

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

Notice to All Prospective Bidders

ADDENDUM #_1_ RELEASED (November 3, 2025)

Please see the attached revised order spreadsheet.

The above responses were prepared by or in consultation with:

Katie Bamber, Administrative Analyst

Tyler Gabrielski, Director of Streets & Transportation

Ashley Ellis, Management Analyst

Cecilia Simchak, Assistant Director of Finance

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.

						Beet/Corn/Soy	Beet	MgCl/Mol./Brine	NaCl/Beets	Liquid Calcium	Liquid Magnesium	404,000
						116,000	15,000	55,000	86,000	23,000	109,000	
						Biomelt AG64	Geomelt 55	Magic -0	Geomelt S8	Promelt CAL 30	Promelt MAG 30	
	Town/City	Contact	Title	Phone	Email	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Agency Total
1	Andover	Carlos Jaquez	Director of Public Works	978-623-8800	dpw@andoverma.gov ; carlos.jaquez@andoverma.us	5,000	5,000			10,000		20,000
	Andover	Ami Salvi	Business Coordinator	978-623-8715	amy.salvi@andoverma.us							
2	Belmont	Steven Mosca	Operations Manager	617-993-2680	smosca@belmont-ma.gov			15,000				15,000
3	Bolton	Randy Heglin	Public Works Director	978-779-6402	dpw@bolton-ma.gov				3,500			3,500
4	Brookline	Kevin Johnson	Director of Highway & Sanitation	617-879-4900	kjohnson@brooklinema.gov	10,000						10,000
	Brookline	Danny Palermo	Operations Manager	617879-4910	jpalermonieves@brooklinema.gov							
	Burlington	Anthony DeSimone	Operations Manager	781-270-1672	adesimone@burlington.org	8,000				3,000		11,000
5	Cambridge	T.J. Shea	Superintendent of Streets	617-349-4851	tshea@cambridgema.gov	10,000						10,000
6	Dedham	Joe Flanagan	Director of Public Works	781-751-9350	jflanagan@dedham-ma.gov	28,000						28,000
	Dedham	Andrea Brown		781-751-9373	abrown@dedham-ma.gov							
7	East Bridgewater	John Haines	Director of Public Works	508-378-1620	dpw@ebmass.com				7,500		3,000	10,500
8	Fitchburg	Jeff Hillman	Superintendent of Streets	978-829-1912	jhillman@fitchburgma.gov				15,000		55,000	70,000
9	Franklin	Carlos Rebelo	Superintendent Highway & Grounds	508-553-5554	crebelo@franklinma.gov				25,000			25,000
11	Franklin	Pam Vickery	Purchasing Agent	508-553-4835	p Vickery@franklinma.gov							
10	Haverhill	Mike Arpino	Highway Superintendent	(978) 420 - 3811	marpino@cityofhaverhill.com			20,000				20,000
	Haverhill	Steven S. Bucuzzo	Purchasing Director/CPO	978.420.3606	sbucuzzo@cityofhaverhill.com							
11	Lexington	John Zaccardi	Highway, Equipment & Drains Supt.	781-274-8357, Direct	jzaccardi@lexingtonma.gov	30,000						30,000
	Lexington	Marc Valenti	Manager of Operations	617-202-8744	mvalenti@lexingtonma.gov							-
12	Marlborough	James Dascoli	General Foreman	508- 624-6910 ext. 33301	jdascoli@marlborough-ma.gov	6,000						6,000
13	Natick	Brian Caissie	Highway Supervisor	508-647-6562	bcaissie@natickma.org			12,000				12,000
14	Needham	Erik Lannigan	Assitant Highway Superintendent	781-455-7550	elannigan@needhamma.gov				20,000		20,000	40,000
	Needham		DPW Admin		dpwadmin@needhamma.gov							
15	Newton	Bernie McDonald	Director of Streets	781-858-5728	bmcdonald@newtonma.gov	10,000	10,000					20,000
16	Sherborn	Sean Killeen	Director of Public Works	508-651-7878	skilleen@sherbornma.org				15,000			15,000
17	Waltham	Jeff Sutherland	Assistant Superintendent	781-314-3861	jsutherland@city.waltham.ma.us						24,000	24,000
18	Watertown	John Zaccardi	Deputy DPW Director	617-999-2188	jzaccardi@watertown-ma.gov					10,000		10,000
19	Wellesley	Joe Hobbs	Superintendent	781-235-7600 x3321	jhobbs@wellesleyma.gov			8,000			7,000	15,000
	Wellesley	Michael Quinn	Highway General Foreman	781-235-7600x3339	mquinn@wellesleyma.gov							
20	Westminster	Kevin Collins	Assistant Director of Public Works	978-874-5572	kcollins@westmister-ma.gov	9,000						9,000
	Westminster	Tammy Paul			tpaul@westminster-ma.gov							
						116,000	15,000	55,000	86,000	23,000	109,000	404,000