

REQUEST FOR SOLE SOURCE PRICING
Department of Transportation, Financial Management Division

Item / Distributor: CRYOTECH CF7 Cryotech Deicing Technology	Response Due Date October 12, 2009	Date Prepared September 28, 2009
Delivery Date Requested 2 – 3 days ARO from District(s)	Deliver to (F.O.B.) Bismarck and Fargo Districts, other districts as required	
Buyer Marilyn Langehaug	Phone 701-328-4466	Fax 701-328-0310
Response Mailing Address NDDOT, Procurement, 608 East Boulevard Avenue, Room 222, Bismarck, ND 58505-0700		

Terms and Conditions:

1. Prices must be delivered prices, F.O.B. the shipping point indicated. Supplier must pay all transportation and handling charges. Supplier is responsible for delivery to the point of destination, and shall file any claims with the carrier for losses.
2. The unit prices are to be according to the unit of measurement specified in the solicitation. In the event of mathematical differences between the unit price and extended total price, the unit price will prevail.
3. Unless otherwise indicated by the supplier, it will be assumed that product specifications are met in all respects.
4. The state does not pay sales tax or federal excise tax: state sales tax exemption number E-2001; federal tax free transaction number 45-70-0010K. Certifications are available upon request.
5. The State reserves the right to reject any or all responses wholly or in part.
6. All material and workmanship shall be subject to inspection and test by the state. The state reserves the right to reject any goods which fail to meet the specifications contained herein or the seller's express or implied warranties. Rejected goods shall be removed at the expense of the seller, including transportation both ways.
7. Suppliers must comply with the state laws and rules governing State Procurement practices as found on the website <http://www.nd.gov/spo/>
8. Supplier requests relating to access to records must be consistent with the N.D. open records law.
9. Response must be submitted on this form.
10. Response may be faxed to MARILYN LANGEHAUG, 701-328-0310.
11. Supplier is to indicate minimum delivery quantity order requirement. Quantities given herein are estimates. Districts will enter purchase orders reflecting actual order quantity based on minimum delivery requirement.
12. Purchase orders will be entered by the District(s) as necessary to support road maintenance requirements.
13. Delivery directions to be provided with purchase order.

THE FOLLOWING TO BE COMPLETED BY SUPPLIER:

SERVICE REPRESENTATIVE:

NAME: Roxanna J. Huffman
(Name and title of person servicing this contract)

BUSINESS NAME: Cryotech Deicing Technology, a div. of General Atomics International Services Corporation

MAILING ADDRESS: 6103 Othoway
(Address to which purchase orders are to be sent)

CITY & STATE: Fort Madison, IA ZIP CODE: 52627

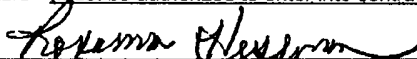
PHONE NUMBER: 319-372-6012 TOLL FREE: 800-346-7237

FAX NUMBER: 319-372-2662 E-MAIL bid-receiving@cryotech.com

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Item	Quantity	Unit	Specifications	Unit Price (per Gal)	Total
1	9,000	GAL	Full truckload pricing, FOB Destination CF7, Potassium Acetate FOB Bismarck District Delivery days ARO: <u>2 - 3 days</u>	\$ 6.10*	\$ 54,900.00
2	5,000	GAL	CF7, Potassium Acetate FOB Fargo District, Hillsboro Section Delivery days ARO: <u>2 - 3 days</u> Minimum delivery quantity per order <u>4400</u> Gallons CF7 will ship from: <u>Fort Madison</u> , <u>Iowa</u> (City) (State)	\$ 5.96*	\$ 29,800.00

*pricing is based on full truckload orders and is valid through 3/31/10

Supplier Name and Title - Please Print Roxanna J. Huffman, Manager, Operations
Supplier Signature - (Must be authorized to enter into contracts on behalf of the company.) 



October 8, 2009

ND DOT
Procurement
Attn: Marilyn Langehaug
608 East Boulevard Avenue
Room 222
Bismarck, ND 58505-0700

RE: Request for Sole Source Pricing; CF7

Dear Ms. Langehaug:

Cryotech Deicing Technology is pleased to respond herein to the subject request for sole source pricing. The Liquid Runway Deicer shall be Cryotech CF7[®] liquid commercial deicer. Product documentation follows.

Please see attached documents for our response to your requirements.

Thank you for this opportunity to work with the ND DOT.

Submitted,

CRYOTECH DEICING TECHNOLOGY

A handwritten signature in black ink, appearing to read "Roxanna Huffman".

ROXANNA HUFFMAN
Manager, Operations



October 8, 2009

**CRYOTECH DEICING TECHNOLOGY
Request for Sole Source Pricing; CF7**

General (Cryotech Deicing Technology)

- Cryotech's core business is deicers. All personnel are dedicated to meeting deicer customer needs.
- Cryotech is ISO9001:2008 and ISO14001:2004 certified. This assures its customers that Cryotech deicers always meet a rigorous, internationally recognized quality standard.
- 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 9001:2008 quality certification and vendor monitoring program.
- Cryotech and its partners have 24-hour customer service utilizing answering services, cellular phones and pagers to insure that someone is always available to respond.

Distribution Plan for Potassium Acetate (Cryotech CF7®)

- Cryotech has CF7 production in Fort Madison, IA and could deliver to the ND DOT within 2 – 3 days after receipt of order (ARO).
- Orders are shipped in approximately 4400 gallon quantities – due to the weight of the product, this is typically the maximum carriers can ship.