

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 01

SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

| | | |
|---|--|---|
| VENDOR ID: INNOVATIVE MUNICIPAL PRODUCTS US INC DBA INNOVATIVE SURFACE SOLUTIONS 454 RIVER RD GLENMONT, NY (800)387-5777 EXT 110 | | REFER QUESTIONS TO: CINDY MCCUALEY (410)767-4082 CINDY.MCCAULEY@MARYLAND.GOV |
| ITB: | EXPR DATE: 06/30/26 POST DATE: 08/27/24 | DISCOUNT TERMS: . . . CONTRACT AMOUNT: NET 30 DAY .00 |

TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

STATEWIDE CONTRACT

FOR

LIQUID MAGNESIUM CHLORIDE

MODIFICATION #2 - PRICE ADJUSTMENT MADE FROM \$1.36/GAL TO \$1.41/GAL.

THE TERM OF THIS CONTRACT IS FOR (6) MONTH EXTENSION FROM DECEMBER 31 2025 THROUGH JUNE 31, 2026.

THERE ARE NO REMAINING OPTIONS LEFT UNDER ORIGINAL CONTRACT 001B1600199.

AGENCY CONTACT: CINDY MCCUALEY
410-767-4081
CINDY.MCCAULEY5@MARYLAND.GOV

VENDOR CONTACT: INNOVATIVE MUNICIPAL PRODUCTS (US) INC.
SYED ALI
800-387-5777 EXT 110
SALI@INNOVATIVECOMPANY.COM

PRODUCT SPECIFICATIONS:

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 02

TERMS (cont'd):

THIS CONTRACT IS FOR THE SUPPLY AND DELIVERY OF LIQUID CORROSION-INHIBITED MAGNESIUM CHLORIDE TO BE USED AS A LIQUID DE-ICING AGENT FOR PRE-WETTING SALT FOR WINTER STORMS.

MAGNESIUM CHLORIDE 27+/- 1% CONCENTRATION WITH A CORROSION INHIBITOR THAT CONFORMS TO PERTINENT PACIFIC NORTHWEST SNOWFIGHTERS (PNS) SPECIFICATIONS. PERCENT BY WEIGHT SULFATE, PERCENT BY WEIGHT SPECIFIC GRAVITY AT 60 DEGREES FAHRENHEIT. RECOMMENDED LEVEL: 26% MIN/28% MAX. LESS THAN 2%; 1.251 MIN SPECIFIC GRAVITY, 1.272 MAX SPECIFIC GRAVITY.

PRODUCTS MUST BE UNIFORMLY PREMIXED TO THE APPROPRIATE SPECIFICATION BEFORE THE PRODUCT IS PLACED ON A DELIVERY TRUCK. VENDOR MUST SUPPLY A CERTIFIED LOAD TICKET VERIFYING PERCENT AND TYPE OF PRODUCT SOLUTION AND THE NUMBER OF GALLONS.

DELIVERY:

ALL DELIVERIES WILL BE COMPLETED WITHIN SEVEN CALENDAR DAYS AFTER THE SUPPLIER RECEIVES AN ORDER, ORALLY OR IN WRITING, FROM THE USING AUTHORITY.

THE VENDOR SHALL PROVIDE ALL THE MATERIAL, EQUIPMENT, SUPPLIES, TRANSPORTATION AND ALL OTHER INCIDENTALS REQUIRED TO SUPPLY MDOT SHA WITH LIQUID CORROSION-INHIBITED MAGNESIUM CHLORIDE. ALL PRICES ARE PER GALLON DELIVERED F.O.B. CUSTOMER'S TANKS. CONTRACT PRICE INCLUDES ANY ADMINISTRATIVE COSTS AND/OR FEES.

DELIVERIES MUST BE MADE BY TRUCKS THAT HAVE UNDERGONE A THOROUGH CLEANING FOR THE PURPOSE OF ASSURING THAT THE LIQUID CORROSION INHIBITED MAGNESIUM CHLORIDE IS NOT CONTAMINATED BY FOREIGN MATERIAL. IF THE AUTHORIZED REPRESENTATIVE, AT THE DELIVERY POINT DETERMINES THAT A LOAD OF LIQUID CORROSION INHIBITED MAGNESIUM CHLORIDE IS CONTAMINATED OR OTHERWISE DOES NOT MEET SPECIFICATIONS, THE SHIPMENT WILL BE REJECTED AT THE VENDOR'S EXPENSE. DELIVERIES SHALL ONLY BE MADE DURING NORMAL BUSINESS HOURS (MONDAY THROUGH FRIDAY, 7:30 AM - 3:30 PM) UNLESS THE SUPPLIER GETS APPROVAL AND MAKES ARRANGEMENTS WITH THE RECEIVING FACILITY IN ADVANCE OF ANY ANTICIPATED DELIVERY DURING NON-BUSINESS HOURS.

METERED DELIVERY TICKETS SHALL BE SIGNED BY THE AUTHORIZED REPRESENTATIVE AT THE TIME DELIVERY IS MADE. REQUIREMENTS FOR METERED DELIVERIES SHALL BE AS FOLLOWS:

TANK WAGON DELIVERIES - ALL DELIVERIES MUST BE METERED WITH READINGS IMPRINTED ON DELIVERY TICKET.

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 03

TERMS (cont'd):

TRANSPORT DELIVERIES - IN THOSE INSTANCES WHEN DELIVERY VEHICLES ARE EQUIPPED WITH METERS, DELIVERIES MUST BE METERED AND IMPRINTED ON TICKET IF DELIVERY VEHICLES ARE NOT METER EQUIPPED, TRANSPORT LOADS WILL BE METERED AND SEALED AT THE TERMINAL. WRITTEN EVIDENCE OF SUCH METERING SHALL BE PROVIDED TO THE USER AT TIME OF DELIVERY.

ALL DELIVERIES MUST BE COORDINATED THROUGH AN AUTHORIZED REPRESENTATIVE(S). THE AUTHORIZED REPRESENTATIVE(S) WILL SIGN A DELIVERY RECEIPT CERTIFYING RECEIPT OF MATERIAL. NO PAYMENT WILL BE MADE UNLESS A DELIVERY TICKET IS SIGNED.

DELIVERY OF SPLIT-LOADS: AT MDOT SHA'S REQUEST, THE VENDOR WILL DELIVER A TANKER LOAD OF MATERIAL TO MORE THAN ONE LOCATION. MDOT SHA WILL PAY THE VENDOR AN ADDITIONAL \$100.00 WHEN A DELIVERY IS SHARED BETWEEN TWO LOCATIONS. FOR EXAMPLE, IF TWO FACILITIES SHARE A SINGLE TANKER LOAD OF MATERIAL, MDOT SHA WILL PAY THE VENDOR AN EXTRA \$100.00. IF THREE FACILITIES SHARE A SINGLE TANKER LOAD OF MATERIAL, MDOT SHA WILL PAY THE VENDOR AN EXTRA \$200.00. IF FOUR LOCATIONS SHARE A SINGLE TANKER LOAD OF MATERIAL, THE VENDOR WILL BE PAID AN ADDITIONAL \$300.00. ALL DELIVERIES OF SHARED LOADS WILL BE MADE WITHIN THE SAME COUNTY OR WITH AN ADJACENT COUNTY IN MARYLAND (SEE ATTACHED DELIVERY LOCATIONS). ALL LOADS, INCLUDING SHARED LOADS WILL WILL TOTAL A MINIMUM OF 4,000 GALLONS.

DELIVERY SITES:

THE FOLLOWING SALT DOME/BARN SITES HAVE 6,000 GALLON AND/OR 10,000 STORAGE TANKS. THE LOCATIONS LISTED SHOULD BE USED BY VENDORS TO GET A GENERAL IDEA WHERE THE STRUCTURES ARE LOCATED. PLEASE CONTACT THE FOLLOWING RESIDENT MAINTENANCE ENGINEERS OR REPRESENTATIVES TO COORDINATE EACH DELIVERY AND TO GET DIRECTIONS TO THE LOCATION:

| | | |
|---|--|--|
| US 40 DOME PULASKI HIGHWAY ROSEDALE MD 21237 ALAN PRICE 410-574-4511 | US 7 DOME 8620 PHILADELPHIA BLVD ROSEDALE MD 21237 ALAN PRICE ALAN PRICE 410-574-4511 | COVE RD DOME 8119 BELLZAR RD BALTIMORE, MD 21222 ALAN PRICE 410-574-4511 |
| BROOKLANDVILLE DOME 10615 FALLS RD ROOKLANDVILLE MD 21093 21244 BRIAN GNEITING 410-329-6752 | HEREFORD SHOP 306 MT. CARMEL RD PARKTON MD 21120 BRIAN GNEITING 410-329-6752 | SECURITY DOME 1707 BELMONT AVE BALTIMORE MD JASON NEIDERER 410-363-1315 |
| OWINGS MILLS SHOP 9130 DOLFIELD ROAD | PIPE YARD 5201 WASHINGTON BLVD | FALLSTON DOME 519 FALLSTON ROAD |

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 04

TERMS (cont'd):

| | | |
|---|--|--|
| OWINGS MILL MD 21117 JASON NEIDERER 410-363-1315 | BALTIMORE, MD 21227 JASON MEIDERER 410-363-1315 | FALLSTON MD 21047 ANTHONY SINCLAIR 410-879-9419 |
| CHURCHVILLE SHOP 3050 CHURCHVILLE ROAD CHURCHVILLE MD 21028 ANTHONY SINCLAIR 410-879-9419 | ABERDEEN SALT DOME 900 S. PHILADELPHIA BLVD ABERDEEN MD 21001 ANTHONY SINCLAIR 410-879-9419 | BUSHES CORNER DOME 4810 ROCKS ROAD STREET MD 21154 ANTHONY SINCLAIR 410-879-9419 |
| MANCHESTER DOME 2602 MANCHESTER ROAD MANCHESTER, MD 21102 DAROPM BRAMJA, 410-876-2061 | FAIRLAND SHOP 12020 PLUM ORCHARD ROAD SILVER SPRING MD 20904 SIDNEY JOHNSON 301-572-5166 | THURMONT DOME 67 EAST MOSER ROAD THURMONT MD 21788 KEN KARLHEIM 301-624-8250 |
| LAUREL SHOP 400 SECOND STREET LAUREL MD 20707 JUSTIN SOSEBEE 301-776-7619 | GLEN BURNIE SHOP 910 STEWART AVENUE GLEN BURNIE MD 21061 MARCUS BROWN 410-766-3770 | DAYTON SHOP 4401 MD RT. 32 DAYTON MD 21036 JIM JONES 410-513-5533 |
| FREDERICK SHOP 5111 BUCKEYESTOWN PIKE FREDERICK MD 21704 KEN KARLHEIM 301-624-8250 | SCAGGSVILLE DOME 7631 OLD COMUMBIA PIKE LAUREL MD 20723 JIM JONES 410-513-5533 | JESSUP SHOP 7295 WATERLOO ROAD WATERLOO, MD 21075 JIM JONES 410-513-5533 |
| MT AIRY SALT DOME 4520 BALTIMORE NATIONAL PIKE MT. AIRY MD 21771 DARION BRANHAM 410-876-2061 | WESTMINSTER SHOP 150 WYNDTRYST DRIVE WESTMINSTER MD 21157 DARION BRAHAM 410-876-2061 | |
| MYERSVILLE DOME 10300 BALTIMORE NATATIONAL PIKE MYERSVILLE MD 21773 20904 KEN KARLHEIM 301-624-8250 | CLARKSBURG DOME MD 121 @ IS 270 CLARKSBURG MD 20871 DARRIN JOHNSON 301-948-2477 | |
| ELLICOTT CITY DOME 10307 BALTIMORE NATIONAL PIKE ELLICOTT CITY MD 21042 JIM JONES 410-513-5533 | UPPER MARLBORO SHOP 6500 SE CRAIN HIGHWAY UPPER MARLBORO MD 20772 ERNIE JOHNSON 301-952-0555 | |

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 05

TERMS (cont'd):

MDOT SHA RESERVES THE RIGHT TO ADD A LIMITED NUMBER OF ADDITIONAL SITES FOR DELIVERY. THE PRICE WILL BE NEGOTIATED BETWEEN THE MDOT SHA AND THE VENDOR. IN ADDITION, MDOT SHA'S PROCUREMENT OF LIQUID MAGNESIUM CHLORIDE WITH CORROSION INHIBITOR WILL BE ON AN AS NEEDED BASIS. THERE ARE NO MINIMUM OR MAXIMUM GUARANTEED PROCUREMENT WITH THIS CONTRACT.

ENVIRONMENTALLY PREFERABLE SNOW AND ICE CONTROL SPECIFICATION: ENVIRONMENTALLY PREFERABLE PACKAGED AND BULK SNOW AND ICE MELTING PRODUCTS SHALL INCLUDE ALTERNATIVES TO CHLORIDE-BASED PRODUCTS.

PACKAGED SNOW AND ICE CONTROL:

PACKAGED DEICING PRODUCTS SHALL BE SODIUM CHLORIDE-FREE AND MEET THE FOLLOWING CRITERIA:

- *EPA DESIGN FOR THE ENVIRONMENT RECOGNIZED (ON DFE LIST)
- *OR ON THE PACIFIC NORTHWEST SNOWFIGHTERS QUALIFIED PRODUCT LIST (QPL)

BULK SNOW AND ICE CONTROL-

PRODUCTS BULK DEICING PRODUCTS SHALL BE LIQUID MAGNESIUM CHLORIDE WITH AGRICULTURALLY BASED CORROSION INHIBITOR AND MEET THE FOLLOWING CRITERIA:

- ON THE PACIFIC NORTHWEST SNOW FIGHTERS QUALIFIED PRODUCT LIST (QPL)
- HAVE A FREEZING POINT OF AT LEAST 35 DEGREES FAHRENHEIT BELOW ZERO
- ACCEPTABLE FOR USE AS AN INHIBITOR FOR SALT BRINES AND THUS ABLE TO BE BLENDED WITH ALL SALT SOLUTIONS WITHOUT STRATIFICATIONS AT ANY TIME
- ACCEPTABLE FOR PRE-WETTING SOLIDS
- USABLE AS AN ADMIX FOR SALT STOCKPILE MIXING TO PREVENT FREEZING OF THE PILE, WITHOUT LEACHING
- MUST IMPROVE ICE MELTING ABILITY AND HELP PREVENT ICE HARDPACK FROM BONDING SURFACES

MUTUAL AGREEMENT OF THE DEPARTMENT OF GENERAL SERVICES AND THE VENDOR. DGS MAY EXTEND THE EXPIRATION DATE OF THE CONTRACT DURING THE FINAL RENEWAL OPTION FOR NINETY (90) DAYS UPON THE AGREEMENT BETWEEN THE DEPARTMENT OF GENERAL SERVICES AND THE VENDOR.

CONTRACT WILL REMAIN IN EFFECT FOR THE TIME PERIOD AND QUANTITY SPECIFIED UNLESS THE CONTRACT IS TERMINATED BY THE STATE. THE STATE MAY TERMINATE ANY CONTRACT WITHOUT SHOWING CAUSE UPON THIRTY (30) DAYS WRITTEN NOTICE.

ANY ITEM LISTED HEREIN NOT DELIVERED IN A TIMELY MANNER OR DOES NOT CONFORM TO THE REQUIREMENTS OF THE CONTRACT, MAY BE PURCHASED ON THE OPEN MARKET BY THE USING AGENCY. THE CONTRACTOR WILL BE CHARGED FOR

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 06

TERMS (cont'd):

ANY PRODUCT COST INCURRED BY THE STATE THAT IS IN EXCESS OF THE CONTRACTED PRICE.

THE MARYLAND STATE HIGHWAY ADMINISTRATION WILL BE THE PRIMARY USER OF THIS CONTRACT. OTHER MARYLAND STATE AND LOCAL DIVISIONS ARE AUTHORIZED TO PURCHASE FROM THIS CONTRACT.

USAGE REPORT:

A REPORT SHALL BE FURNISHED BY THE CONTRACTOR EVERY HUNDRED-TWENTY (120) DAYS DETAILING THE PURCHASE OF ALL ITEMS ON THE CONTRACT. THE REPORT SHALL BE SUBMITTED ELECTRONICALLY IN EXCEL FORMAT. AS A MINIMUM, THE REPORT SHALL REFLECT THE CONTRACT NUMBER, CONTRACT ITEM NUMBER AND DESCRIPTION, THE DOLLAR VOLUME PURCHASED OF EACH ITEM, AGENCY IDENTIFICATION, AND THE CONTRACT TOTAL. THE REPORT SHALL BE FILED WITHIN THIRTY (30) DAYS AFTER THE END OF EACH REPORTING PERIOD. ANY EXCEPTION TO THIS MANDATORY REQUIREMENT MAY RESULT IN CANCELLATION OF THE AWARD.

FAILURE TO PROVIDE THE REPORT WITH THE MINIMUM REQUIRED INFORMATION MAY ALSO NEGATE ANY CONTRACT EXTENSION CLAUSES. REPORT SHALL BE EMAILED TO THE FOLLOWING EMAIL ADDRESSES:

DGS.STATEWIDECONTRACTSUSAGEREPORT@MARYLAND.GOV
GWENDOLYN.ADAMS@MARYLAND.GOV

ELECTRONIC PROCESSING FEE:

A. CONTRACTOR SHALL PAY A CONTRACT ADMINISTRATION FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE CONTRACT ADMINISTRATION FEE IS CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS ANY RETURNS OR CREDITS. THE CONTRACT ADMINISTRATION FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACT'S UNIT PRICES.

D. PRIOR TO AWARD, CONTRACTORS WILL BE ASKED TO CONFIRM IN WRITING THAT THEIR UNIT PRICES INCLUDE THE ONE PERCENT (1%) CONTRACT ADMINISTRATION FEE.

OPEN MARKET CLAUSE*****

THE USING AUTHORITIES MAY PURCHASE ON THE OPEN MARKET THE PRODUCTS LISTED IN THE CASE OF VENDOR FAILURE TO PROVIDE THE COMMODITY IN THE TIME FRAME PRESCRIBED IN THE CONTRACT. VENDOR WILL BE RESPONSIBLE FOR COST DIFFERENCE BETWEEN CONTRACT PRICING AND OPEN MARKET PURCHASE.

*****CONTRACT ACCEPTANCE *****

THE BLANKET PURCHASE ORDER (BPO) ISSUED AS A RESULT OF THE

*** CONTINUED, NEXT PAGE ***

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5600114

PRINT DATE: 01/27/26

PAGE: 07

TERMS (cont'd):

NEGOTIATION OF AWARD AFTER UNSUCCESSFUL COMPETITIVE SEALED BIT (ITB), #001IT820052, AND ANY SUBSEQUENT AMENDMENTS, MODIFICATION OR OPTIONS ISSUED RELEVANT TO THE ITB OR BPO, SHALL COMPLY WITH ALL OF THE TERMS, CONDITIONS, AND SPECIFICATIONS ISSUED WITH THE ITB AND ARE INCORPORATED HEREIN AND MADE A PART OF THE BPO.

0001 77545-47015A GL 1.4100

MAGNESIUM CHLORIDE DE-ICING (LIQUID)

ESTIMATE QUANTITY BREAKDOWN:

LIQUID MAGNESIUM CHLORIDE 27 +/- 1% WITH CORROSION INHIBITOR - 116,000 GALLONS.

END OF ITEM LIST

***** LAST PAGE *****



AUTHORIZED BY: _____

DATE: _____

BUYER AUTHORIZED DESIGNEE

1.27.26