNDS	DAYS TO MAKE DELIVERY	MANUFACTURER
Dart Seasonal Products Inc.	1	50	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	2	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	3	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	4	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	5	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	6	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	7	25	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	8	100	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	9	38	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	10	75	\$488.80	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	11	60	\$488.80	44,800	2	Dart Seasonal

END OF LOT 1

LOT 2 - CALCIUM CHLORIDE FLAKE - 83% MINIMUM CALCIUM CHLORIDE:

CONTRACTOR	ZONE	EST. QTY (TONS)	DELIVERED PRICE PER TON	MIN. TRUCK-LOAD POUNDS	DAYS TO MAKE DELIVERY	MANU-FACTURER
Dart Seasonal Products Inc.	1	50	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	1	50	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	2	25	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	2	25	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	3	25	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	3	25	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	4	25	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	4	25	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	5	25	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	5	25	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	6	25	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	6	25	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	7	25	\$514.00	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	8	100	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	8	100	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	9	37	\$514.00	44,800	2	Dart Seasonal
A-Target Sales Corp.	9	37	\$542.00	44,800	5	DOW
Dart Seasonal Products Inc.	10	75	\$514.00	44,800	2	Dart Seasonal
Dart Seasonal Products Inc.	11	60	\$514.00	44,800	2	Dart Seasonal

END OF LOT 2

LOT 3 - CALCIUM CHLORIDE PELLET - MINIMUM 90% CALCIUM CHLORIDE:

CONTRACTOR	ZONE	EST. QTY (TONS)	DELIVERED PRICE PER TON	MIN. TRUCK-LOAD POUNDS	DAYS TO MAKE DELIVERY	MANU-FACTURER
A-Target Sales Corp.	1	50	\$588.00	44,800	5	DOW
A-Target Sales Corp.	2	25	\$588.00	44,800	5	DOW
A-Target Sales Corp.	3	25	\$588.00	44,800	5	DOW
A-Target Sales Corp.	4	70	\$588.00	44,800	5	DOW
A-Target Sales Corp.	5	25	\$588.00	44,800	5	DOW
A-Target Sales Corp.	6	25	\$588.00	44,800	5	DOW
A-Target Sales Corp.	9	25	\$588.00	44,800	5	DOW

END OF LOT 3

PERSON RESPONSIBLE FOR EXPEDITING NEW YORK STATE CONTRACT ORDERS:				
CONTRACTOR	CONTACT	PHONE #	TOLL FREE#	FAX #
A-Target Sales	Alexander Kopelowitz	718-366-2847	NA	718-679-9562
Dart Seasonal Products	Barry Wachsler	516-569-7669	NA	516-569-3270

PERSON TO CONTACT IN THE EVENT OF AN EMERGENCY OCCURRING AFTER BUSINESS HOURS OR ON WEEKEND/HOLIDAYS:				
CONTRACTOR	CONTACT	PHONE #	TOLL FREE #	CELL #
A-Target Sales	Alex Kopelowitz	718-366-2847	NA	NA
Dart Seasonal Products	Barry Wachsler	845-222-6222	NA	845-222-6222

A-Target Sales - Hours - M-F - 9am-5pm

Dart Seasonal Products - Hours - M-F - 9am -5pm, Weekend 9am - 5pm

PRICE CALCULATION/QUICK QUOTE WORKSHEET

PLEASE NOTE THAT THE USE OF THIS WORKSHEET IS MANDATORY IF THE LOWEST PRICED CONTRACTOR IS NOT UTILIZED

CALCIUM CHLORIDE FLAKE/PELLET

SECTION A

Agency _____ Date _____

Agency Location _____ Telephone Number _____

Estimated Total Quantity Required: _____ TONS - (Flake or Pellet)

Required Delivery Date _____



SECTION B

Company Name _____

Location _____

Telephone _____

PRICE AS INDICATED IN SECTION A: _____ TONS

Can Contractor Supply. YES _____ NO _____

Can Contractor meet Schedule. YES _____ NO _____

Contractor Signature _____



SECTION C

Agency Comments* _____

*Explain under "Agency Comments" any rejection of lowest price.

**State of New York
Office of General Services
PROCUREMENT SERVICES GROUP
Contract Performance Report**

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve our contract award, where appropriate. **Comments should include those of the product's end user.**

Contract No.: _____ **Contractor:** _____

Describe Product* Provided (Include Item No., if available): _____

***Note:** "Product" is defined as a deliverable under any Bid or Contract, which may include commodities (including printing), services and/or technology. The term "Product" includes Licensed Software.

	Excellent	Good	Acceptable	Unacceptable
• Product meets your needs				
• Product meets contract specifications				
• Pricing				

CONTRACTOR

	Excellent	Good	Acceptable	Unacceptable
• Timeliness of delivery				
• Completeness of order (fill rate)				
• Responsiveness to inquiries				
• Employee courtesy				
• Problem resolution				

Comments: _____

Agency: _____ Prepared by: _____
 Address: _____ Title: _____
 _____ Date: _____
 _____ Phone: _____
 _____ E-mail: _____

Please detach or photocopy this form & return by FAX to 518/474-2437 or mail to:

OGS PROCUREMENT SERVICES GROUP
 Customer Services, 37th Floor
 Corning 2nd Tower - Empire State Plaza
 Albany, New York 12242
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