

Cost Saving Results For Solid Deicers From The New Contract

REGIONS	Old Deicer Contract			New 2 Year Deicer Contract								Total Cost Savings Over The Entire Two Year Contract
	2007 /2008 Solid Deicer Purchased and Costs			2008 / 2009 Solid Deicer Purchased and Costs				2009 / 2010 Solid Deicer Purchased and Costs				
	Tons	Dollars per Ton	Dollars Spent	Total Tons	Dollars per Ton	Dollars Spent	Dollars Saved *	Tons	Dollars per Ton	Dollars Spent	Dollars Saved *	
Northwest Region	8,461	\$169	\$1,427,776	16,774	\$108	\$1,812,353	\$1,022,453	3,264	\$102	\$334,335	\$216,477	\$1,238,930
North Central Region	13,533	\$137	\$1,855,289	17,923	\$125	\$2,234,357	\$221,094	7,962	\$114	\$905,414	\$185,380	\$406,474
Olympic Region	5,163	\$186	\$958,106	12,786	\$120	\$1,539,662	\$838,534	1,491	\$110	\$164,135	\$113,191	\$951,725
Southwest Region	9,057	\$146	\$1,318,680	20,645	\$122	\$2,521,857	\$492,313	6,711	\$112	\$754,010	\$225,796	\$718,109
South Central Region	24,120	\$145	\$3,492,838	29,952	\$116	\$3,475,377	\$867,663	22,402	\$105	\$2,357,961	\$890,329	\$1,757,992
Eastern Region	21,421	\$144	\$3,093,392	23,757	\$126	\$2,998,876	\$422,132	14,477	\$120	\$1,733,237	\$351,451	\$773,583
	81,755	Avg. \$154	\$12,146,081	121,837	Avg. \$120	\$14,582,482	\$3,864,189	56,307	Avg. \$111	\$6,249,092	\$1,982,624	\$5,846,813

* compared to previous contract prices