

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Salt, Treated Rock**

Contract Period: September 18, 2020 through August 31, 2021
Extended through 8/31/23

Original Date of Issue: 08/03/22

Date of Revision: 8/3/22

S/C No: **S/C PC69183**

Catalog: **Highway and road**

Authorized Users: County Agencies

Address Inquires To:

Name: Robert Poole
Title: Purchaser I
Phone: 845-364-3808
Fax: 845-364-3809
E-mail: pooler@co.rockland.ny.us

Description

This contract is for treated rock salt.

| Contract # | Vendor Number | Contractor & Address | Telephone No. |
|-------------|---------------|---|---------------|
| S/C PC69183 | 0000026568 | Apalachee LLC 1423 Highland Avenue Rochester, NY 14620 Contact: Ellen Pouthier Sales@apalacheesalt.com Alt Contact for weekend/holiday and emergency ordering: Jerome Kowal Cell: 585-410-2666 | 585-442-4131 |

County of Rockland CONTRACT

Dept. of General Services

Purchasing Division
www.rcpurchasing.com

Dispatch via Print

| | | |
|---|--|---------------------------------------|
| Contract ID S/C PC69183 | | Page 1 of 1 |
| Contract Dates 09/18/2020 to 08/31/2023 | | Currency USD |
| SALT, TREATED ROCK | | Contract Maximum 400,000.00 |
| Freight Terms | Buyer Email pooler@co.rockland.ny.us | |
| Buyer Poole,Robert | Phone 845/364-3808 | Fax 845/364-3809 |

Supplier 0000026568
APALACHEE LLC
Ellen Pouthier
1423 HIGHLAND AVENUE
ROCHESTER NY 14620

Phone 585/442-4131


SALES@APALACHEESALT.COM

Tax Exempt? Tax Exempt ID:

| Line # | Supplier Item | Item Desc | Item ID | Price | UOM |
|--------|---------------|---|-------------|---------|--------|
| 1 | | TREATED ROCK SALT- TYPE 1 , GROUP #01800 AWARD 23212 \$102.00 per ton Plus/Minus | 77545000004 | 1.00000 | Dollar |
| 2 | | FUEL SURCHARGE FOR TREATED ROCK SALT | 77545000005 | 1.00000 | Dollar |

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT S/C PC69183.

Authorized Signature





Office of General Services Procurement Services

Coming Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | customer.services@ogs.ny.gov | 518-474-6717

Contract Award Notification Update

Subject: Contracts Renewed through August 31, 2022

DATE: August 19, 2021 **AWARD #:** [23134](#), [23175](#) & [23212](#) **GROUP #:** 01800

AWARD DESCRIPTION: Road Salt, Treated Salt (Types 1 and 2) & Emergency Standby Road Salt (Statewide)

CONTRACT PERIOD: September 1, 2018 through August 31, 2022

CONTACT: Brandy Alden | 518-408-1140 | OGS.sm.SST_roadsalt@ogs.ny.gov

CONTRACT NO.: ALL **CONTRACTOR:** ALL

Please be advised that the following Contracts under OGS Awards 23134, 23175, & 23212 have been renewed through August 31, 2022:

PC68227, PC68889, PC69182 – American Rock Salt Co LLC
PC68228, PC68890, PC69183 – Apalachee LLC
PC68229, PC68891, PC69184 – Atlantic Salt Inc
PC68230, PC68892, PC69185 – Cargill, Incorporated – Salt, Road Safety
PC69187 – Compass Minerals America Inc
PC69188 – Morton Salt Inc

OGS intends to publish revised award documents on or around September 1st, 2021 that will detail the revised contract pricing for the 2021-22 contract term. **See award document *Pricing for specific county and salt type pricing information.***

NOTE: Contracts for Putnam County (Road Salt) and Westchester County (Road Salt and Treated Salt Type 2), and Lot IV, Emergency Standby Road Salt were rebid by OGS under Invitation for Bids 23248 and are currently under evaluation. Authorized Users with **2021-22** filed requirements in these counties/salt types may experience a minor lapse in coverage pending the completion of OGS' review and necessary approvals for those contracts.

THE FOLLOWING REVISIONS HAVE BEEN MADE TO THE CONTRACT AS PART OF THE RENEWAL AGREEMENT:

A summary table (beginning on page 2) has been included for quick reference of revisions by County/Salt Type.

Authorized Users (AU's) with delivery locations for Counties/Salt Types shown in green below are required to purchase minimum requirement obligations as noted in the "Comments" field of the table.

Specific information regarding renewal terms per Contractor can be found starting on page 7 of this document in the section titled: MINIMUM/MAXIMUM OBLIGATIONS REVISION DETAILS.

| Salt Type | Award # | Contract # | County | Awarded Contractor | Comments |
|-----------------|----------|------------|-------------|-----------------------------|--|
| Road Salt | 23175 | PC68889 | ONTARIO | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23175 | PC68892 | ONTARIO | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 2 | 23175 | PC68889 | ONTARIO | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| Road Salt | 23134 | PC68230 | ORANGE | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 1 | 23134 | PC68230 | ORANGE | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 2 | 23134 | PC68228 | ORANGE | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| Road Salt | 23175 | PC68889 | ORLEANS | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23134 | PC68227 | ORLEANS | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | 23175 | PC68889 | ORLEANS | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| Road Salt | 23175 | PC68892 | OSWEGO | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 1 | NO AWARD | | OSWEGO | | |
| TYPE 2 | NO AWARD | | OSWEGO | | |
| Road Salt | 23134 | PC68230 | OTSEGO | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 1 | 23212 | PC69185 | OTSEGO | Cargill, Inc. | AU's are required to purchase minimum filed requirement |
| TYPE 2 | NO AWARD | | OTSEGO | | |
| Road Salt | 23212 | PC69186 | PUTNAM | Champion Salt LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | NO AWARD | | PUTNAM | | |
| TYPE 2 | NO AWARD | | PUTNAM | | |
| Road/Solar Salt | 23212 | PC69184 | QUEENS | Atlantic Salt, Inc. | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23175 | PC68890 | QUEENS | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | NO AWARD | | QUEENS | | |
| Road Salt | 23175 | PC68890 | RENSSELAER | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23175 | PC68890 | RENSSELAER | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | NO AWARD | | RENSSELAER | | |
| Road/Solar Salt | 23212 | PC69184 | RICHMOND | Atlantic Salt, Inc. | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23134 | PC68228 | RICHMOND | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | 23134 | PC68229 | RICHMOND | Atlantic Salt, Inc. | AU's are relieved of obligation to purchase minimum filed requirement |
| Road/Solar Salt | 23212 | PC69184 | ROCKLAND | Atlantic Salt, Inc. | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23212 | PC69183 | ROCKLAND | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | 23134 | PC68229 | ROCKLAND | Atlantic Salt, Inc. | AU's are relieved of obligation to purchase minimum filed requirement |
| Road Salt | 23212 | PC69182 | SARATOGA | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | NO AWARD | | SARATOGA | | |
| TYPE 2 | NO AWARD | | SARATOGA | | |
| Road Salt | 23175 | PC68890 | SCHENECTADY | Apalachee, LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 1 | 23175 | PC68889 | SCHENECTADY | American Rock Salt Co., LLC | AU's are relieved of obligation to purchase minimum filed requirement |
| TYPE 2 | 23212 | PC69188 | SCHENECTADY | Morton Salt Inc | AU's are relieved of obligation to purchase minimum filed requirement |

**NYS Office of General Services
Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)**

**Treated Salt Type 1 Pricing
Contract Term: September 1, 2022 - August 31, 2023**

| AWARD | CONTRACT # | COUNTY | CONTRACTOR | PRICE PER TON | TYPE OF SALT |
|----------|------------|--------------|-----------------------------|---------------|--------------|
| 23134 | PC68227 | ORLEANS | American Rock Salt Co., LLC | \$84.72 | TYPE 1 |
| No Award | | OSWEGO | No Award | | TYPE 1 |
| 23212 | PC69185 | OTSEGO | Cargill, Inc. | \$74.61 | TYPE 1 |
| No Award | | PUTNAM | No Award | | TYPE 1 |
| 23175 | PC68890 | QUEENS | Apalachee, LLC | \$105.00 | TYPE 1 |
| 23175 | PC68890 | RENSSELAER | Apalachee, LLC | \$87.00 | TYPE 1 |
| 23134 | PC68228 | RICHMOND | Apalachee, LLC | \$105.00 | TYPE 1 |
| 23212 | PC69183 | ROCKLAND | Apalachee, LLC | \$102.00 | TYPE 1 |
| 23248 | PC69473 | SARATOGA | Apalachee, LLC | \$90.00 | TYPE 1 |
| 23175 | PC68889 | SCHENECTADY | American Rock Salt Co., LLC | \$82.24 | TYPE 1 |
| No Award | | SCHOHARIE | No Award | | TYPE 1 |
| No Award | | SCHUYLER | No Award | | TYPE 1 |
| 23134 | PC68230 | SENECA | Cargill, Inc. | \$73.44 | TYPE 1 |
| 23212 | PC69185 | ST. LAWRENCE | Cargill, Inc. | \$95.15 | TYPE 1 |
| 23212 | PC69182 | STEUBEN | American Rock Salt Co., LLC | \$73.95 | TYPE 1 |
| 23212 | PC69183 | SUFFOLK | Apalachee, LLC | \$107.00 | TYPE 1 |
| 23212 | PC69185 | SULLIVAN | Cargill, Inc. | \$81.51 | TYPE 1 |
| No Award | | TIOGA | No Award | | TYPE 1 |