

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. 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	718-816-7200

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

Phone 978/453-4911  
Fax 978/251-8244  
jarchambault@easternsalt.com

Tax Exempt? Tax Exempt ID:

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.

## Dispatch via Print

<b>Contract ID</b> S/C PC69184	Page 1 of 1	
<b>Contract Dates</b> 09/18/2020 to 08/31/2023	<b>Currency</b> USD	
<b>Freight Terms</b> SALT, ROAD	<b>Contract Maximum</b> 1,991,484.83	
<b>Buyer</b> Poole,Robert	<b>Buyer Email</b> pooler@co.rockland.ny.us	<b>Phone</b> 845/364-3808
	<b>Fax</b> 845/364-3809	

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](mailto:customer.services@ogs.ny.gov) | 518-474-6717

# Contract Award Notification Update

## Subject: Contracts Renewed through August 31, 2023

**DATE:** August 3, 2022      **AWARD #:** [23134](#), [23175](#), [23212](#), & [23248](#)      **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, 2023

**CONTACT:** Brandy Alden | 518-408-1140 | [OGS.sm.SST\\_roadsalt@ogs.ny.gov](mailto: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 1<sup>st</sup>, 2022 that will detail the revised contract pricing for the 2022-23 contract term. **On or after September 1<sup>st</sup>, 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**

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.	<b>AU's are required to purchase minimum filed requirement</b>
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.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	ORANGE	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
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.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	NO AWARD		OSWEGO		
TYPE 2	NO AWARD		OSWEGO		
Road Salt	23134	PC68230	OTSEGO	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23212	PC69185	OTSEGO	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
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.	<b>AU's are relieved of obligation to purchase minimum filed requirement</b>
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

Contract #	Contractor & Address	Contract Admin	Fed ID#/NYS Vendor ID#
PC69184	Atlantic Salt Inc 134 Middle Street, Suite 210 Lowell, MA 01852	Phone #: 978-453-4911 Contact: Donna Capillo Title Assistant Corporate Secretary E-mail: <a href="mailto:DCapillo@EasternMinerals.com">DCapillo@EasternMinerals.com</a>	13-2914699 1000026327
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			
Hours (M-F): 7:00AM - 4:00PM (EST) (Sat, Sun): N/A			
<b><u>Person to contact in the event of an emergency occurring after normal business hours or on weekend/holidays:</u></b>			
Phone #: 978-453-4911 Contact: Jason Archambault Title Sales E-mail: <a href="mailto:JArchambault@EasternSalt.com">JArchambault@EasternSalt.com</a>			

Contract #	Contractor & Address	Contract Admin	Fed ID#/NYS Vendor ID#
PC69185	Cargill, Incorporated -Salt, Road Safety 24950 Country Club Blvd, Suite 450 North Olmsted, OH 44070	Toll-Free #: 800-600-7258 Phone #: 440-716-4733 Contact: Brittany Schwarz Title Customer Care Representative E-mail: <a href="mailto:Salt_CustomerCareRoadSafety@Cargill.com">Salt_CustomerCareRoadSafety@Cargill.com</a>	41-0177680 1000048669
<i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>			
Hours (M-F): 7:00AM - 5:00PM (EST) (Sat, Sun): N/A			
<b><u>Person to contact in the event of an emergency occurring after normal business hours or on weekend/holidays:</u></b>			
Toll-Free #: 800-600-7258 Contact: Customer Service E-mail: <a href="mailto:Salt_CustomerCareRoadSafety@Cargill.com">Salt_CustomerCareRoadSafety@Cargill.com</a>			

**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**

<b>Contact Information for NYS Contract Orders</b>		
<b>Contractor Name</b>	<b>Contact Name</b>	<b>Contact Information</b>
American Rock Salt Co., LLC	Customer Service	Phone #: 888-762-7258 E-Mail: <a href="mailto:customerservice@americanrocksalt.com">customerservice@americanrocksalt.com</a> 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: <a href="mailto:sales@apalacheesalt.com">sales@apalacheesalt.com</a> 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: <a href="mailto:saltlady@atlanticsalt.com">saltlady@atlanticsalt.com</a> Hours: 7:00am to 4:00pm (M-F) EST
Cargill, Incorporated -Salt, Road Safety	Customer Service	Phone #: 800-600-7258 E-Mail: <a href="mailto:Salt_CustomerCareRoadSafety@cargill.com">Salt_CustomerCareRoadSafety@cargill.com</a> Hours: 7:00am to 5:00pm (M-F) EST
Champion Salt LLC	Jeremy Warren	Phone #: 617-389-7258 E-Mail: <a href="mailto:jeremy@championsalt.com">jeremy@championsalt.com</a> 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: <a href="mailto:highwaygroup@compassminerals.com">highwaygroup@compassminerals.com</a> Hours: 7:00am to 5:00pm (M-F) CST
Morton Salt Inc	Customer Service	Toll Free Phone #: 855-665-4540 E-Mail: <a href="mailto:buyroadsalt@mortonsalt.com">buyroadsalt@mortonsalt.com</a> 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

**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 SALT
23175	PC68889	ORLEANS	American Rock Salt Co., LLC	\$63.52	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