COUNTY OF ROCKLAND

Department of General Services

Purchasing Division

Contract Award Notification

Title: ROAD SALT

Contract Period: September 18 2020 through August 31, 2021

Extended through 8/31/23

Original Date of Issue: September 25, 2020

Date of Revision: 08/03/22

S/C No: S/C PC69184

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 is for road salt.

Contract #	Vendor Number	Contractor & Address	Telephone No.
S/C PC69184	0000018918	Atlantic Salt, Inc.	718-816-7200
		134 Middle St, Suite 210	
		Lowell, MA 01852	
		Contact: Dana Banjany	
		saltlady@atlanticsalt.com	
		In emergency contact for after normal	
		business hours or weekends/Holidays	
		contact:	
		Jason Archambault 978-453-4911	
		jarchambault@easternsalt.com	

NOTE:

DEPARTMENTS ARE RESPONSIBLE FOR CHECKING STATE WEBSITE FOR MONTHLY PRICE ADJUSTMENTS AND DETERMINING THAT INVOICES ARE CORRECT.

County of Rockland CONTRACT

Dept. of General Services
Purchasing Division
50 Sanatorium Rd
Bldg A, 6th Fl, Room 609
POMONA NY 10970 www.rcpurchasing.com

> **Supplier** 000 Atlantic Salt Inc 0000018918 Jason Archambault 134 Middle Street - Suite 210 Lowell MA 01852

	Dispate	ch via Print
Contract ID S/C PC69184	•	Page 1 of 1
Contract Dates	Curren	су
09/18/2020 to 08/31/2023	USD	
	Contra	ct Maximum
SALT, ROAD	1,99	91,484.83
Freight Terms	Buyer Email	
_	pooler@co.rockland.ny.us	
Buyer	Phone	Fax
Poole,Robert	845/364-3808	845/364-3809

Phone 978/453-4911 978/251-8244 Fax

jarchambault@easternsalt.com

Line # Supplier Item	Item Desc	Item ID	Price UOM
1	ROAD SALT GROUP #01800 AWARD #23212 79.70 per ton Plus/Minus	77545000002	1.00000 Dollar
2	FUEL SURCHARGE FOR ROAD SALT	77545000003	1.00000 Dollar

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT PC69184.

Authorized Signature Paul J Brenn



Corning 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, 2023

DATE: August 3, 2022 **AWARD #**: $\frac{23134}{23249}$, $\frac{23175}{23249}$, & **GROUP #**: 01800

23248

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

(Statewide)

CONTRACT PERIOD: September 1, 2018 through August 31, 2023

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, & 23248 have been renewed through August 31, 2023:

PC68227, PC68889, PC69182, PC69472 – American Rock Salt Co LLC PC68228, PC68890, PC69183, PC69473 – Apalachee LLC PC68229, PC68891, PC69184, PC69474 – Atlantic Salt Inc PC68230, PC68892, PC69185 – Cargill, Incorporated – Salt, Road Safety PC69187 – Compass Minerals America Inc PC69188, PC69477 – Morton Salt Inc

OGS intends to publish revised award documents on or around September 1st, 2022 that will detail the revised contract pricing for the 2022-23 contract term. On or after September 1st, 2022 see published award document Pricing for specific county and salt type pricing information.

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

Authorized Users are hereby relieved of their obligation to take 70% minimum of their 2021-22 filed requirements, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

Revisions apply to obligations stipulated under Awards 23134, 23175, 23212, & 23248 for the contract term: **September 1, 2021 through August 31, 2022**

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PC6890 RENSELAER Apalachee, LLC Minimum filed requirement	TYPE 2	NO AWARD)	QUEENS		
TYPE 2 NO AWARD RENSSELAER Road/Solar Salt PC69184 RICHMOND Atlantic Salt, Inc. AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement Road/Solar Salt PC69184 ROCKLAND Atlantic Salt, Inc. ROCKLAND Apalachee, LLC AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement	Road Salt	23175	PC68890	RENSSELAER	Apalachee, LLC	
Road/Solar Salt 23212 PC69184 RICHMOND Atlantic Salt, Inc. AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation	TYPE 1	23175	PC68890	RENSSELAER	Apalachee, LLC	
Salt 23212 PC69184 RICHMOND Apalachee, LLC Minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement	TYPE 2	NO AWARD)	RENSSELAER		
TYPE 2 23134 PC68229 RICHMOND Atlantic Salt, Inc. Road/Solar Salt PC69184 ROCKLAND Atlantic Salt, Inc. TYPE 1 23212 PC69184 ROCKLAND Apalachee, LLC AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement		23212	PC69184	RICHMOND	Atlantic Salt, Inc.	minimum filed requirement
ROCKLAND Atlantic Salt, Inc. minimum filed requirement	TYPE 1	23134	PC68228	RICHMOND	Apalachee, LLC	minimum filed requirement
TYPE 1 23212 PC69183 ROCKLAND Apalachee, LLC AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement 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 AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement	TYPE 2	23134	PC68229	RICHMOND	Atlantic Salt, Inc.	minimum filed requirement
TYPE 1 23134 PC68229 ROCKLAND Atlantic Salt, Inc. 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 American Rock Salt Co., LLC TYPE 1 23175 PC68889 SCHENECTADY American Rock Salt Co., LLC AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase		<mark>23212</mark>	PC69184	ROCKLAND	Atlantic Salt, Inc.	minimum filed requirement
Road Salt 23212 PC69182 SARATOGA American Rock Salt Co., LLC minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase minimum filed requirement TYPE 1 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.	TYPE 1	23212	PC69183	ROCKLAND	Apalachee, LLC	
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 AU's are relieved of obligation to purchase minimum filed requirement AU's are relieved of obligation to purchase	TYPE 2	23134	PC68229	ROCKLAND	Atlantic Salt, Inc.	
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 AU's are relieved of obligation to purchase	Road Salt	23212	PC69182	SARATOGA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase
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 Morton Salt Inc.	TYPE 1	NO AWARD		SARATOGA		
TYPE 2 23175 PC68890 SCHENECTADY Apalachee, LLC minimum filed requirement American Rock Salt Co., LLC Morton Salt Inc. American Rock Salt Co., LLC Morton Salt Inc. Au's are relieved of obligation to purchase minimum filed requirement Au's are relieved of obligation to purchase	TYPE 2	2 NO AWARD		SARATOGA		
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	Road Salt	23175	PC68890	SCHENECTADY	Apalachee, LLC	
TYPE 2 23212 PC69188 SCHENECTARY Morton Salt Inc. AU's are relieved of obligation to purchase	TYPE 1	23175	PC68889	SCHENECTADY	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase
	TYPE 2	23212	PC69188	SCHENECTADY	Morton Salt Inc	AU's are relieved of obligation to purchase

Contract #	Contractor & Address	Contract Adr	nin Fed ID#/NYS Vendor ID#
PC69184	Atlantic Salt Inc	Phone #:	978-453-4911 13-2914699
h NA	134 Middle Street, Suite 210	Contact:	Donna Capillo 1000026327
ar ata r	Lowell, MA 01852	Title	Assistant Corporate Secretary
		E-mail:	DCapillo@EasternMinerals.com
	Contractor does not accept NYS Pr	rocurement Card	
	Hours (M-F)): 7:00AM - 4:00	PPM (EST)
	(Sat, Sun)): N/A	
			ntact in the event of an emergency occurring business hours or on weekend/holidays:
		Phone #:	978-453-4911
		Contact:	Jason Archambault
		Title	Sales
		E-mail:	JArchambault@EasternSalt.com
	*		

Contract #	Contractor & Address Cargill, Incorporated -Salt, Road	Contract Admin	Fed ID#/NYS Vendor ID#
PC69185	Safety	Toll-Free #:	800-600-7258 41-0177680
115,000	24950 Country Club Blvd, Suite 450	Phone #:	440-716-4733 1000048669
	North Olmsted, OH 44070	Contact:	Brittany Schwarz
		Title	Customer Care Representative
r sylvati		E-mail:	Salt CustomerCareRoadSafety@Cargill.com
	Contractor accepts NYS Procurement	nt Card for orders up	o to \$50,000.
	Hours (M-F):	7:00AM - 5:00PM	I (EST)
	(Sat, Sun):	N/A	(68)
Antonia in A			ct in the event of an emergency occurring siness hours or on weekend/holidays:
		Toll-Free #:	800-600-7258
		Contact:	Customer Service
**		E-mail:	Salt CustomerCareRoadSafety@Cargill.com

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

Contact Information for NYS Contract Orders Contract Term: September 18, 2020 - August 31, 2021

Conta	Contact Information for NYS Contract Orders				
Contractor Name	Contact Name	Contact Information			
American Rock Salt Co., LLC	Customer Service	Phone #: 888-762-7258 E-Mail: <u>customerservice@americanrocksalt.com</u> Hours: 8:00am to 4:30pm (M-F) EST			
Apalachee, LLC	Peter Kowal	Toll Free #: 800-724-5037 Phone #: 585-442-4131 Cell #: 978-697-5278 E-Mail: sales@apalacheesalt.com Hours: 8:00am to 6:00pm (M-F) EST 9:00am to 3:00pm (Sa/Su)			
Atlantic Salt, Inc.	Diana Banjany	Phone #: 718-816-7200 E-Mail: saltlady@atlanticsalt.com Hours: 7:00am to 4:00pm (M-F) EST			
Cargill, Incorporated -Salt, Road Safety	Customer Service	Phone #: 800-600-7258 E-Mail: Salt_CustomerCareRoadSafety@cargill.com Hours: 7:00am to 5:00pm (M-F) EST			
Champion Salt LLC	Jeremy Warren	Phone #: 617-389-7258 E-Mail: jeremy@championsalt.com Hours: 6:00am to 6:00pm (M-F) CST; Sa/Su upon request			
Compass Minerals America Inc	Anastasia Sharp	Toll Free Phone #: 800-323-1641 (Option 1) Phone #: 913-344-8272 E-Mail: highwaygroup@compassminerals.com Hours: 7:00am to 5:00pm (M-F) CST			
Morton Salt Inc	Customer Service	Toll Free Phone #: 855-665-4540 E-Mail: buyroadsalt@mortonsalt.com Hours: 7:00am to 4:00pm (M-F) CST;			

	Award #23134			
Contract #	Contractor Name			
PC68227	American Rock Salt Co. LLC			
PC68228	Apalachee LLC			
PC68229	Atlantic Salt Inc.			
PC68230	Cargill, Inc. d/b/a Cargill, Inc Salt, Road Safety	100		

	Award #23175			
Contract #	Contractor Name			
PC68889	American Rock Salt Co. LLC			
PC68890	Apalachee LLC			
PC68891	Atlantic Salt Inc.			
PC68892	Cargill, Inc. d/b/a Cargill, Inc Salt, Road Safety			

	Award #23212				
Contract #	Contractor Name				
PC69182	American Rock Salt Co. LLC				
PC69183	Apalachee LLC				
PC69184	Atlantic Salt Inc.				
PC69185	Cargill, Incorporated -Salt, Road Safety				
PC69186	Champion Salt LLC				
PC69187	Compass Minerals America Inc.				
PC69188	Morton Salt Inc.				

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

Road Salt Pricing Contract Term: September 1, 2022 - August 31, 2023

AWARD CONTRACT#		COUNTY	CONTRACTOR	PRICE PER TON TYPE OF SA		
23175	3175 PC68889 ORLEANS		EANS American Rock Salt Co., LLC		Rock	
23175	PC68892	OSWEGO	Cargill, Inc.	\$61.94	Rock	
23134	PC68230	OTSEGO	Cargill, Inc.	\$73.68	Rock	
23248	PC69477	PUTNAM	Morton Salt, Inc.	\$74.35	Rock	
23212	PC69184	QUEENS	Atlantic Salt, Inc.	\$86.14	Rock & Solar	
23175	PC68890	RENSSELAER	Apalachee, LLC	\$73.00	Rock	
23212	PC69184	RICHMOND	Atlantic Salt, Inc.	\$86.14	Rock & Solar	
23212	PC69184	ROCKLAND	Atlantic Salt, Inc.	\$79.70	Rock & Solar	
23212	PC69182	SARATOGA	American Rock Salt Co., LLC	\$56.94	Rock	
23175	PC68890	SCHENECTADY	Apalachee, LLC	\$73.00	Rock	
23134	PC68228	SCHOHARIE	Apalachee, LLC	\$76.00	Rock	
23134	PC68230	SCHUYLER	Cargill, Inc.	\$60.99	Rock	
23134	PC68230	SENECA	Cargill, Inc.	\$62.97	Rock	
23175	PC68889	ST. LAWRENCE	American Rock Salt Co., LLC	\$99.90	Rock	
23134	PC68227	STEUBEN	American Rock Salt Co., LLC	\$60.11	Rock	
23212	PC69184	SUFFOLK	Atlantic Salt, Inc.	\$97.57	Rock & Solar	