

Liquid Calcium Chloride  
 HWAY 13-23 Tally Sheet – March 29, 2013

| BIDDERS                          | Innovative Municipal Products |                    |  | Peckham Materials Corp |                    |  |
|----------------------------------|-------------------------------|--------------------|--|------------------------|--------------------|--|
|                                  | 35%<br>Applied/gal            | 35%<br>Storage/gal | 32%<br>Storage/Gal<br>Snow/Ice<br>Ctrl | 35%<br>Applied/gal     | 35%<br>Storage/gal | 32%<br>Storage/Gal<br>Snow/Ice<br>Ctrl |
| Chesterfield                     | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Crown Point                      | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Elizabethtown                    | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Essex                            | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Jay                              | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Keene                            | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Lewis                            | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Minerva                          | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Moriah                           | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Newcomb                          | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| North Elba                       | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| North Hudson                     | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Schroon                          | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| St Armand                        | 1.00                          | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Ticonderoga                      | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Westport                         | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Willsboro                        | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Wilmington                       | .99                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |
| Essex Co DPW –<br>Highway, Lewis | .97                           | .93                | .90                                    | 1.014                  | 1.014              | 1.014                                  |

**SUBJECT TO FINAL APPROVAL**