

# NEWDEAL DEICING





**NEW DEAL DEICING**

*Specialist in Solids*

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-Colorado Based

-Small Business

-Exceptional Customer Service

-Most Airports in NE use NewDeal

## COMPANY INFORMATION



# NEWDEAL®

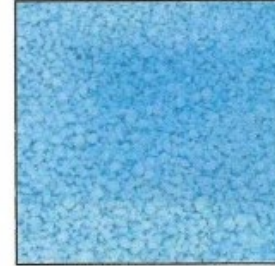
## Solid Airfield Deicer

### *Sodium Formate/Acetate Blend*



#### Product Information:

**AMS 1431 & AMS 1435 certified solid airfield deicer**  
**Composition:** 20-30% Sodium Acetate/70-80% Formate Blend  
**Granule Size:** 2.0 - 5.6mm (#10 - #3.5 sieve)  
**Bulk Density:** 53 lbs/ft<sup>3</sup> to 56 lbs/ft<sup>3</sup>  
**pH (15% solution):** 9.5 - 11  
**Packaging:** • 2205 lb Super Sack  
 • 1000 lb Mini Sack - 2 sacks per pallet  
 • 40 lb bags - 55 bags per pallet



#### Benefits:

- ✓ **Safe** for all airside operational surfaces as well as landside applications.
- ✓ Meets **FAA approved** performance and ecological requirements of AMS 1431 & 1435
- ✓ **Staff safety—1-Step** remote Super Sack discharge system
- ✓ **Irregular granular shape;** pre-wetting not necessary
- ✓ Effective at **low temperatures** (0°F )
- ✓ Biodegradable and **environmentally friendly**
- ✓ **Superior effectiveness** at lower temperatures (under 20°F )
- ✓ **Flexible:** use in both **solid and liquid** forms. No need to ship water.

#### Application Rates:

**Pre-treat / Anti-icing**  
 10 lbs/1000 ft<sup>2</sup>

**De-icing**  
 10-20 lbs/1000 ft<sup>2</sup>

**For best results, pre-treat to prevent ice.** Application should be made in a uniform fashion. The above table should only be used as a guide. When applying product, it is important to consider factors such as precipitation type, surface temperature, and weather forecast.

#### Storage and Handling:

NEWDEAL should be stored tightly sealed in its original bag and in a cool, dry, well-ventilated area to avoid moisture. When handling the product, avoid contact with skin and eyes.

**Please contact:** Laura Miao

New Deal Deicing • 303-459-2500 • [laura@newdealdeicing.com](mailto:laura@newdealdeicing.com) • [www.newdealdeicing.com](http://www.newdealdeicing.com)



15 Bags -> 250 gal.  
 ~ One treatment

Pallet ~915 gal.  
 =  
 3+ treatments



## SMI, Inc.

12219 SW 131 Avenue  
Miami, Florida 33186-6401 USA

Phone: (305) 971-7047  
Fax: (305) 971-7048

Attn: Jeremy Berven  
New Deal Deicing  
6883 E 47<sup>th</sup> Ave Dr  
Denver, CO 80216

Date: 02-Sep-2020

SMI/REF: 2003-416

Product: **NEW DEAL BrineX™ (Lot 2002-26P)** (received 27-Mar-2020)

Dilution: Per specification Page 1 of 13

Partial testing in accordance with:  
AMS 1431E

### SOLID RUNWAY DEICING/ANTI-ICING PRODUCT

#### 3.1 Material

3.1.1	Environmental Information	Informational
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms

#### 3.2 PHYSICAL PROPERTIES

3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	Conforms
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	Not performed
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

<sup>1</sup> Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

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Attn: Jeremy Berven  
New Deal Deicing  
6883 E 47<sup>th</sup> Ave Dr  
Denver, CO 80216

Date: 07-Apr-2021

SMI/REF: 2003-416

Product: **NEW DEAL BrineX™ (Lot 2002-26P)** (received 27-Mar-2020)

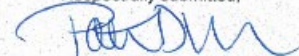
Dilution: As received (solid) Page 1 of 1

### Storage Stability in Accordance with AMS 1431E SOLID RUNWAY DEICING/ANTI-ICING PRODUCT

3.2.4 **Storage Stability:** The product, when stored in a closed container for at least one year in accordance with ASTM F1104 shall not deliquesce or otherwise deteriorate.

Result Conforms

Respectfully submitted,



Patricia D. Viani, SMI Inc.



## **Badass Brine Maker**

### **30 Minutes – Easy as Laundry!**



#### **250 GALLON**

- BM-250 with 220 V electric motor \$4,995.00.
- **10% New Deal Dealer Discount (\$499.50) → \$4,495.50.**
- Dimensions: 6'L x 5'W x 6'H.
- **Easy Operation:** 1. Fill half with water → 2. Dump NEWDEAL® 40 lbs bags → 3. Turn on pump → 30 minutes later, 250 gal liquid



#### **450 GALLON**

- BM-450 with 220 V electric motor \$5,995.00.
- **10% New Deal Dealer Discount (\$599.50) → \$5,395.50.**
- Dimensions: 8'L x 7'W x 5'H. Delivers on a pallet.
- **Easy Operation:** 1. Dump 1 mini sack of NEWDEAL® pellets in the opening → 2. Add water → 3. Turn on pump → 30 minutes later, 450 gal NEWDEAL® liquid



#### **800 GALLON**

- BM-800 with 220 V electric motor \$9,495.00.
- **10% New Deal Dealer Discount (\$949.50) → \$8,545.50.**
- Dimensions: 9.5'L x 7'W x 6'H. 15 minute assembly.
- **Easy Operation:** 1. Dump 2 mini sacks of NEWDEAL® pellets in the opening → 2. Add water → 3. Turn on pump → 30 minutes later, 800 gal NEWDEAL® liquid



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Attn: Jeremy Berven  
New Deal Deicing  
6883 E 47<sup>th</sup> Ave Dr  
Denver, CO 80216

Date: 08-Mar-2023

SMI/REF: 2212-915

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Product: **NEW DEAL BrineX™** (received 09-Dec-2022)

Dilution: 25% by weight (dilution was made using solid product submitted by client)

### AMS 1431E

#### SOLID RUNWAY DEICING/ANTI-ICING PRODUCT

##### 1.3.1.1 Liquefied Solid Deicing Product

*When solid deicing/anti-icing product is liquefied and used as a liquid runway deicing/anti-icing product, the resulting liquid at the highest recommended dilution shall meet the requirements of AMS1435.*

Dilution specified by client: **25% by weight**

Two individual gallons of liquefied product were prepared, at the dilution specified by client, using the solid material submitted by client and water conforming to ASTM D1193 Type IV. The resulting solution was tested in accordance with AMS 1435, as follows:


#### AMS 1435D LIQUID RUNWAY DEICING/ANTI-ICING PRODUCT (revised 2018-11)

##### 4.2.2 Periodic Tests

3.2.5	Effect on Transparent Plastics	<u>Conforms</u>
3.2.6	Effect on Painted Surfaces	<u>Conforms</u>
3.2.7	Effect on Unpainted Surfaces	<u>Conforms</u>
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	<u>Conforms</u>
3.2.8.2	Asphalt Concrete Degradation Resistance	<u><sup>1</sup>Not performed by SMI</u>
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	<u>Conforms</u>
3.2.9.2	Total Immersion Corrosion	<u>Conforms</u>
3.2.9.3	Low Embrittling Cadmium Plate	<u>Conforms</u>
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	<u>Informational</u>
3.2.9.4	Hydrogen Embrittlement	<u>Conforms</u>
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	<u>Conforms</u>
	AMS 4916	<u>Informational</u>

<sup>1</sup>Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

Respectfully submitted,

  
Jeff Nottebaum, SMI Inc.  
Director

  
Rae-anne Nottebaum, SMI Inc.  
Chemist

SCIENTIFIC MATERIAL INTERNATIONAL  
www.smiinc.com

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Attn: Jeremy Berven  
New Deal Deicing  
6883 E 47<sup>th</sup> Ave Dr  
Denver, CO 80216

Date: 21-Apr-2021

SMI/REF: 2003-418ss  
Page 1 of 1

Product: **NEW DEAL BrineX™ (Lot# 2004-07A)** (received 07-Apr-2020)

Dilution: 25% by weight (dilution was made using solid product submitted by client)

### AMS 1431E

#### SOLID RUNWAY DEICING/ANTI-ICING PRODUCT

##### 1.3.1.1 Liquefied Solid Deicing Product

*When solid deicing/anti-icing product is liquefied and used as a liquid runway deicing/anti-icing product, the resulting liquid at the highest recommended dilution shall meet the requirements of AMS1435.*

Dilution specified by client: **25% by weight**

Two individual gallons of liquefied product were prepared, at the dilution specified by client, using the solid material submitted by client and water conforming to ASTM D1193 Type IV. The resulting solution was tested in accordance with AMS 1435, and one of these gallons of liquid was stored for one year, as follows:

#### AMS 1435D LIQUID RUNWAY DEICING/ANTI-ICING PRODUCT (revised 2018-11)

3.2.11 **Storage Stability:** The fluid, after storage in accordance with ASTM F 1104, shall not exhibit separation or increase in turbidity compared to unaged fluid. Any increase in turbidity shall be reported, but shall be acceptable if removed by mild agitation.

**Liquefied Solution (25% by weight):**

**No evidence of separation or increase in turbidity.**

Result Conforms

Respectfully submitted,

  
Patricia D. Viani, SMI Inc.

SCIENTIFIC MATERIAL INTERNATIONAL  
www.smiinc.com

## Check Fluid with Digital Refractometer



**Concentration**



**Freeze Point**





New Deal Deicing  
Specialist in Solids

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*"The unit has already paid for itself."*

### User Reviews – Brine Makers for NEWDEAL®

#### Winter Season 2023-24

"Our 800-gallon brine maker takes 30 minutes to make a batch. The most we can make is 8,000 gallons in a 10-hour day. NEWDEAL has been a game changer. We absolutely love this product and it has been working great."

— Josh VanBriesen, Assistant Maintenance Manager, Rockford Airport, Illinois

"Every 1000 lbs of NEWDEAL pellets will give us 415 gallons of liquid deicer. I look at the weather forecast and make sure we have plenty of NEWDEAL liquid in stock for the next storm. I fill the sprayer tank first and then the totes. We love the NEWDEAL liquid, it works very fast and also lasts quite a while."

— Cody Horn, Facilities Manager, Indianapolis Executive Airport, Indiana

"We received our 800-gallon brine maker yesterday. It is all set up and we have made approximately 6000 gallons so far. Works well, we modified a couple of things just to make it easier for us, but otherwise we like it so far!"

— Nate Cole, Airfield Operations Manager, Missoula Airport, Montana

"We have a 250-gallon brine maker. It takes 30 minutes to make a batch. We could make more in a day than we would ever need, so we've only made two batches in a day."

— Kyle Christiansen, Director of Operations, Bemidji Airport, Minnesota

"We hook up a 2-inch fire hose from the building and we can fill up the 500-gal lower tank with water in less than 10 minutes. Then we dump 2 mini sacks of NEWDEAL pellets in the upper tank, fill the upper tank with water and turn on the pump. After 20 minutes it's done."

— Chris Gouin, Grounds Manager, Barnes Air National Guard Base, Massachusetts

"We dump the pellets into a separate container first so we can control the flow coming out of the tote into the mixing tank. In a 10-hour day, the BM-450 can make about 3,000 gallons of NEWDEAL liquid. Only one person is needed to make brine. All of us can make it."

— Scott Orcutt, Operations Manager, Kearney Regional Airport, Nebraska

"We figured out what level we should fill the water to and drew a line on the tank. We fill the water and then dump one mini sack. In less than 30 minutes it's done but we usually let it mix for 30 minutes. Usually the concentration is right on in the first batch. The NEWDEAL liquid works very well. The unit has already paid for itself."

— Ed Pelkey, Maintenance Manager, Plattsburgh International Airport, New York

## **Affordable Skid Sprayers**



Largest unit for an 8 foot bed pickup truck is 300 gal.

### **With 3 Lane Boom (Spray 30' Wide) and Wired Controller**

Model	Gallons	Size	Loaded Weight	List Price	10%Discount	New Deal Price
ICS-300	300	4'x7.7'x3.75'	3550	\$7,085.00	<del>\$708.50</del>	<b>\$6,376.50</b>
ICS-500	500	4.75'x9'x4.5'	5850	\$7,985.00	<del>\$798.50</del>	<b>\$7,186.50</b>
ICS-725	725	5.75'x9.5'x4.5'	8350	\$8,785.00	<del>\$878.50</del>	<b>\$7,906.50</b>
ICS-925	925	6'x8'x6'	11125	\$9,285.00	<del>\$928.50</del>	<b>\$8,356.50</b>
ICS-1025	1025	5'x13'x4.5'	12430	\$9,585.00	<del>\$958.50</del>	<b>\$8,626.50</b>
ICS-1035	1035	7.25'x9'x4.75'	12435	\$9,585.00	<del>\$958.50</del>	<b>\$8,626.50</b>
ICS-1325	1325	10'x6.2'x4.75'	15895	\$11,185.00	<del>\$1,118.50</del>	<b>\$10,066.50</b>
ICS-1335	1335	12.5'x6.2'x5'	15895	\$11,185.00	<del>\$1,118.50</del>	<b>\$10,066.50</b>
ICS-1635	1635	14'x6.5'x7.25'	18370	\$11,885.00	<del>\$1,188.50</del>	<b>\$10,696.50</b>
BC-3RRE	Wireless Controller Upgrade			\$1585.00	<del>\$158.50</del>	<b>\$1426.50</b>

Leadtime 6-8 **weeks** after receipt of order.



New Deal Deicing  
Specialist in Solids

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***"1/3 of the cost but as good as any deicer on the market!"***

### **NEWDEAL® Liquid Deicer User Reviews**

#### **Winter Season 2022-23**

"We are very happy with the brine we are making with the NEWDEAL®. Using NEWDEAL® liquid instead of potassium, I just tripled my budget! We will continue to liquefy and are working on a significant upgrade for mixing as well as amounts to be stored."

— *Mike Petzold, Operations Manager, Kearney Airport, Nebraska*

"A couple of days ago I used NEWDEAL® liquid when it was 9 degrees and it started breaking the ice on the runway immediately, which was a godsend because I don't know what we'd have done if it didn't work."

— *Gary Allen, Airport Manager, Wrangell Airport, Alaska*

"The NEWDEAL® liquid held off half an inch of snow over a 4 hour window, we didn't have to broom at all. We also got ice yesterday morning about 3mm thick and the NEWDEAL ate right through it, so at this point we're planning on mixing and having 10,000 gallons on hand for the start of next winter."

— *Chris Gouin, Grounds Supervisor, Barnes Air National Guard Base, Massachusetts*

"We have been satisfied with the liquid NEWDEAL®. Currently we are only using the liquid form but will add a spreader this summer so we can do both next winter. We think the liquid product we make works just as good as any deicer on the market."

— *Raul Aguallo, Airport Manager, Scottsbluff Airport, Nebraska*

"We can mix 1,800 gallons at a time using 2 super sacks of NEWDEAL®. It takes 10 minutes to fill the tank with water. From start to finish, it takes about 40-45 minutes to fully mix a batch. I constantly check the fluid concentration with the digital refractometer, and 45 minutes into it, I get a steady number. NEWDEAL liquid works different than KA50, it's not 'oily'. KA50 sticks around forever and then wind blows the snow it all gets stuck. NEWDEAL liquid doesn't do that. Another time there was some hard crust of ice under some thin snow, NEWDEAL liquid hit it and the ice busted apart immediately. Performance wise, we didn't see any difference from KA50."

— *BJ Nelson, Airfield Maintenance, Fargo Airport, North Dakota*

"We used about 60,000 gallons of NEWDEAL® liquid this year. NEWDEAL® worked better than any other product we have used in the past. We use it almost exclusively as a liquid, 95% of all circumstances. Pretreat is usually sprayed at 1 gal, de-ice is 1.5 gal. If we have a combination of cold temp, snow, and high winds sometimes we may not pretreat. Of course the higher the pavement and outside temp is, the better it works."

— *Phil Smith, Airport Manager, Kodiak Airport, Alaska*





## New Deal Deicing

Specialist in Solids

Unique Product, Premium Service™

May 20, 2025

### Price Quote: NEWDEAL® Liquefy Turnkey Package

Blair Executive Airport

1) <b>BM-250</b> with Gasoline Engine:	\$3,995.00
2 x 25 feet unloading hose:	\$250.00
	<hr/>
	\$4,245.00
<b>New Deal Dealer Discount 10%:</b>	<b>(\$424.50)</b>
	<hr/>
	\$3,820.50
2) <b>ICS-300</b> with 3 lane boom and control:	\$7,085.00
<b>New Deal Dealer Discount 10%:</b>	<b>(\$708.50)</b>
	<hr/>
	\$6,376.50
3) <b>Misco PA-202</b> NEWDEAL® Liquid Refractometer:	\$665.00
<b>New Deal Dealer Discount 15%:</b>	<b>(\$99.75)</b>
	<hr/>
	\$565.25
4) Freight estimate via flatbed truck:	\$1,995.00



**Delivered Total: \$12,757.25**

- ✓ 250 gal batch brine maker is for NEWDEAL® BrineX™ 40 lbs bag product.  
Dimension: 72"L x 60"W x 72"H
- ✓ Sprayer is 300 gallon gas unit. Dimension: 48" x 92" x 45". Loaded weight: 3,550 lbs.
- ✓ Please issue PO to New Deal Deicing or email Laura.
- ✓ Estimated Lead Time: 10-12 weeks after receipt of order.
- ✓ New Deal proudly serves more than 200 aviation users nationwide.  
Call 303-459-2500 for assistance.
- ✓ Thank you for supporting your Colorado and Pennsylvania small businesses!

\$2595 Per Pallet

\$272.12 Shipping w/  
forklift unload (PW Barn)

\$87 Liftgate Delivery  
(Direct to Airport)

\$2954.12

Total if shipped  
to BTA direct

Total Initial Cost

\$15,711.37

# QUESTIONS & COMMENTS