

STATE OF VERMONT  
CONTRACT AMENDMENT

It is hereby agreed by and between the State of Vermont, Department of Buildings and General Services, Office of Purchasing & Contracting (the "State") and Nachurs Alpine Solutions, LLC, with a principal place of business in Marion, OH (the "Contractor") that the contract between them originally dated as of January 25, 2021, Contract # 41230, as amended to date, (the "Contract") is hereby amended as follows:

I. **Attachment A, Scope of Services.** The scope of services is amended as follows:

Section 1 of Attachment A is hereby stricken in its entirety, and replaced with:

AVIATION DEICER, LIQUID AND SOLID:

| Deicer Category                      | UOM                                     | Describe all available packaging sizes (if pricing varies by packaging size, indicate prices distinct per available packaging size)                                                                                                                   | Unit Price Per gallon                                                 | Describe in detail any volume price discounts, if any | Minimum Order Qty | Delivery Lead Times (Business Days) |
|--------------------------------------|-----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------|-------------------|-------------------------------------|
| Liquid Potassium Acetate Deicer      | Gallons                                 | 275 gallon tote                                                                                                                                                                                                                                       | \$ 6.43                                                               | As                                                    | 2 Totes           | Within 72 hours or as agreed ARO    |
|                                      |                                         | 275 gallon tote                                                                                                                                                                                                                                       | \$ 6.30                                                               | Referenced                                            | 3 Totes           | Within 72 hours or as agreed ARO    |
| Alpine RF-11, Blue                   |                                         | 275 gallon tote                                                                                                                                                                                                                                       | \$ 6.24                                                               | per Min.                                              | 5 Totes           | Within 72 hours or as agreed ARO    |
|                                      |                                         | 275 gallon tote                                                                                                                                                                                                                                       | \$ 6.17                                                               | Order Qty.                                            | 10 Totes          | Within 72 hours or as agreed ARO    |
| PRODUCT ID I000093                   |                                         | Bulk* (Equivalent to fill 6 empty totes)                                                                                                                                                                                                              | \$ 5.39                                                               | Column                                                | 1650 bulk         | Within 72 hours or as agreed ARO    |
|                                      |                                         | Bulk* (Equivalent to fill 12 empty totes)                                                                                                                                                                                                             | \$ 4.91                                                               |                                                       | 3300 bulk         | Within 72 hours or as agreed ARO    |
|                                      |                                         | Bulk* (Equivalent to fill 16 empty totes)                                                                                                                                                                                                             | \$ 4.79                                                               |                                                       | 4400 bulk         | Within 72 hours or as agreed ARO    |
| Nachurs Alpine Solutions Ind. (NASi) |                                         | Potassium Acetate, 50% by weight                                                                                                                                                                                                                      |                                                                       |                                                       |                   |                                     |
|                                      |                                         | Totes and Bulk                                                                                                                                                                                                                                        |                                                                       |                                                       |                   |                                     |
|                                      |                                         | *If NASi ships bulk to fill empty totes a waiver/release form needs to be executed by the State of VT since the totes are not in the possession of NASi.                                                                                              |                                                                       |                                                       |                   |                                     |
|                                      |                                         | Carriers allow 2 hours unloading at no charge. If unloading exceeds 2 hours, there will be \$75.00 per hour fee. An Airport Staff member needs to be provided to hold the hose into the totes as the Driver has to operate the pump on the equipment. |                                                                       |                                                       |                   |                                     |
|                                      |                                         | Unit prices quotes are for single stop deliveries                                                                                                                                                                                                     |                                                                       |                                                       |                   |                                     |
|                                      |                                         |                                                                                                                                                                                                                                                       | Unit price per MT                                                     |                                                       |                   |                                     |
| Solid Granular Runway Deicer         | TON (Quoting MT)                        | Pallet of 40 x 25kg or MT super sack                                                                                                                                                                                                                  | \$ 1,632.56                                                           | As                                                    | 1                 | Within 72 hours or as agreed ARO    |
|                                      |                                         | Pallet of 40 x 25kg or MT super sack                                                                                                                                                                                                                  | \$ 1,620.68                                                           | Referenced                                            | 2                 | Within 72 hours or as agreed ARO    |
| IceCare Sodium Formate, Blue         |                                         | Pallet of 40 x 25kg or MT super sack                                                                                                                                                                                                                  | \$ 1,598.63                                                           | Per Min.                                              | 3                 | Within 72 hours or as agreed ARO    |
|                                      |                                         | Pallet of 40 x 25kg or MT super sack                                                                                                                                                                                                                  | \$ 1,587.60                                                           | Order Qty.                                            | 4                 | Within 72 hours or as agreed ARO    |
| Sodium Formate, 98%                  |                                         | Pallet of 40 x 25kg or MT super sack                                                                                                                                                                                                                  | \$ 1,580.99                                                           | Column                                                | 5                 | Within 72 hours or as agreed ARO    |
| Irregular granular 2-6 mm            |                                         | Super sack or pallets - Full Truckload                                                                                                                                                                                                                | \$ 1,433.25                                                           |                                                       | 20                | Within 72 hours or as agreed ARO    |
| PRODUCT ID: I000167                  | Specify bulk or packaging if available: |                                                                                                                                                                                                                                                       |                                                                       |                                                       |                   |                                     |
|                                      | Packaging:                              |                                                                                                                                                                                                                                                       |                                                                       |                                                       |                   |                                     |
| MKS / NASi U.S. Distributor          | Number of LBS per UOM:                  |                                                                                                                                                                                                                                                       | Pallet of 40 x 25 kg = 2204.62 lbs<br>1 supersack (MT) = 2204.62 lbs. |                                                       |                   |                                     |
|                                      |                                         |                                                                                                                                                                                                                                                       |                                                                       |                                                       |                   |                                     |
|                                      |                                         |                                                                                                                                                                                                                                                       |                                                                       |                                                       |                   |                                     |

**Taxes Due to the State.** Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, the Contractor is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due the State of Vermont.

Child Support (Applicable to natural persons only; not applicable to corporations, partnerships or LLCs). Contractor is under no obligation to pay child support or is in good standing with respect to or in full compliance with a plan to pay any and all child support payable under a support order as of the date of this amendment.

Certification Regarding Suspension or Debarment. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, neither Contractor nor Contractor’s principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in federal programs, or programs supported in whole or in part by federal funds.

Contractor further certifies under pains and penalties of perjury that, as of the date this contract amendment is signed, Contractor is not presently debarred, suspended, nor named on the State’s debarment list at: <http://bgs.vermont.gov/purchasing-contracting/debarment>

This document consists of 2 pages. Except as modified by this Amendment No. 1, all provisions of the Contract remain in full force and effect.

The signatures of the undersigned indicate that each has read and agrees to be bound by this Amendment to the Contract.

**STATE OF VERMONT**

**NACHURS ALPINE SOLUTIONS, LLC**

**By:** \_\_\_\_\_

**By:** \_\_\_\_\_

**Name:** Jennifer Fitch

**Name:** \_\_\_\_\_

**Title:** Commissioner - Buildings and  
General Services

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_

STANDARD CONTACT

1. **Parties.** This is a contract between the State of Vermont, Department of Buildings & General Services, Office of Purchasing & Contracting (hereinafter called “State”), and Nachurs Alpine Solutions, LLC, with a principal place of business in Marion, OH, (hereinafter called “Contractor”). Contractor’s form of business organization is limited liability company. It is Contractor’s responsibility to contact the Vermont Department of Taxes to determine if, by law, Contractor is required to have a Vermont Department of Taxes Business Account Number.

2. **Subject Matter.** The subject matter of this contract is commodities generally on the subject of Aviation Solid Airfield Deicer. Detailed requirements to be provided by Contractor are described in Attachment A.

3. **Maximum Amount.** In consideration of the commodities to be provided by Contractor, the State agrees to pay Contractor, in accordance with the payment provisions specified in Attachment B, a sum not to exceed \$500,000.00.

4. **Contract Term.** The period of contractor’s performance shall begin on January 25, 2021, and end on January 24, 2023, with the State having two options to renew, of one year each.

5. **Prior Approvals.** This Contract shall not be binding unless and until all requisite prior approvals have been obtained in accordance with current State law, bulletins, and interpretations.

6. **Amendment.** No changes, modifications, or amendments in the terms and conditions of this contract shall be effective unless reduced to writing, numbered and signed by the duly authorized representative of the State and Contractor.

7. **Termination/Cancellation/Rejection.** The State specifically reserves the right upon written notice to immediately terminate the contract or any portion thereof at no additional cost to the State, providing, in the opinion of its Commissioner of Buildings and General Services, the products supplied by Contractor are not satisfactory or are not consistent with the terms of this Contract. The State also specifically reserves the right upon written notice, and at no additional cost to the State, to immediately terminate the contract for convenience and/or to immediately reject or cancel any order for convenience at any time prior to shipping notification.

8. **Attachments.** This contract consists of 6 pages including the following attachments which are incorporated herein:

Attachment A - Statement of Work

Attachment B - Payment Provisions

Attachment C – “Standard State Provisions for Contracts and Grants” a preprinted form (revision date 12/15/2017)

9. **Order of Precedence.** Any ambiguity, conflict or inconsistency between the documents comprising this contract shall be resolved according to the following order of precedence:

(1) Standard Contract

- (2) Attachment C (Standard Contract Provisions for Contracts and Grants)
- (3) Attachment A
- (4) Attachment B

**WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT**

By the State of Vermont:

By the Contractor:

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: Jennifer Fitch - Commissioner

Name: \_\_\_\_\_

Title: Buildings & General Services

Title: \_\_\_\_\_

**ATTACHMENT A – STATEMENT OF WORK**

The Contractor shall provide:

1. Aviation Solid Airfield Deicer, Brand/type Icecare SF, Blue, I000167, 98% concentration.

Pricing as follows (MT = Metric Ton):

|                                         |                                        | PRICE PER MT |            | MIN ORDER FOR PRICE | DELIVERY:                        |
|-----------------------------------------|----------------------------------------|--------------|------------|---------------------|----------------------------------|
| TON (Quoting MT)                        | Pallet of 40 x 25kg or MT super sack   | \$ 1,632.56  | As         | 1                   | Within 72 hours or as agreed ARO |
|                                         | Pallet of 40 x 25kg or MT super sack   | \$ 1,620.68  | Referenced | 2                   | Within 72 hours or as agreed ARO |
|                                         | Pallet of 40 x 25kg or MT super sack   | \$ 1,598.63  | Per Min.   | 3                   | Within 72 hours or as agreed ARO |
|                                         | Pallet of 40 x 25kg or MT super sack   | \$ 1,587.60  | Order Qty. | 4                   | Within 72 hours or as agreed ARO |
|                                         | Pallet of 40 x 25kg or MT super sack   | \$ 1,580.99  | Column     | 5                   | Within 72 hours or as agreed ARO |
|                                         | Super sack or pallets - Full Truckload | \$ 1,433.25  |            | 20                  | Within 72 hours or as agreed ARO |
| Specify bulk or packaging if available: |                                        |              |            |                     |                                  |
| Packaging:                              |                                        |              |            |                     |                                  |
| Number of LBS per UOM:                  | Pallet of 40 x 25 kg = 2204.62 lbs     |              |            |                     |                                  |
|                                         | 1 supersack (MT) = 2204.62 lbs.        |              |            |                     |                                  |

2. **WARRANTY:** If applicable, each product purchased hereunder shall include a manufacturer’s written warranty, which must be based on commercial use, and extend for a minimum term of one (1) year from the date a Product is available for use by the purchaser, or such longer period as set forth in the written warranty.
3. **REPORTING REQUIREMENTS:** Contractor will be required to submit quarterly product sales report to the Purchasing Agent pursuant to the schedule below detailing the purchasing of all items under this Contractor. Contractor’s reporting shall state "no activity" for any month in which there is no activity during a quarterly reporting period.
  - a. The reports shall be an excel spreadsheet transmitted electronically to the Purchasing Agent.
  - b. Reports are due for each quarter as follows:

| Reporting Period         | Report Due |
|--------------------------|------------|
| January 1 to March 31    | April 30   |
| April 1 to June 30       | July 31    |
| July 1 to September 30   | October 31 |
| October 1 to December 31 | January 31 |

- c. Failure to meet these reporting requirements may result in suspension or termination of this Participating Addendum.
- d. Notwithstanding the fact that any payment obligation for sales by contractor to any political subdivision or college, pursuant to “Purchasing Entities,” below, shall be solely between the political subdivision or college and the contractor, the contractor must include, in reporting to

State, the figures on quantities sold by contractor to, and amounts paid to contractor by, any such political subdivisions or independent colleges.

4. **DELIVERY:** Responsibility for product delivery remains with Contractor until the product is properly delivered and signed for. Contractor shall securely and properly pack all shipments in accordance with accepted commercial practices. Upon delivery, all packaging and containers shall become the property of the State, unless otherwise stated. Delivered goods that do not conform to the specifications or are not in good condition upon receipt shall be replaced promptly by the Contractor.
5. **QUALITY:** All products will be new and unused. All products provided by the Contractor must meet all federal, state, and local standards for quality and safety requirements. Products not meeting the requirements of this section will be deemed unacceptable and returned to the Contractor for credit at no charge to the State.
6. **DEFAULT:** In case of default of the Contractor, the State may procure the materials or supplies from other sources and hold the Contractor responsible for any excess cost occasioned thereby, provided, that if public necessity requires the use of materials or supplies not conforming to the specifications they may be accepted and payment therefore shall be made at a proper reduction in price.
7. **Primary Contacts.** The Parties will keep and maintain current at all times a primary point of contact for this contract. The primary contacts for this this Contract are as follows:

e. **For the Contractor:**

Name: Carla Potts  
Phone: (740) 396-9759  
Email: cpotts@nasi-tm.com

f. **For the State:**

Name: Trevor R. Lewis, State Commodity Procurement Administrator  
Address: 109 State Street, Montpelier, VT 05633-3001  
Phone: 802/828-2217  
Fax: 802/828-2222  
Email: [Trevor.R.Lewis@vermont.gov](mailto:Trevor.R.Lewis@vermont.gov)

8. **Purchasing Entities:** This Participating Addendum may be used by (a) all departments, offices, institutions, and other agencies of the State of Vermont and counties (each a “State Purchaser”) according to the process for ordering and other restrictions applicable to State Purchasers set forth herein; and (b) political subdivisions of the State of Vermont and any institution of higher education chartered in Vermont and accredited or holding a certificate of approval from the State Board of Education as authorized under 29 V.S.A. § 902 (each an “Additional Purchaser”). Issues concerning interpretation and eligibility for participation are solely within the authority of the State of Vermont Chief Procurement Officer. The State of Vermont and its officers and employees shall have no responsibility or liability for Additional Purchasers. Each Additional Purchaser is to make its own determination whether this Participating Addendum and the Master Agreement are consistent with its procurement policies and regulations.

## ATTACHMENT B – PAYMENT PROVISIONS

The maximum dollar amount payable under this contract is not intended as any form of a guaranteed amount. The Contractor will be paid for products actually delivered or performed, as specified in Attachment A, up to the maximum allowable amount specified on page 1 of this contract.

1. Prior to commencement of work and release of any payments, Contractor shall submit to the State:
  - a. a certificate of insurance consistent with the requirements set forth in Attachment C, Section 8 (Insurance), and with any additional requirements for insurance as may be set forth elsewhere in this contract; and
2. Payment terms are **Net 30** days from the date the State receives an error-free invoice with all necessary and complete supporting documentation.
3. All invoices are to be rendered by the Contractor on the vendor's standard billhead and forwarded directly to the institution or agency ordering materials and shall specify the address to which payments will be sent.
4. **PRICING:** Contractor shall provide all products F.O.B. delivery to the ordering facility at no additional cost to the State. No request for extra delivery cost will be honored. All equipment shall be delivered assembled, serviced, and ready for immediate use, unless otherwise requested by the State. No charge for packing, shipping, or for any other purpose will be allowed over and above the price quoted.
5. Contractor shall submit invoice(s) to:

As specified on each purchase order issued under this contract
6. Following complete delivery of the items, each as specified in Attachment A, and the State's written confirmation to the Contractor of the State's acceptance of those items and that training, Contractor will, within 15 business days, invoice the State in accordance with the rates specified in Attachment A.
7. Unless otherwise indicated in a manufacturer's return policy, unopened Products can be returned with no restocking fee up to 30 days from the date of receipt.
8. The State Purchasing Card may be used by State Purchasers for the payment of invoices. Use of the Purchasing Card requires all required documentation applicable to the purchase. The Purchasing Card is a payment mechanism, not a procurement approach and, therefore, does not relieve State Purchasers from adhering to all procurement laws, regulations, policies, procedures, and best practices.

**ATTACHMENT C: STANDARD STATE PROVISIONS  
FOR CONTRACTS AND GRANTS  
REVISED DECEMBER 15, 2017**

**“Attachment C: Standard State Provisions for Contracts and Grants” (revision version dated December 15, 2017) constitutes part of this Agreement and is hereby incorporated by reference as if fully set forth herein and shall apply to the purchase of all goods and/or services by the State under this Agreement. A copy of this document is available online at: <https://bgs.vermont.gov/purchasing-contracting/forms>.**