

Town of Needham, Massachusetts 02492
Invitation for Bids
Winter De-Icing Liquids
26DPW122G

Notice to All Prospective Bidders

ADDENDUM #2 RELEASED (November 6, 2025)

**The Town would like to make the following changes to the Invitation for Bids for
26DPW122G:**

**1. Under 2.11 Item 3: Organic base de-icer with Magnesium Chloride (blended), please note the following changes:
MAGIC-0 or EQUAL SPECIFICATIONS**

This product must be 20% organic byproduct performance enhancer and 80% magnesium calcium chloride brine for a liquid de-icing agent.

1. This product must be organic based with added **magnesium Divalent** Chloride between 21.4%-23.4 % and an organic content between 15%-17%
2. **Minimum Magnesium content of 16%**
3. Have a specific gravity between 1.29- 1.31
4. Have a freeze point in the range of -45 degrees F
5. And have the capability to have approximately 99% of the product pass thru a #10 sieve
6. And the following specifications for heavy metals

Metal	Typical Value	Specification Limit
Arsenic	<1.0	Max 5.00 ppm
Barium	<0.5	Max 100. 0 ppm
Cadmium	<0.05	Max 0.20 ppm
Chromium	<0.5	Max 1.0 ppm
Copper	1.3	Max 4.0 ppm
Lead	<0.5	Max 1.0 ppm
Mercury	<0.02	Max 0.05 ppm
Selenium	<1.0	Max 5.0 ppm
Zinc	<0.1	Max 10.0 ppm

**2. Under 2.13 Item 5: Liquid Calcium Chloride please note the following changes:
ProMelt CAL ~~30~~ or EQUAL SPECIFICATIONS**

**3. Under 2.14 Item 6: Liquid Magnesium Chloride please note the following changes:
ProMelt ~~MAG-30~~ Magnesium (Corrosion Inhibited) or EQUAL SPECIFICATIONS**

This product must be a liquid Magnesium chloride brine for a liquid de-icing agent.

1. This product must be liquid **magnesium Divalent** Chloride between 22% - 30%
2. **Minimum Magnesium content of 21%**
3. **The product should contain a corrosion inhibitor**
4. Have a specific gravity between 1.29- 1.3
5. Have a freeze point in the range of 1-degree F
6. And have the capability to have approximately 99% of the product pass thru a #10 sieve
7. And the following specifications for Heavy Metals

Metal	Typical Value	Specification Limit
Arsenic	<1.0	Max 5.00 ppm
Barium	<0.5	Max 100. 0 ppm
Cadmium	<0.05	Max 0.20 ppm
Chromium	<0.5	Max 1.0 ppm
Copper	<0.1	Max 1.0 ppm
Lead	<0.5	Max 1.0 ppm
Mercury	<0.02	Max 0.05 ppm
Selenium	<1.0	Max 5.0 ppm

Bid Item 5 now specifies the product name as **ProMelt CAL** (formerly ProMelt CAL 30).

Bid Item 6 now specifies the product name as **ProMelt Magnesium (Corrosion Inhibited)** (formerly ProMelt MAG 30).

All bidders must submit their bids using the revised Bid Sheet attached to Addendum #2 to be considered as a qualifying bid

The above responses were prepared by or in consultation with:

Katie Bamber, Administrative Analyst

Tyler Gabrielski, Director of Streets & Transportation

Ashley Ellis, Management Analyst

The Town reserves the right to reject any and all bids as determined to be in the best interests of the Town and to waive minor informalities.

Bid Form A: Bid Sheet (1 of 3) *Revised*
Winter De-Icing Liquids
26DPW122G

All prices need to be submitted to TWO decimal places.

Bid Item 1: Organic-Based De-Icer with no Chlorides (DLA or for blending) BioMelt AG64 Total Estimated Quantity: 108,000 gallons		
Description		Unit Price
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons</i>	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons</i>	/gal.

Bid Item 2: Organic-Based De-Icer with no Chlorides (for blending) GeoMelt 55 Total Estimated Quantity: 15,000 gallons		
Description		Unit Price
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons</i>	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons</i>	/gal.

Bid Item 3: Organic Base De-Icer with Magnesium Chloride (blended) Magic -0 Total Estimated Quantity: 55,000 gallons		
Description		Unit Price
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons</i>	/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons</i>	/gal.

Company Name: _____

This form must be completed and filed with bid submission

Bid Form A: Bid Sheet (2 of 3)*Revised*
Winter De-Icing Liquids
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All prices need to be submitted to TWO decimal places.

Bid Item 4: Salt Brine Blended with Organic-Based De-Icer with no Chlorides [80/20] GeoMelt S8 Total Estimated Quantity: 86,000 gallons			
Description		Unit Price	
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)		/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons</i>		<i>/gal.</i>
	<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons</i>		<i>/gal.</i>
Bid Item 5: Liquid Calcium Chloride ProMelt CAL Total Estimated Quantity: 20,000 gallons			
Description		Unit Price	
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)		/gal.
	<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons</i>		<i>/gal.</i>
	<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons</i>		<i>/gal.</i>

Company Name: _____

This form must be completed and filed with bid submission

Bid Form A: Bid Sheet (3 of 3) *Revised*
Winter De-Icing Liquids
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All prices need to be submitted to TWO decimal places.

Bid Item 6: Liquid Magnesium Chloride ProMelt Magnesium (Corrosion Inhibited) With Blue Dye Total Estimated Quantity: 109,000 gallons			
Description		Unit Price	
A	Cost per Gallon for bulk delivery quantities (Minimum of 3,000 gallons)		/gal.
<i>For Informational Purposes Only - Per Unit Price for Volumes Over 5,000 gallons With Blue Dye</i>			<i>/gal.</i>
<i>For Informational Purposes Only - Per Unit Price for Volumes Under 3,000 gallons With Blue Dye</i>			<i>/gal.</i>

Bidder Acknowledges Addenda #: _____

Company Name: _____ Number of Years in Business: _____

Address: _____

Authorized Signature: _____

Printed Name & Title: _____

This form must be completed and filed with bid submission