



THE WAY TOO EARLY
ORDER PROGRAM

2018



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Summer is supposed to be a time of vacations, picnics and being able to enjoy outdoor activities. The last thing anyone wants is to be reminded is of the fact that winter will once again be coming. While we at SynaTek share with everyone a desire to take a much needed vacation over the summer months, we also understand that it is our responsibility to provide our valued customers with the tools they need to be successful regardless of the time of year.

The Benefits of the Way Too Early Order Program are as Follows:

Product Priority

Customers who order first will be the first to receive ice melt product.

Preferred Pricing

Customers who purchase by Labor Day will be able to take advantage of the lowest prices of the season.

Extended Payment Terms

Customers that purchase by Labor Day will be able to benefit from extended payment terms until January 10, 2019.

Inventory Storage

Our experience has been that most companies understand the benefit of ordering ice melt inventory early, but the question always becomes, "Where am I going to store it?" We invite you to hold that thought and continue reading.



We can all relate to the fear of having too much carry over ice melt inventory as well as the fear of running out. Each fear brings about its own unique but equally petrifying realities. The inventory surplus reality involves depleting precious warehouse capacity with products that will not be salable for another nine months. The inventory shortage reality involves key customer's screaming at you for not having ice melt inventory available to meet their needs. Managing inventory in the ice melt business is the definition of a no win situation.

At SynaTek we do not particularly care for the status quo and we see helping our valued customers solve their problems as a central reason why we exist as a company. In an effort to fix the ice melt inventory management problem, SynaTek has developed a program for eligible participants called the Shelter Inventory Solution. In short, the Shelter Inventory Solution provides eligible participants the ability to inventory ice melt products in a third party warehouse free of any storage expenses through March 31, 2019.



SynaTek has partnered with PW Logistics to provide customers the ability to inventory packaged ice melt products without the pressures of managing limited company owned warehousing capacity. Once product is authorized by the customer to be warehoused by PW Logistics they will provide the customer with the ability to view inventory levels via an online portal. In addition, PW Logistics will work with the customer to negotiate and coordinate freight from PW Logistics to the ultimate product destination.

Participation

The Shelter Inventory Solution is presently not available to all customers. Please contact your sales person or refer to your price list for information regarding eligibility requirements.

The Details

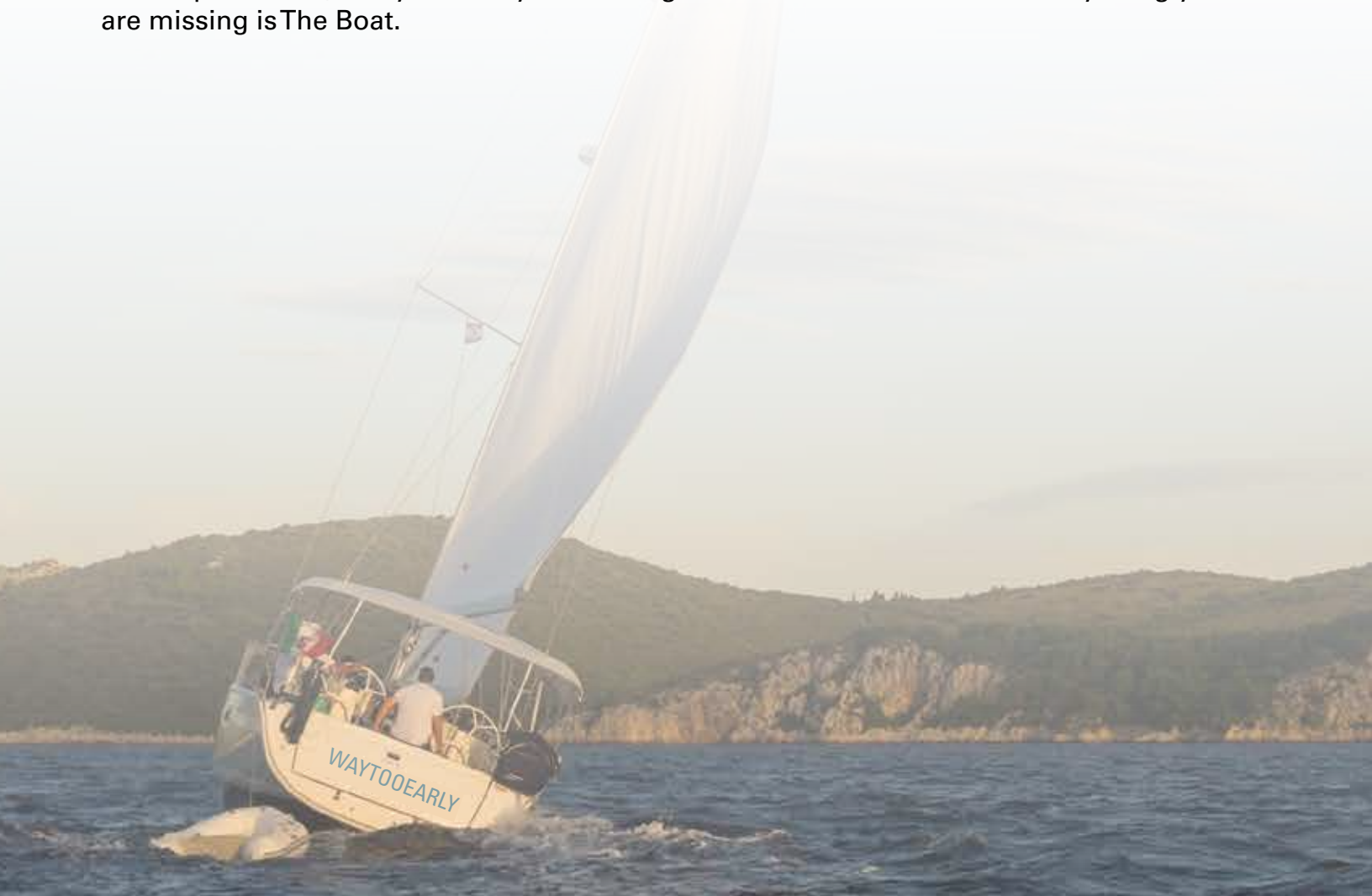
- Customers will be eligible for complimentary storage through the Shelter Inventory Solution until March 31, 2019 for up to the amount of product purchased and stored prior to September 6, 2018.
- SynaTek will compensate PW Logistics on the customers behalf for the cost of storage through March 31, 2019.
- Participation in the Shelter Inventory Solution Program will require the completion of a warehousing agreement with PW Logistics.
- Warehousing space allocated for the Shelter Inventory Solution is limited and will be allocated based upon a first come first serve basis.

The Catch

The catch is that any products eligible for participation in the Shelter Inventory Solution must be purchased through SynaTek. In other words, products purchased through other distributors are not eligible.

What Am I Missing?

In the spirit of the, "Way Too Early Order Program" it would seem that the only thing you are missing is The Boat.





SynaTek® | ICE MELT



PRICE PROTECTION

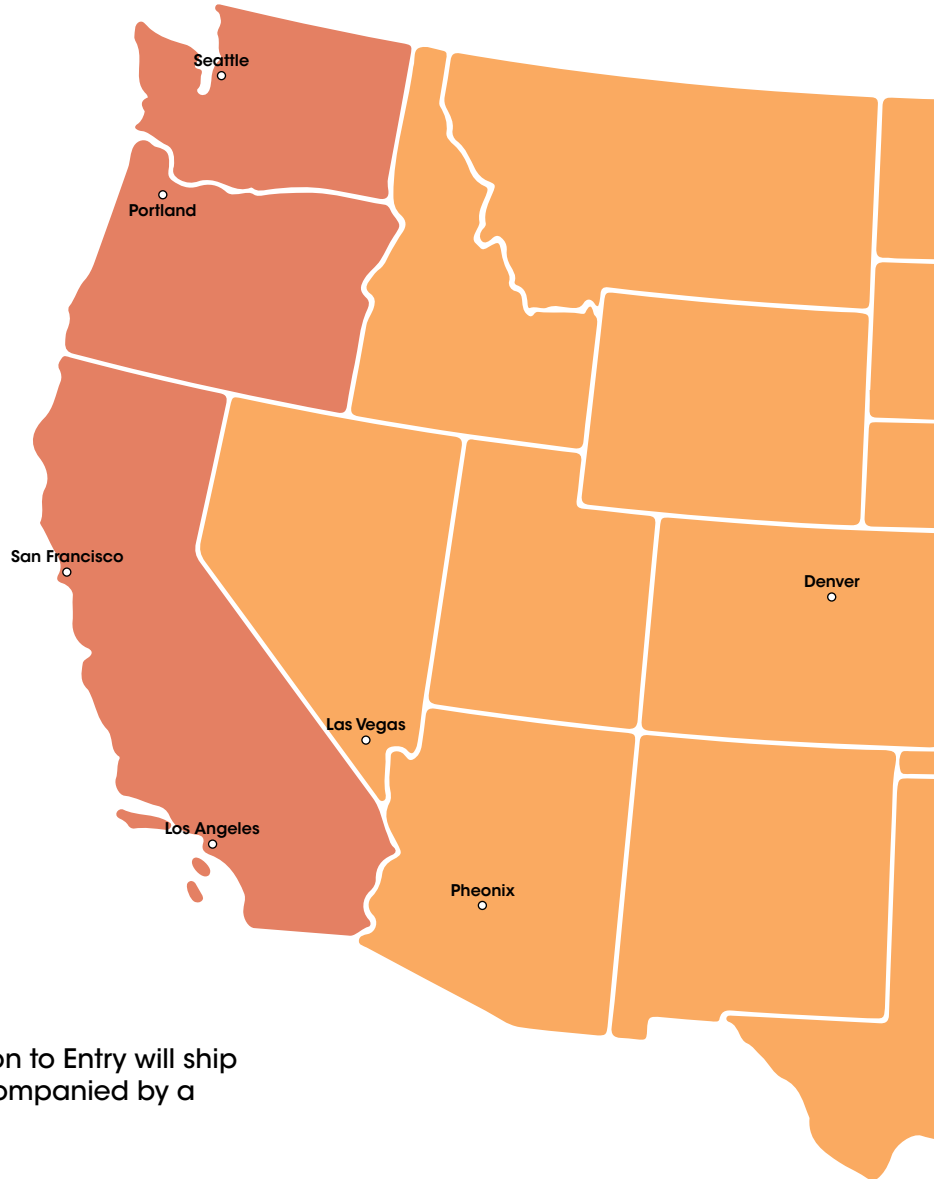
PROTECT YOURSELF FROM IN SEASON PRICE SPIKES

- A minimum purchase of ten truckloads of Ally powered by Entry, Secure 94, Secure MG, Snow Glo with CMA, Response or Alpha Melt is required before November 30, 2018.
- In season price will not exceed 50 cents more per bag than what was paid during early order for Ally Powered by Entry, Secure 94, Secure MG, Snow Glow with CMA, Response or Alpha Melt.
- Price Protection will be forfeited in the event that all invoices are not paid on or before the stated due date.

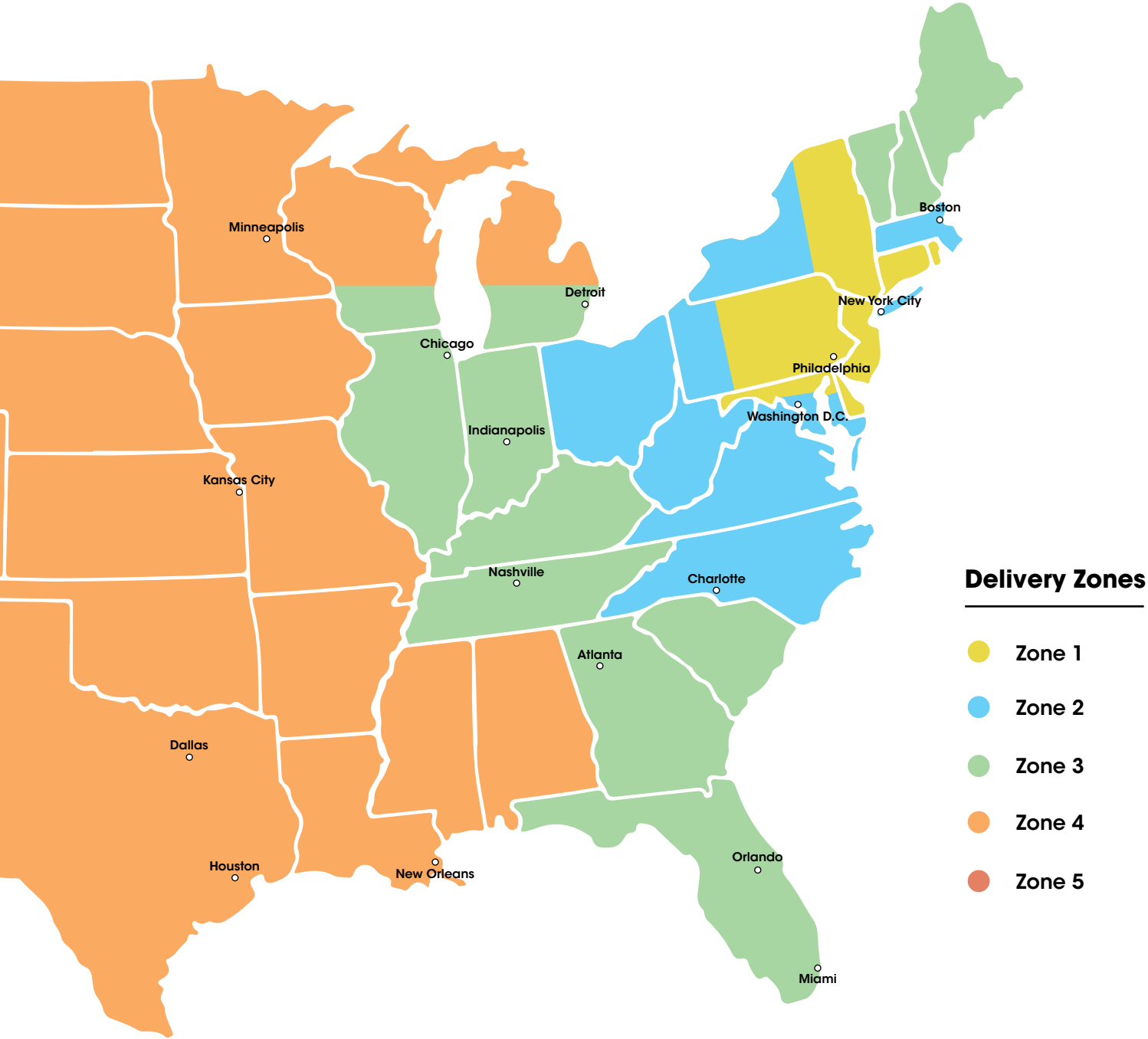
Program Guidelines

Shipping

- All bag purchases must be in full pallet quantities. Liquid, small package and equipment may be purchased by their individual units of measure.
- Less than truckload (LTL) pricing based upon a \$2,500 minimum order.
- \$150 delivery fee for orders less than \$2,500.
- Additional \$1.00 per bag delivery fee will be added for all LTL deliveries into the five boroughs of New York.
- Any delivery regardless of quantity requiring a spyder, liftgate or pallet jack will incur an additional \$150 delivery fee.
- Liftgate or Spyder service is not available for full truckload deliveries of rock salt.
- Entry volume discount is based upon a single shipment to the same location.
- All stand-alone orders of Entry ship for free regardless of the total order size.
- Any order that includes products in addition to Entry will ship for free regardless of total order size if accompanied by a purchase of at least 50 gallons of Entry.



Regional Distribution Zones



FRESH — OFF THE — DOCK

DOCKSIDE PRICING








Purchase your Calcium & Magnesium Chloride straight from the dock to ensure your supply and take advantage of the lowest prices of the season.

Ships are scheduled to arrive into port by September 2018.










- Calcium Chloride Flake \$10.70 Delivered
- Secure 94 Calcium Chloride Pellets \$11.50 Delivered
- Secure MG Magnesium Chloride Pellets \$11.50 Delivered
- Only applicable for distribution Zones 1 & 2
- Please visit our website at synatekicemelt.com/dock/ for a complete listing of program terms.

synatekicemelt.com | 888.408.5433


Professional - Zone 1 & 2 Packaged Ice Melt Pricing

Product	Unit of Measure	Pallet Quantity	Truckload Quantity	Truckload Delivered		
				Single Product	Mixed Product	LTL
Rock Salt	50 LB	49	882	4.59	4.84	5.43
 Halite Rock Salt (Medium Size)	50 LB	49	882	5.50	5.75	6.25
 Secure Response (Blend)	50 LB	49	882	7.20	7.45	7.95
 Secure Snow Glo With CMA (Blend)	50 LB	49	882	7.95	8.20	8.70
 Secure Alpha Melt (Blend)	50 LB	49	882	8.70	8.95	9.45
 Ally G Powered by Entry	50 LB	49	882	9.20	9.45	9.95
Calcium Chloride (Flake)	50 LB	48	864	12.10	12.35	12.85
 Secure 94 Calcium Chloride (Pellets)	50 LB	42	756	12.75	13.00	13.50
Peladow™ Calcium Chloride (Pellets)	50 LB	55	880	13.75	14.00	14.50
 Secure MG (Pellets)	50 LB	42	756	12.75	13.00	13.50
Dead Sea MAG Chloride (Pellets)	50 LB	48	864	13.85	14.10	14.60

Liquid & Small Package

Product	Unit of Measure	Pallet Quantity	Price Per Unit of Measure
 Entry	2 x 2.5 Gallon Case	72	165.00
 Entry (50 Gallon Volume Discount)	2 x 2.5 Gallon Case	72	155.00
 Entry (180 Gallon Volume Discount)	2 x 2.5 Gallon Case	72	145.00
 Entry	55 Gallon Drum	3	1,375.00
 Entry (165 Gallon Volume Discount)	55 Gallon Drum	3	1,265.00
 Entry	250 Gallon Tote	1	5,500.00
 Entry (750 Gallon Volume Discount)	250 Gallon Tote	1	5,000.00
 Ally Liquid Powered by Entry	250 Gallon Tote	1	950.00
 Ally Pro Concentrate Powered by Entry	250 Gallon Tote	1	1,395.00
Secure Response	4 x 12 LB Jug	18	34.50
Safe Paw	35 LB Pail	32	41.00
Traction Magic	15 LB Pail	80	24.95
Traction Magic	35 LB Pail	32	44.00

Terms & Conditions:

- 1.) Pricing is expected to be valid through September 6, 2018.
- 2.) All orders received by August 31st that ship by November 30th will receive January 10, 2019 payment terms.
- 3.) All bag purchases must be in full pallet quantities. Liquid & small package products may be purchased by their individual units of measure.
- 4.) Products marked with a  symbol are eligible for participation in the Shelter Inventory Solution Program.
- 5.) Participation in the Shelter Inventory Solution will require a minimum purchase of two truckloads of eligible products and a maximum of ten truckloads of eligible products. Entry purchases included in Shelter must be stored and delivered in full pallet increments. Shelter is available in Pottstown (PA), Frederick (MD), Windsor (NJ), Mountainside (NJ) & Hawthorne (NY). Space is limited.
- 6.) Early pay discounts are as follows:
June 30, 2018 - 6% August 31, 2018 - 4%
- 7.) Less than Truckload (LTL) pricing based upon a \$2,500 minimum order. \$150 delivery fee for less than \$2,500 order. Additional \$1.00 per bag delivery fee will be added for all LTL deliveries into the five boroughs of New York. Any delivery regardless of quantity requiring a spyder, liftgate or pallet jack will incur an additional \$150 delivery fee.
- 8.) Liftgate or Spyder service is not available for full truckload deliveries of rock salt.
- 9.) Entry volume discount is based upon a single shipment to the same location.
- 10.) All stand-alone orders of Entry ship for free regardless of the total order size. Any order that includes products in addition to Entry will ship for free regardless of total order size if accompanied by a purchase of at least 50 gallons of Entry.
- 11.) We accept Visa or MasterCard with no surcharge if payment is made at the point of sale or within 15 days of the invoice date. We impose a surcharge of 1.5% on the transaction amount if payment is received after 15 days of the invoice date. The surcharge is not greater than our cost of acceptance. Exceptions may apply based upon State.
- 12.) All prices provided are in U.S. dollars.

Professional - Zone 3 Packaged Ice Melt Pricing

Product	Unit of Measure	Pallet Quantity	Truckload Quantity	Truckload Delivered	
				Single Product	Mixed Product
Secure Response (Blend)	50 LB	49	882	7.20	7.45
Secure Alpha Melt (Blend)	50 LB	49	882	8.70	8.95
Ally G Powered by Entry	50 LB	49	882	9.20	9.45
Secure 94 Calcium Chloride (Pellets)	50 LB	42	756	12.75	13.00

Liquid & Small Package

Product	Unit of Measure	Pallet Quantity	Price Per Unit of Measure
Entry	2 x 2.5 Gallon Case	72	165.00
Entry (50 Gallon Volume Discount)	2 x 2.5 Gallon Case	72	155.00
Entry (180 Gallon Volume Discount)	2 x 2.5 Gallon Case	72	145.00
Entry	55 Gallon Drum	3	1,375.00
Entry (165 Gallon Volume Discount)	55 Gallon Drum	3	1,265.00
Entry	250 Gallon Tote	1	5,500.00
Entry (750 Gallon Volume Discount)	250 Gallon Tote	1	5,000.00
Ally Liquid Powered by Entry	250 Gallon Tote	1	950.00
Ally Pro Concentrate Powered by Entry	250 Gallon Tote	1	1,395.00
Secure Response	4 x 12 LB Jug	18	34.50
Safe Paw	35 LB Pail	32	41.00
Traction Magic	15 LB Pail	80	24.95
Traction Magic	35 LB Pail	32	44.00

Terms & Conditions:

- 1.) Pricing is expected to be valid through September 6, 2018.
- 2.) All orders received by August 31st that ship by November 30th will receive January 10, 2019 payment terms.
- 3.) All bag purchases must be in full pallet quantities. Liquid & small package products may be purchased by their individual units of measure.
- 4.) Early pay discounts are as follows:
June 30, 2018 - 6% August 31, 2018 - 4%
- 5.) Entry volume discount is based upon a single shipment to the same location.
- 6.) All stand-alone orders of Entry ship for free regardless of the total order size. Any order that includes products in addition to Entry will ship for free regardless of total order size if accompanied by a purchase of at least 50 gallons of Entry.
- 7.) We accept Visa or MasterCard with no surcharge if payment is made at the point of sale or within 15 days of the invoice date. We impose a surcharge of 1.5% on the transaction amount if payment is received after 15 days of the invoice date. The surcharge is not greater than our cost of acceptance. Exceptions may apply based upon State.
- 8.) All prices provided are in U.S. dollars.



Ally
GRANULAR
Powered by **entry**[™]
CHLORIDE FREE

**POWERED BY ENTRY[™] NON-CHLORIDE
MICRO-GRANULE TECHNOLOGY MGT
NATURAL COLORANT**



Keep Winter on the Outside

Micro-Granule Technology

Micro granule technology provides consistent application and enhanced spreadability. Micro granule technology allows for more particle density per bag and more particles per square foot which leads to faster melt down and increased coverage. Micro granule technology provides consistent application and enhanced spreadability. Micro granule technology greatly reduces tracking, interior clean-up of buildings, and will minimize damage to vacuum cleaners.

Natural Colorant & Application Indicator

Ally G has a natural colorant which is non-staining and naturally occurring in the composition of the product. Its natural color eliminates the need for the addition of synthetic de-icing dyes without compromising visual application indicators and safety. Ally G is non-staining to skin, fabrics, and non-porous surfaces. Its natural color provides ample visual awareness without the potential of staining and tracking.

Powered by entry[™]

Entry[™] is a proprietary formulation is 100% made in the USA and is derived from inhibited Potassium Formate. Entry[™] works by breaking the hydrogen bridges that are formed when water freezes. Additionally, it lowers the freezing point of water to an extraordinarily low refreeze temperature of -63 °F (-53 °C). The low refreeze temperature makes Entry[™] an excellent product to use in order to prevent refreeze and prevent black ice formation.

Ally G Packaging

- 12 lb shaker jug
- 50 lb bags : 49 bags per pallet : 18 pallets per truckload

Components of Ally G

	Melts To
Sodium Chloride:	20.0 °F
Magnesium Chloride:	-15.0 °F
Entry[™]:	-63.0 °F

Directions for Use

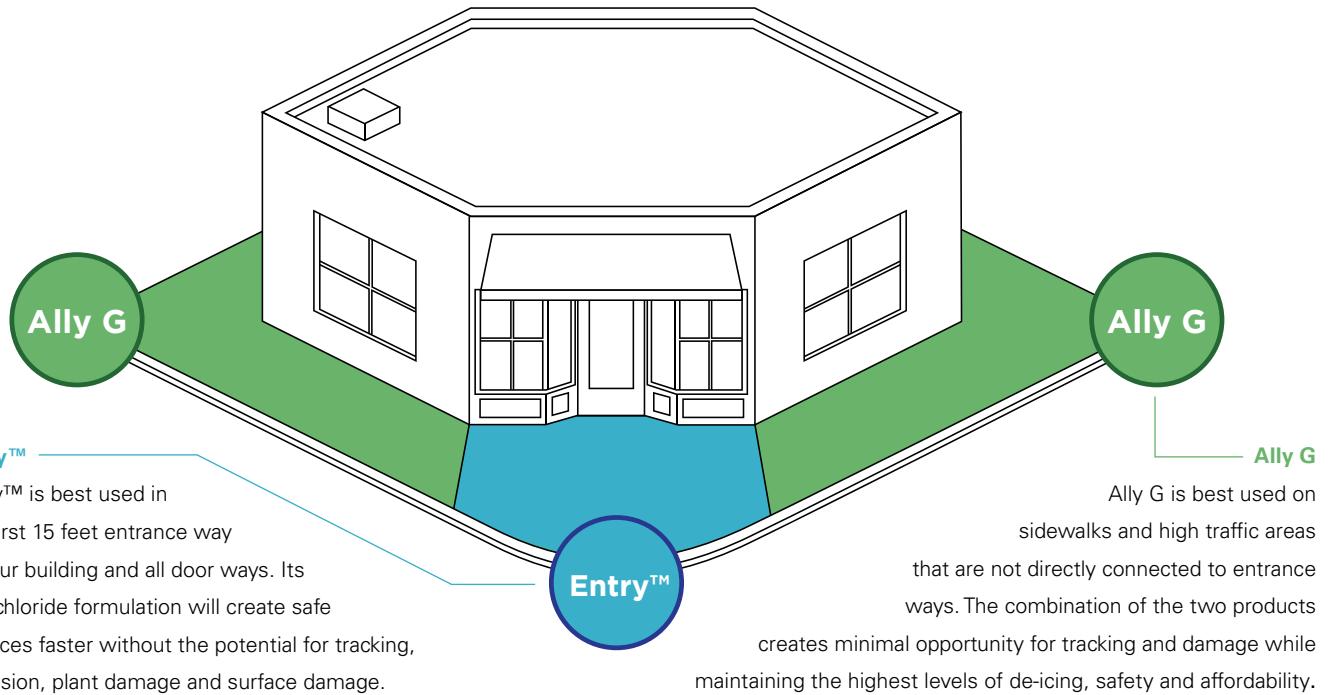
For best results, remove any existing loose snow and slush from driveways, steps and walkways prior to application of ice melt. Evenly sprinkle Ally G on desired surfaces. Melting should begin within 30 seconds. Once snow and ice have sufficiently melted, shovel off slush. Thick accumulations may require additional application. When used in conjunction with Entry[™] on entrance ways, Granular tracking can be greatly reduced.

Notice

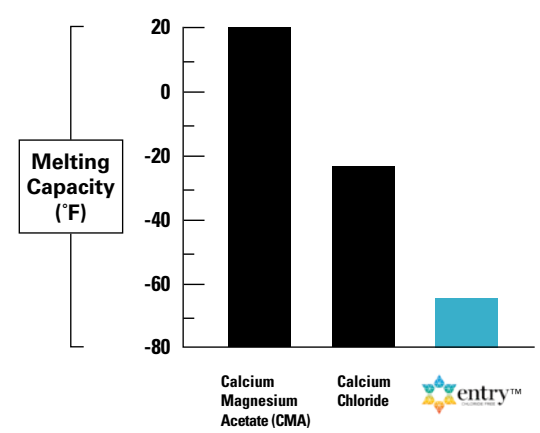
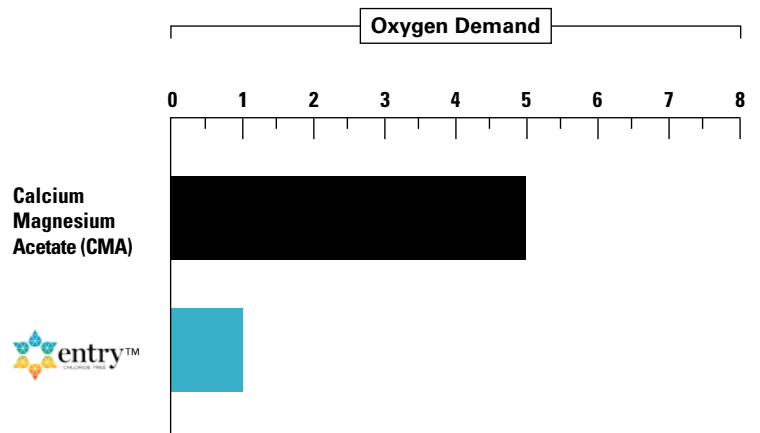
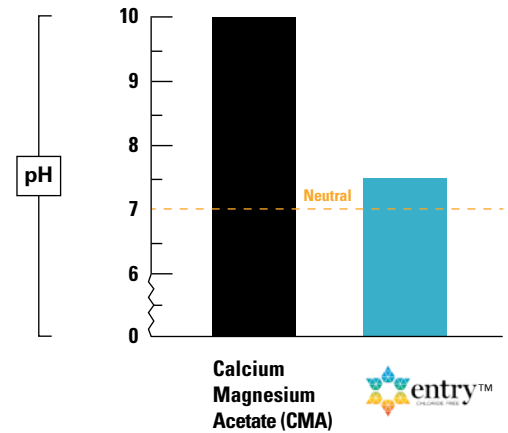
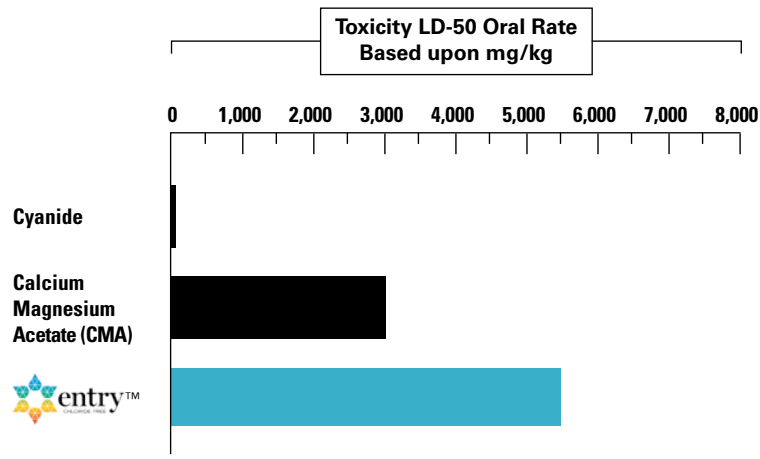
Do not use on concrete that is less than one year old, or that was not properly mixed, finished, or cured. Flaking or spalling may occur when using any ice melting product on concrete surfaces, especially those that are poorly constructed, contain porous concrete or act as a mortar joints between bricks and flagstone. When used in these situations, Ally should cause less damage than most other de-icers and will reduce the number of concrete freeze/thaw cycles, which also greatly contributes to concrete damage.



Entry™ & Ally G



Entry™ vs. CMA



Ally Deicers Powered by Entry®



Entry® is a proprietary chloride-free formulation is 100% made in the USA and is derived from inhibited Potassium Formate. Entry® works by breaking the hydrogen bridges that are formed when water freezes. Additionally, it lowers the freezing point of water to an extraordinarily low refreeze temperature of -63 °F (-53 °C). The low refreeze temperature makes Entry® an excellent product to use in order to prevent refreeze and prevent black ice formation.



Ally G powered by Entry® is an innovative granular deicing blend of 3 powerful and proven deicers. Ally G is a blend of Micro Granular Kiln dried and screen sodium chloride, Dead Sea MAG pellets and Entry liquid non-chloride deicer. Ally G is a significantly more effective alternative to ice melt blends containing Calcium Magnesium Acetate (CMA).

Micro-Granule Technology (MGT)

Micro granule technology provides consistent application and enhanced spreadability. Micro granule technology allows for more particle density per bag and more particles per square foot which leads to faster melt down and increased coverage. Micro granule technology provides consistent application and enhanced spreadability. Micro granule technology greatly reduces tracking, interior clean-up of buildings, and will minimize damage to vacuum cleaners.

Natural Colorant & Application Indicator

Ally G has a natural colorant which is non-staining and naturally occurring in the composition of the product. Its natural color eliminates the need for the addition of synthetic de-icing dyes without compromising visual application indicators and safety. Ally G is non-staining to skin, fabrics, and non-porous surfaces. Its natural color provides ample visual awareness without the potential of staining and tracking.

Ally G Packaging

- 12 lb shaker jug
- 50 lb bags : 49 bags per pallet : 18 pallets per truckload



Ally PC is a concentrated additive that combines the power of liquid magnesium, organic carbohydrates and Entry® non-chloride deicer. Ally PC can be used as a concentrate with salt brines to reduce corrosion, lower freeze points and increase work time. Ally PC can also be used to pre-treat salt to achieve a lower effective temperature than traditional dry salt. Ally PC has a low impact on the environment and allows for lower salt application rates in both a liquid or granular application. Ally PC Can be used as an anti-icer to prevent a bond from forming between pavement and snow.

Ally PC Packaging

- 250 Gal Tote



Ally Liquid RTU is a ready to spray liquid blend that is comprised of sodium chloride, magnesium chloride, organic carbohydrates and Entry® non-chloride liquid deicer. Ally Liquid RTU is designed as a simple and easy way to incorporate liquid deicing into your program. Ally RTU is thoughtfully formulated to bring a lower effective temperature than salt brine while reducing the hygroscopic issues associated with liquid calcium or magnesium chloride. It can be used as a pretreat as well as an anti-icer to prevent a bond from forming between pavement and snow.

Ally RTU Packaging

- 250 Gal Tote



**RELIABLE
PERFORMANCE**

**MELTS
ON CONTACT**

**ENHANCED
CORROSION INHIBITOR**

RESPONSE

Size Matters...

Medium Size particles provide consistent application and spreadability. Particles allows for more particle density per bag and more particles per square foot.

Color & Coverage

Orange indicator colorant provides visibility to ensure complete coverage and reduces over application without staining or tracking.

Eliminate Snow & Ice on Contact

Treated with an enhanced liquid polymer deicer to improve performance and reduce corrosion. All granules are pre-activated and ready to melt snow and ice on contact.



Secure Response Packaging: 50 Lb. bags | 49 Bags per Pallet | 18 Pallets per Truck Load

syantekicemelt.com | 888.408.5433



SECURE • ICE MELT • 50 LBS



SECURE • ICE MELT • 50 LBS



α ALPHA MELT

Micro Granules For Reduced Tracking.

Treated With an Enhanced Liquid Deicer To Improve Performance & Reduce Corrosion.

Magnesium Chloride Lowers Effective Temperature To -13 Degrees Fahrenheit (-25 Celsius)



SECURE • 50 LBS (22.70 kg)



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