

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: Liquid Magnesium Chloride

Contract Period: October 1, 2022 through September 30, 2024

Original Date of Issue: October 4, 2022

Date of Revision:

S/C No: S/C PC69821

Catalog: Highway

Authorized Users: County Agencies

Address Inquiries 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 Liquid Magnesium Chloride.

Contract #	Vendor Number	Contractor & Address	Telephone No.
S/C PC69821	0000021630	Innovative Municipal Products d/b/a Innovative Surface Solutions 454 River Road Glenmont, NY 12077 Contact: Valerie Crowe orders@innovativecompany.com	800-257-5808 518-729-4319 Emergency contact: 518-491-6621

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

Dispatch via Print

Contract ID S/C PC69821		Page 1 of 1
Contract Dates 10/01/2022 to 09/30/2024		Currency USD
Liquid Magnesium Chloride		Contract Maximum 85,000.00
Freight Terms	Buyer Email pooler@co.rockland.ny.us	
Buyer Poole,Robert	Phone 845/364-3808	Fax 845/364-3809

Supplier 0000021630
Innovative Municipal Products Inc
454 River Road
Glenmont NY 12077

Phone 518/729-5181
Fax 518/729-5181
orders@innovativecompany.com

Tax Exempt? Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		Liquid Magnesium Chloride with Corrosion Inhibitor. 4000 gallon . Product Meltdown 26% with AP	19246000001	1.16000	Gallon
2		Liquid Magnesium Chloride with Corrosion Inhibitor 2000 gallon. Product Meltdown 26% with AP	19246000007	1.36000	Gallon
3		SPLIT SHIPMENT CHARGE	19246000002	100.00000	Each
4		FUEL SURCHARGE	19246000003	1.00000	Dollar

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT S/C PC69821 GROUP 32100 AWARD 23268

Authorized Signature

Paul J. Brennan



**Office of General Services
Procurement Services**

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

Contract Award Notification

Title	: Group 32100 Snow & Ice Control Agents (Statewide)
	Classification Code(s): 12
Award Number	: <u>23268</u> (Replaces Award 23214)
Contract Period	: October 1, 2022, to September 30, 2024
Bid Opening Date	: July 26, 2022
Date of Issue	: October 1, 2022
Specification Reference	: As Incorporated In The Solicitation
Contractor Information	: Appears starting on Page 4 of this Award

Address Inquiries To:

State Agencies & Vendors		Political Subdivisions & Others	
		Procurement Services Customer Services	
Name :	Stephanie Remmert	Phone :	518-474-6717
Title :	Contract Management Specialist	E-mail :	customer.services@ogs.ny.gov
Phone :	518-402-7182		
E-mail :	Stephanie.Remmert@ogs.ny.gov		

**Procurement Services values your input.
Complete and return "Contract Performance Report" at end of document.**

Description

Snow & Ice Control Agents to be provided to various locations throughout the State for all Authorized Users eligible to purchase through this statewide contract includes the following:

- Liquid Calcium Chloride corrosion inhibited
- Liquid Calcium Chloride with Organic Based Performance Enhancer (OBPE)
- Liquid Magnesium Chloride corrosion inhibited
- Liquid Magnesium Chloride with OBPE
- Treated Salt in bulk (Types 1 & 2)
- Calcium Chloride (to be offered in 50 lb. bags of flake or pellet form)
 - Flake Type S Grade 1 Class A
 - Flake Type S Class A
 - Pellet Type S Grade 2 Class B
- Solar Salt for brine making (in bulk or totes)

This Award has 5% MBE, 5% WBE and 0% SDVOB goal requirements for Regions 1,3,4,5,8,10 & 11.

This Award has 0% MBE, 5% WBE and 0% SDVOB goal requirements for Region 2.

This Award has 0% MBE, 0% WBE and 0% SDVOB goal requirements for Regions 6,7 & 9.

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC69820	Gorman Bros., Inc. 200 Church Street Albany, NY 12202	Phone #: 518-462-5401 Contact: Michael D. Ryan Title: Manager of Contract Administrator E-mail: MRyan@GormanRoads.com	14-0704840 1000013676

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC69821	Innovative Municipal Products (US), Inc D/B/A Innovative Surface Solutions 454 River Road Glenmont, NY 12077	Phone #: 800-387-5777 Ext 110 Contact: Syed Ali Title: Sr. Financial Analyst/Bid Manager E-mail: Bids@InnovativeCompany.com	51-0375765 1000009401

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC69822	Morton Salt, Inc 444 West Lake Street, Suite 3000 Chicago, IL 60606	Phone #: 312-807-2384 Contact: Na-Tia Douglas Title: Senior Bid Analyst E-mail: NDouglas@MortonSalt.com	27-3146174 1100010394

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC69823	Peckham Materials Corp. 763 Schoharie Turnpike Athens, NY 12015	Phone #: 518-945-1120 Ext 250 Contact: Jeri Camputaro Title: Sales Coordinator E-mail: JCamp@Peckham.com	14-1470013 1000006732

Cash Discount, If Shown, Should be Given Special Attention.
INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.
 (See "Invoicing and Payments" in this document.)

AGENCIES SHOULD NOTIFY NEW YORK STATE PROCUREMENT SERVICES PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO PROCUREMENT SERVICES.

**Group 32100 Award 23268
Snow & Ice Control Agents (Statewide)**

Price Pages

Contact Information			
Contractor Name	Contract #	NYS Contract Orders Contact Info	Emergency Contact Info
American Rock Salt Co., LLC	PC69815	Customer Service Toll Free #: 888-762-7258 E-Mail: customerservice@americanrocksalt.com Hours: 7:30 am to 4:30pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Jamie McClain Title: Marketing Manager Phone #: 585-519-5247 E-Mail: Jamie.McClain@americanrocksalt.com
Apalachee, LLC	PC69816	Name: Peter Kowal Toll Free #: 800-724-5037 Phone #: 585-442-4131 E-Mail: sales@apalacheesalt.com Hours: 8:00am to 6:00pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Peter Kowal Title: VP Transportation & Logistics Phone #: 585-442-4131 E-Mail: sales@apalacheesalt.com
Cargill, Incorporated -Salt, Road Safety	PC69817	Customer Care Toll Free #: 800-600-7258 E-Mail: Salt_CustomerCareRoadSafety@cargill.com Hours: 7:00am to 5:00pm (M-F) EST <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	Customer Care Toll Free #: 800-600-7258 E-Mail: Salt_CustomerCareRoadSafety@cargill.com
Da-Lee Group d/b/a Calcium Chloride Sales	PC69818	Name: Wendy Courneyea Phone #: 905-643-1135 x14 E-Mail: wendy@daleegroup.com Hours: 8:00am to 4:30pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Wendy Courneyea Title: Dispatch/Sales Phone #: 289-933-5580 E-Mail: wendy@daleegroup.com
Dynasty Chemical Corp	PC69819	Name: Ervin Brace Phone #: 518-463-1146 E-Mail: ebrace@dynastychemical.com Hours: 8:00am to 4:30pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Kurt Waldman Title: Vice President Phone #: 518-463-1146 E-Mail: kwaldman@dynastychemical.com
Gorman Bros., Inc	PC69820	Name: Michael D. Ryan Toll Free Phone #: 800-332-7795 Phone #: 518-462-5401 E-Mail: mryan@gormanroads.com Hours: 8:30am to 4:30pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Michael D. Ryan Toll Free Phone #: 800-332-7795 Phone #: 518-462-5401 E-Mail: mryan@gormanroads.com
Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	PC69821	Name: Valerie Crowe Toll Free Phone #: 800-257-5808 Phone #: 518-729-4319 E-Mail: orders@innovativecompany.com Hours: 7:00am to 5:00pm (M-F) EST 6:00am to Noon (Sa) <i>Contractor does not accept NYS Procurement Card</i>	Name: Donald Cornell Title: Logistics Manager Phone #: 518-491-6621 E-Mail: glenmontlogistics@innovativecompany.com
Morton Salt Inc	PC69822	Customer Service Toll Free Phone #: 855-665-4540 E-Mail: buyroadsalt@mortonsalt.com Hours: 7:00am to 4:00pm (M-F) CST <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	Name: Jasmin Simons Title: Highway-Chemical Customer Service Manager Phone #: 630-861-2310 E-Mail: jsimons@mortonsalt.com
Peckham Materials Corp	PC69823	Name: Jeri Camputaro Phone #: 518-945-1120 E-Mail: jcamp@peckham.com Hours: 7:00am to 4:30pm (M-F) EST <i>Contractor does not accept NYS Procurement Card</i>	Name: Scott Pooters Title: Plant Manager Phone #: 518-222-6681 E-Mail: spot@peckham.com

SECTION 3: SPECIFICATIONS

See Attachment *Snow & Ice Control Agents Specifications* for general and detailed specifications and Lot structuring for the following products included in this Invitation for Bids:

- Liquid Calcium Chloride corrosion inhibited
- Liquid Calcium Chloride with Organic Based Performance Enhancer (OBPE)
- Liquid Magnesium Chloride corrosion inhibited
- Liquid Magnesium Chloride with OBPE
- Treated Salt in bulk (Types 1 & 2)
- Calcium Chloride (to be offered in 50 lb. bags in flake or pellet form) as:
 - Flake Type S Grade 1 Class A
 - Flake Type S Class A
 - Pellet Type S Grade 2 Class B
- Solar Salt for brine making (bulk or 1-ton totes)

3.1 Region Chart

Regions for Lots I – IV, VII – IX are grouped by Counties as indicated below:

Region 1	Region 2	Region 3	Region 4	Region 5	Region 6
Albany Essex Greene Rensselaer Saratoga Schenectady Warren Washington	Fulton Hamilton Herkimer Madison Montgomery Oneida	Cayuga Cortland Onondaga Oswego Seneca Tompkins	Genesee Livingston Monroe Ontario Orleans Wayne Wyoming	Cattaraugus Chautauqua Erie Niagara	Allegany Chemung Schuyler Steuben Yates

Region 7	Region 8	Region 9	Region 10	Region 11
Clinton Franklin Jefferson Lewis St. Lawrence	Columbia Dutchess Orange Putnam Rockland Ulster Westchester	Broome Chenango Delaware Otsego Schoharie Sullivan Tioga	Nassau Suffolk	Bronx Kings Queens New York Richmond

(continued)

**Group 32100 Award 23268
Snow & Ice Control Agents (Statewide)**

Price Pages

<u>Contractor Name</u>	<u>Awarded Under LOT #</u>
PC69815 - American Rock Salt Co LLC	V, VI
PC69816 - Apalachee LLC	V, VI, IX, X, XI
PC69817 - Cargill, Incorporated - Salt, Road Safety	V
PC69818 - Da-Lee Group d/b/a Calcium Chloride Sales	I
PC69819 - Dynasty Chemical Corp	VII, VIII, IX
PC69820 - Gorman Bros., Inc	II, III
PC69821 - Innovative Municipal Products (US) Inc DBA Innovative Surface Solutions	III, IV
PC69822 - Morton Salt Inc	VI
PC69823 - Peckham Materials Corp	I

**Group 32100 Award 23268
Snow & Ice Control Agents (Statewide)**

**Price Pages
LOT III - Liquid Magnesium Chloride - Corrosion Inhibited**

<u>Region</u>	<u>Contractor Name</u>	<u>Product Name</u>	<u>Price Per Gallon</u> <i>4,000 Gallon Minimum (1 delivery location)</i>	<u>Price Per Gallon</u> <i>2,000 Gallon Minimum (2 delivery locations)</i>	<u>Dye Color</u>
1	Gorman Bros., Inc	ProMelt Mag 30	\$1.20	\$1.54	Brown
	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.02	\$1.22	Clear
		ProMelt Ultra 1000 INH	\$1.45	\$1.65	
2	Gorman Bros., Inc	ProMelt Mag 30	\$1.22	\$1.55	Brown
	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.15	\$1.35	Clear
		ProMelt Ultra 1000 INH	\$1.44	\$1.64	
3	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.25	\$1.45	Clear
		ProMelt Ultra 1000 INH	\$1.52	\$1.72	
4	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.30	\$1.50	
		ProMelt Ultra 1000 INH	\$1.56	\$1.76	
5	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.41	\$1.61	
		ProMelt Ultra 1000 INH	\$1.66	\$1.86	
6	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.30	\$1.50	
		ProMelt Ultra 1000 INH	\$1.65	\$1.85	
7	Gorman Bros., Inc	ProMelt Mag 30	\$1.30	\$1.74	Brown
	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.21	\$1.36	Clear
		ProMelt Ultra 1000 INH	\$1.52	\$1.72	
8	Gorman Bros., Inc	ProMelt Mag 30	\$1.30	\$1.55	Brown
	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.16	\$1.36	Clear
		ProMelt Ultra 1000 INH	\$1.42	\$1.62	
9	Gorman Bros., Inc	ProMelt Mag 30	\$1.20	\$1.55	Brown
	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.15	\$1.35	Clear
		ProMelt Ultra 1000 INH	\$1.45	\$1.65	
10	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.41	\$1.61	
		ProMelt Ultra 1000 INH	\$1.69	\$1.89	
11	Innovative Municipal Products (US) Inc d/b/a Innovative Surface Solutions	ProMelt Mag 26 INH	\$1.41	\$1.61	
		ProMelt Ultra 1000 INH	\$1.68	\$1.88	