COMPANY	Pages
American Rock Salt PO Box 190 Mt. Morris, NY 14510 (888) 762-7258	4
Applied Industrial Technologies 579 Sheridan Drive Tonawanda, NY 14150 (716) 874-2400	13
Chemung Supply Corporation PO Box 527 Elmira, NY 14902 (607) 733-5506	9, 10, 11, 12, 13
George & Swede Attn: Mike Whalen 7155 Big Tree Road Pavillion, NY 14525 (800) 724-8722	13
Gernatt Asphalt Products, Inc. PO Box 400 Collins, NY 14034 (716) 532-3371	2, 3, 6, 7, 8, 14
Midland Asphalt 640 Young Street PO Box 388 Tonawanda, NY 14151 (716) 692-0730	4
Rusert Equipment LLC PO Box 1131 Orchard Park, NY 14127 (716) 667-2324	9, 10, 11, 12, 13
Valley Fab and Equipment Inc. PO Box 380 9776 Trevett Road Boston, NY 14025 (716) 941-6644	10,11, 12, 13
Winter Equipment Company Inc. 1900 Joseph Lloyd Parkway Willoughby, OH 44094 (440) 946-8366	9, 10, 11, 12, 13

Contents: *Page Number*

Cinders	**1**
Sand	**2, 3**
Calcium Chloride	**4**
Sodium Chloride	**4**
Portable Mixing Plant	**4**
Road Salt	**4**
Salt Bags	**5**
Sand/Salt Pre Mix	**6, 7, 8**
Plastic Fencing, Snow Fence	**9**
Cutting Edges, Shoes	**9, 10**
Plow Replacement Parts	**10, 11, 12**
Sander Parts	**13**
Sheeting	**13**
Hot Mix	**14**
Hot & Cold Patch Additives	**14**

Cinders	F.O.B. Trucks at Source	Source	Clarence	Tonawanda	Lancaster	Cheektowaga Harlem & Clinton	Hamburg	Angola	Aurora	Protection	East Concord	Collins
Name of Bidder												

Cinders Con't	Village of Akron	Town of Alden	Village of Alden	Amherst Central School Dist.	Town of Amherst	Village of Angola	Town of Aurora	Village of Blasdell	BOCES Cheektowaga	BOCES Orchard Park	Town of Boston	City of Buffalo

Cinders Con't	Town of Cheektowaga	Town of Clarence	Cleveland Hill School...	Town of Colden	Town of Collins	Town of Concord	Village of Depew	Village of East Aurora	Town of Eden	Town of Elma	Town of Evans	Village of Farnham

Cinders Con't	Town of Grand Island	Town of Hamburg	Village of Hamburg	Town of Holland	Kenmore School...	Village of Kenmore	Town of Lancaster	Village of Lancaster	Town of Marilla	Town of Newstead	N.F.T.A.	Town of N. Collins

Cinders Con't	Village of N. Collins	Town of Orchard Park	Village of Orchard Park	Town of Sardinia	Village of Sloan	Village of Springville	City of Tonawanda	Town of Tonawanda	Town of Wales	Town of W. Seneca	Village of Williamsville

Sand	F.O.B. Trucks at Source	Source	Clarence	Tonawanda	Lancaster	Cheektowaga Harlem & Clinton	Hamburg	Angola	Aurora	Protection	East Concord	Collins
Name of Bidder												
Gernatt Asphalt	$7.95	Gowanda & Springville										
Gernatt Asphalt	$4.85	Freedom & Chaffee	$18.80	$16.00	$14.00	$13.80	$10.95	$12.55	$10.00	$8.15	$9.05	$10.15

Sand Con't	Village of Akron	Town of Alden	Village of Alden	Amherst Central School Dist.	Town of Amherst	Village of Angola	Town of Aurora	Village of Blasdell	BOCES Cheektowaga	BOCES Orchard Park	Town of Boston	City of Buffalo
Gernatt Asphalt	$17.00	$15.60	$15.60	$17.95	$17.95	$12.55	$10.00	$13.55	$13.80	$11.75	$10.50	$13.80

Sand Con't	Town of Cheektowaga	Town of Clarence	Cleveland Hill School...	Town of Colden	Town of Collins	Town of Concord	Village of Depew	Village of East Aurora	Town of Eden	Town of Elma	Town of Evans	Village of Farnham
Gernatt Asphalt	$13.80	$15.80	$13.80	$10.25	$10.05	$9.70	$14.00	$10.00	$11.50	$11.40	$12.55	$12.45

Sand Con't	Town of Grand Island	Town of Hamburg	Village of Hamburg	Town of Holland	Kenmore School...	Village of Kenmore	Town of Lancaster	Village of Lancaster	Town of Marilla	Town of Newstead	N.F.T.A.	Town of N. Collins
Gernatt Asphalt	$17.00	$10.95	$10.95	$8.15	$15.50	$15.50	$14.00	$14.00	$12.75	$17.00	$13.80	$11.00

Sand Con't	Village of N. Collins	Town of Orchard Park	Village of Orchard Park	Town of Sardinia	Village of Sloan	Village of Springville	City of Tonawanda	Town of Tonawanda	Town of Wales	Town of W. Seneca	Village of Williamsville
Gernatt Asphalt	$11.00	$11.70	$11.70	$8.00	$13.80	$8.95	$16.00	$16.00	$10.65	$12.95	$16.50

	Item 712.02 Calcium Chloride Paper Bags Per Ton	Item 712.02 Calcium Chloride Bags F.O.B. Delivered Erie County Per Ton		Item 712.02 Calcium Chloride Bulk- Spread Delivered Erie County Per Ton		Item 712.03 Sodium Chloride Paper Bags F.O.B. Mine Dock or Storage Per ton	Item 712.03 Sodium Chloride Bulk F.O.B. Mine Dock or Storage Per Ton	Location of Mine Dock or Storage Point
Name of Bidder		Dollars	Min Load Tons	Dollars	Min Load Tons			

32% Liquid Calcium Chloride					32% Liquid Calcium with AA-C Corrosion Inhibitor			
Name of Bidder	500-1499 Gal	1500-2499 Gal	2500-3499 Gal	3500+ Gal	500-1499 Gal	1500-2499 Gal	2500-3499 Gal	3500+ Gal
Midland Asphalt Materials	1.53	1.48	1.43	1.38				

32% Liquid Magnesium Chloride				
Name of Bidder	500-1499 Gal	1500-2499 Gal	2500-3499 Gal	3500+ Gal

Rental of Portable Mixing Plant	Price per Hour
Midland Asphalt Materials	$350

ROAD SALT	PRICE PER TON	PRICE PER TON DELIVERED								
Name of Bidder	Total	ERIE COUNTY	CITY OF BUFFALO	BFLO SEWER AUTH	VILLAGE OF AKRON	TOWN OF ALDEN	TOWN OF AMHERST	TOWN OF AURORA	VILLAGE OF BLASDELL	TOWN OF BOSTON
American Rock Salt	$37.75	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45
	PRICE PER TON DELIVERED									
Name of Bidder	TOWN OF CHEEKTOWAGA	CHEEKTOWAGA-MARYVALE U.F.S.D.	TOWN OF CLARENCE	TOWN OF COLDEN	TOWN OF COLLINS	TOWN OF CONCORD	VILLAGE OF DEPEW	TOWN OF EDEN	TOWN OF ELMA	TOWN OF EVANS
American Rock Salt	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45
	PRICE PER TON DELIVERED									
Name of Bidder	VILLAGE OF GOWANDA	TOWN OF GRAND ISLAND	TOWN OF HAMBURG	VILLAGE OF HAMBURG	TOWN OF HOLLAND	VILLAGE OF KENMORE	TOWN OF LANCASTER	VILLAGE OF LANCASTER	TOWN OF MARILLA	TOWN OF NEWSTEAD
American Rock Salt	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45
	PRICE PER TON DELIVERED									
Name of Bidder	TOWN OF NORTH COLLINS	VILLAGE OF SLOAN	VILLAGE OF SPRINGVILLE	TOWN OF TONAWANDA	TOWN OF WALES	TOWN OF WEST SENECA	VILLAGE OF WILLIAMSVILLE	VILLAGE OF ALDEN	ECMCC	
American Rock Salt	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	$49.45	

Salt Bags	Bags	Location of Mine/Dock	Clarence	Tonawanda	Lancaster	Cheektowaga Harlem & Clinton	Hamburg	Angola	Aurora	Protection	East Concord	Collins
Name of Bidder												

Salt Bags Con't	Village of Akron	Town of Alden	Village of Alden	Amherst Central School Dist.	Town of Amherst	Village of Angola	Town of Aurora	Village of Blasdell	BOCES Cheektowaga	BOCES Orchard Park	Town of Boston	City of Buffalo
Name of Bidder												

Salt Bags Con't	Town of Cheektowaga	Town of Clarence	Cleveland Hill School...	Town of Colden	Town of Collins	Town of Concord	Village of Depew	Village of East Aurora	Town of Eden	Town of Elma	Town of Evans	Village of Farnham
Name of Bidder												

Salt Bags Con't	Town of Grand Island	Town of Hamburg	Town of Holland	Kenmore School...	Village of Kenmore	Town of Lancaster	Village of Lancaster	Town of Marilla	Town of Newstead	N.F.T.A.	Town of N. Collins	Village of N. Collins
Name of Bidder												

Salt Bags Con't	Town of Orchard Park	Village of Orchad Park	Town of Sardinia	Village of Sloan	Village of Springville	City of Tonawanda	Town of Tonawanda	Town of Wales	Town of W. Seneca	Village of Williamsville
Name of Bidder										

Bulk

Price Per Ton Bulk	Gernatt Springville		
1 To 1	33.70		
2 To 1	26.10		
3 To 1	22.30		
4 To 1	20.00		
5 To 1	18.50		

Sand Salt Pre Mix		Location of Plant	Clarence	Tonawanda	Lancaster	Harlem	Hamburg	Angola	Aurora	Protection	East Concord	Collins
Gernatt Asphalt Products, Inc.	1 to 1	Springville	45.75	44.75	44.25	44.00	40.25	42.25	39.50	39.00	36.25	38.75
	1 to 2		38.15	37.15	36.65	36.40	32.65	34.65	31.90	31.40	28.65	31.15
	1 to 3		34.35	33.35	32.85	32.60	28.85	30.85	28.10	27.60	24.85	27.35
	1 to 4		32.05	31.03	30.55	30.30	26.55	28.55	25.80	25.30	22.55	25.05
	1 to 5		30.55	29.55	29.05	28.80	25.05	27.05	24.30	23.80	21.05	23.55
	1 to 1											
	1 to 2											
	1 to 3											
	1 to 4											
	1 to 5											
	1 to 1											
	1 to 2											
	1 to 3											
	1 to 4											
	1 to 5											

Sand Salt Pre Mix		Village of Akron	Town of Alden	Village of Alden	Amherst Central School Dist.	Town of Amherst	Village of Angola	Town of Aurora	Village of Blasdell	BOCES Cheektowaga	BOCES Orchard Park	Town of Boston
Gernatt Asphalt Products, Inc.	1 to 1	47.50	46.50	46.50	45.00	45.00	42.25	41.75	41.50	44.00	40.50	38.50
	1 to 2	39.90	38.90	38.90	37.40	37.40	34.65	34.15	33.90	36.40	32.90	30.90
	1 to 3	36.10	35.10	35.10	33.60	33.60	30.85	30.35	30.10	32.60	29.10	27.10
	1 to 4	33.80	32.80	32.80	31.30	31.30	28.55	28.05	27.80	30.30	26.80	24.80
	1 to 5	32.30	31.30	31.30	29.80	29.80	27.05	26.55	26.30	28.80	25.30	23.30

Sand Salt Pre Mix		City of Buffalo	Town of Cheektowaga	Town of Clarence	Cleveland Hill School...	Town of Colden	Town of Collins	Town of Concord	Village of Depew	Village of East Aurora	Town of Eden	Town of Elma
Gernatt Asphalt Products, Inc.	1 to 1	43.00	44.00	45.75	44.25	37.75	39.25	36.00	44.75	41.75	41.75	42.75
	1 to 2	35.40	36.40	38.15	36.65	30.15	31.65	28.40	37.15	34.15	34.15	35.15
	1 to 3	31.60	32.60	34.35	32.85	26.35	27.85	24.60	33.35	30.35	30.35	31.35
	1 to 4	29.30	30.30	32.05	30.55	24.05	25.55	22.30	31.05	28.05	28.05	29.05
	1 to 5	27.80	28.80	30.55	29.05	22.55	24.05	20.80	29.55	26.55	26.55	27.55

Sand Salt Pre Mix		Town of Evans	Village of Farnham	Town of Grand Island	Town of Hamburg	Village of Hamburg	Town of Holland	Kenmore School...	Village of Kenmore	Town of Lancaster	Village of Lancaster	Town of Marilla
Gernatt Asphalt Products, Inc.	1 to 1	42.25	42.00	48.25	40.25	40.25	39.75	45.75	45.75	44.25	44.25	43.25
	1 to 2	34.65	34.40	40.65	32.65	32.65	32.15	38.15	38.15	36.65	36.65	35.65
	1 to 3	30.85	30.60	36.85	28.85	28.85	28.35	34.35	34.35	32.85	32.85	31.85
	1 to 4	28.55	28.30	34.55	26.55	26.55	26.05	32.05	32.05	30.55	30.55	29.55
	1 to 5	27.05	26.80	33.05	25.05	25.05	24.55	30.55	30.55	29.05	29.05	28.05

Sand Salt Pre Mix		Town of Newstead	N.F.T.A.	Town of N. Collins	Village of N. Collins	Town of Orchard Park	Village of Orchard Park	Town of Sardinia	Village of Sloan	Village of Springville	City of Tonawanda	Town of Tonawanda
Gernatt Asphalt Products, Inc.	1 to 1	47.75	43.00	39.75	40.00	40.50	40.50	37.25	44.00	35.75	44.75	44.75
	1 to 2	40.15	35.40	32.15	32.40	32.90	32.90	29.65	36.40	28.10	37.15	37.15
	1 to 3	36.35	31.60	28.35	28.60	29.10	29.10	25.85	32.60	24.35	33.35	33.35
	1 to 4	34.05	29.30	26.05	26.30	26.80	26.80	23.55	30.30	22.05	31.05	31.05
	t to 5	32.55	27.80	24.55	24.80	25.30	25.30	22.05	28.80	20.55	29.55	29.55

Sand Salt Pre Mix		Town of Wales	Town of W. Seneca	Village of Williamsville
Gernatt Asphalt Products, Inc.	1 to 1	42.25	42.75	45.00
	1 to 2	34.65	35.15	37.40
	1 to 3	30.85	31.35	33.60
	1 to 4	28.55	29.05	31.30
	1 to 5	27.05	27.55	29.80

	Plastic Fencing Type I Four Feet High	Snow Fence Posts (Fiberglass) Each		Plastic Fencing Type II Four Feet High	Picket Snow Fence Price per Lineal foot		Snow Fence Studded T Steel Posts Each	
Name of Bidder		6 Feet	8 Feet		4 Feet	6 Feet	6 Feet	8 Feet
Chemung					1.57		7.16	10.97
Rusert Equipment	1.02/ft	9.87	17.64	1.54/ft	1.69	3.55	8.83	12.24

Plow Flat Square	1/2 X 6"	5/8 X 6"	1/2 X 8"	5/8 X 8"	3/4 X 8"
Name of Bidder					
Chemung	0.62	0.76	0.85	1.030	1.22
Rusert Equipment	1.39	1.64	1.76	1.97	2.23

Wing Flat Square	1/2 X 6"	5/8 X 6"	1/2 X 8"	5/8 X 8"	3/4 X 8"
Name of Bidder					
Chemung	0.62	0.76	0.85	1.030	1.22
Rusert Equipment	1.39	1.64	1.76	1.97	2.23

Double Grader Bevel	1/2 X 6"	5/8 X 6"	1/2 X 8"	5/8 X 8"	3/4 X 8"
Name of Bidder					
Chemung	NB	1.09	NB	1.44	1.97
Rusert Equipment	1.18	1.37	1.62	1.80	2.07

Hardened Cutting Edges	Snow Plow Blades		Graders Blades		Serrated Grader Blades	
Name of Bidder	Per Linear Inch	Nuts & Bolts	Per Linear Inch	Nuts & Bolts	Per Linear Inch	Nuts & Bolts
Chemung	2.98	1.40	2.94	1.40	NB	NB
Rusert Equipment	3.49	1.49	2.64	1.49	3.56	1.49

Loader Bucket Carbon Steel Blade	1/2 X 6"	3/4 X 6"	3/4 X 8"	1" X 8"	1" X 9"	1 3/8" X 10"	1 1/2" X 12"
Name of Bidder							
Rusert Equipment	3.08	3.80	4.87	5.85	NB	NB	NB

Loader Bucket Heat Treated Blade	1/2 X 6"	3/4 X 6"	3/4 X 8"	1" X 8"	1" X 9"	1 3/8" X 10"	1 1/2" X 12"
Name of Bidder							
Rusert Equipment	3.48	4.18	5.28	6.25	7.20	7.80	11.06

Rubber Snow Plow	50 Ft. Rolls Unpunched	50 Ft. Rolls Punched & Fabricated	Each Blade Punched & Fabricated	Type "B" Carbide Insert per linear inch
Name of Bidder				
Chemung	$27.74	$28.84	$28.84	$3.94
Rusert Equipment	$24.00	$25.70	$25.70	$5.58
Winter Equipment				$5.17

	Moldboard Shoes Cast				Moldboard Shoes Steel			
Plow and Wing Replacement Parts	Everest	Frink/American Snow Plow	Tenco	Viking	Everest	Frink/American Snow Plow	Tenco	Viking
Name of Bidder								
Chemung	48.11	48.11	48.11	48.11	33.81	33.81	33.81	33.81
Rusert Equipment	57.00	57.00	57.00	57.00	46.00	46.00	46.00	46.00
Winter Equipment	MB70301C Cast steel with Carbide $100 each							
Valley Fab	5% List	5% List	5% List	NA	5% List	5% List	5% List	NA

	Wing Shoes Cast				Wing Shoes Steel			
Plow and Wing Replacement Parts	Everest	Frink/American Snow Plow	Tenco	Viking	Everest	Frink	Tenco	Viking
Name of Bidder								
Chemung	39.00	40.21	34.61	47.11	36.49	36.49	36.49	36.49
Rusert Equipment	57.00	57.00	57.00	57.00	46.00	46.00	46.00	46.00
Winter Equipment	MB70331C Cast Steel with Carbide $100 each							
Valley Fab	5% List	5% List	5% List	NA	5% List	5% List	5% List	NA

	Nose Shoes Cast				Nose Shoes Steel			
Plow and Wing Replacement Parts	Everest	Frink/American Snow Plow	Tenco	Viking	Everest	Frink/American Snow Plow	Tenco	Viking
Name of Bidder								
Chemung	NB	NB	NB	NB	23.61	23.61	23.61	23.61
Rusert Equipment	70.00	70.00	70.00	70.00	32.50	32.50	32.50	32.50
Vallley Fab	5% Off List	5% Off List	5% Off List	NA	5% Off List	5% Off List	5% Off List	NA

	Cast Flat Frame Shoe 6" @ 30 Lbs.	Cast Flat With Carbide Insert	Cast Flat Frame Shoe 6" @ 40 Lbs.	Cast Flat With Carbide Insert	Cast Boat Shoe 16 1/2" @ 68 Lbs.	Cast Boat With Carbide Insert	
Name of Bidder							
Chemung	$33.91	$138.60	$41.49	$177.60	$58.49	$191.00	
Rusert Equipment	$82.00	$176.00	$92.00	$208.00	$136.00	$189.00	Carbide Moldboard CS610HD $158 ea
Winter Equipment		$113.00					
Valley Fab NOTE 1	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	NOTE 1: Everest,Amer.SnoPlow,Tenco

Name of Bidder	Cast Mushroom Shoe 6" @ 49 Lbs	Cast Mushroom w/ Carbide Insert	Steel Flat Frame Shoe 6" @ 50 Lbs.	Steel Flat with Carbide Insert	Steel Boat Frame Shoe 1" X 7" X 22"; 16 1/2"	Steel Boat frame with Carbide Insert	Shoe adapter Bracket
Chemung	$55.11	$230.00	$54.91	$157.00	$121.00	$197.00	$43.00
Rusert Equipment	$138.00	$255.00	$69.50	$178.00	$122.00	$180.00	$56.00
Winter Equipment		$115.00					
Valley Fab NOTE 1	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List

Plow Parts	Everest	Frink/American SnoPlow	Tenco	Viking
Name of Bidder				
Valley Fab	5% Off List	5% Off List	5% Off List	NA

Curb Guard	6"Plow Guard Curb Guard (Right)	6"Plow Guard Curb Guard (Left)	6"Plow Guard Curb Guard (Straight)	
Name of Bidder				
Chemung	139.00	139.00	110.00	
Rusert Equipment	173.80	173.80	123.50	Alt. Junior or Mini 6"x9" $84.60 ea
Winter Equipment	108.48	108.48	88.97	
Valley Fab NOTE 1	5% Off List	5% Off List	5% Off List	NOTE 1: Everest,Amer.SnoPlow,Tenco

Sander Parts	Sander Chain per foot	Hydraulic Motor to drive apron chain	Hydraulic motor to drive spinner	Spinner with hub					
Name of Bidder				Poly 18"	Poly 20"	Steel 18"	Steel 20"	S.S. 20"	S.S. 20"
Applied Industrial Technologies	28.03	150.53	122.35						
Chemung	24.98	NB	NB	NB	NB	NB	NB	NB	NB
George & Swede	27.75	265.07	280.00	NB	125.00	NB	NB	NB	NB
Rusert Equipment	34.30	180.00	160.00	122.50	136.50	NB	NB	200.00	218.00
Valley Fab NOTE 1	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List	5% Off List

Miscellaneous Sander Parts		
Bidder	Manufacturer	% off list
Applied Industrial Technologies	AIT	15%
George & Swede	Smith Metal	5%
Valley Fab	NOTE 1	5%

NOTE 1: Everest,Amer.SnoPlow,Tenco

Spreader Control	Comp-U- Spread	Dickey John
Name of Bidder		

High Intensity Prismatic Reflective Sheeting -50 Yard Rolls	
Name of Bidder	Price per square foot

HOT MIX	F.O.B. Trucks at Source	PRICE PER TON
Name of Bidder		F.O.B.

SECTION E402 HOT MIX ASPHALT PAVEMENT ADDITIVES	
	E402.098 Fiber Additive for Hot Mix Asphalt
Name of Bidder	Price per Pound
Gernatt Asphalt Products	$19.50

SECTION E405 COLD PATCH MIX ASPHALT PAVEMENT ADDITIVES	
	E402.05 Fiber Additive for Cold Mix Asphalt
Name of Bidder	Price per Pound
Gernatt Asphalt Products	$19.50