

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division

# Contract Award Notification

Title: **ROAD SALT**

Contract Period: September 1, 2023 through August 31, 2024

Original Date of Issue: September 8, 2023

Date of Revision:

S/C No: **S/C PC70130**

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 PC70130	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

**Dispatch via Print**

<b>Contract ID</b> S/C PC70130		Page 1 of 1
<b>Contract Dates</b> 09/01/2023 to 08/31/2024		<b>Currency</b> USD
<b>Freight Terms</b> SALT, ROAD		<b>Contract Maximum</b> 1,334,024.62
<b>Buyer Email</b> pooler@co.rockland.ny.us		
<b>Buyer</b> Poole,Robert	<b>Phone</b> 845/364-3808	<b>Fax</b> 845/364-3809

**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 #23315 75.00 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 S/C PC70130

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

# Contract Award Notification

<b>Title</b>	: <b>Group 01800 – Road Salt, Treated Salt, &amp; Emergency Standby Road Salt (Statewide)</b>
	Classification Code(s): 12
<b>Award Number</b>	: <b><u>23315</u></b> (Replaces Awards 23134, 23175, 23212 & 23248)
<b>Contract Period</b>	: <b>September 1, 2023 through August 31, 2024</b>
<b>Bid Opening Date</b>	: <b>July 18, 2023</b>
<b>Date of Issue</b>	: <b>September 1, 2023</b>
<b>Specification Reference</b>	: <b>As Incorporated In The Invitation for Bids</b>
<b>Contractor Information</b>	: <b>Appears on Page 4 &amp; 5 of this Award</b>

<b>Address Inquiries To:</b>	
<b>Name</b> : Brandy Alden <b>Title</b> : Contract Management Specialist 2 <b>Phone</b> : 518-408-1140 <b>E-mail</b> : OGS.sm.SST_roadsalt@ogs.ny.gov	<b>Procurement Services Customer Services</b>  <b>Phone</b> : 518-474-6717 <b>E-mail</b> : customer.services@ogs.ny.gov

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

### Description

Road Salt is used for snow and ice control. Treated Salt is granular sodium chloride (Rock Salt) treated with corrosion inhibited liquid magnesium chloride – Types 1 and 2.

These are filed requirement contracts which require the Authorized User to purchase 50% of their filed requirement.

Automatic price increase becomes effective once deliveries exceed 120% of the Authorized User's filed requirement.

There are MBE and WBE participation goals totaling 30% for certain counties on this contract.  
There are 0% SDVOB participation goals.

PR # 23315

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

**Road Salt Pricing**

**Contract Term: September 1, 2023 - August 31, 2024**

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23315	PC70128	ORLEANS	American Rock Salt Company LLC	\$67.33	Rock
23315	PC70131	OSWEGO	Cargill, Incorporated - Salt, Road Safety	\$57.18	Rock
23315	PC70131	OTSEGO	Cargill, Incorporated - Salt, Road Safety	\$70.36	Rock
23315	PC70129	PUTNAM	Apalachee, LLC	\$75.00	Rock
23315	PC70130	QUEENS	Atlantic Salt, Inc.	\$89.90	Rock & Solar
23315	PC70129	RENSSELAER	Apalachee, LLC	\$62.95	Rock
23315	PC70130	RICHMOND	Atlantic Salt, Inc.	\$89.90	Rock & Solar
23315	PC70130	ROCKLAND	Atlantic Salt, Inc.	\$75.00	Rock & Solar
23315	PC70129	SARATOGA	Apalachee, LLC	\$67.20	Rock
23315	PC70129	SCHEENECTADY	Apalachee, LLC	\$62.95	Rock
23315	PC70131	SCHOHARIE	Cargill, Incorporated - Salt, Road Safety	\$65.25	Rock
23315	PC70131	SCHUYLER	Cargill, Incorporated - Salt, Road Safety	\$59.87	Rock
23315	PC70131	SENECA	Cargill, Incorporated - Salt, Road Safety	\$59.87	Rock
23315	PC70132	ST. LAWRENCE	Compass Minerals America Inc	\$67.82	Rock
23315	PC70128	STEUBEN	American Rock Salt Company LLC	\$58.31	Rock
23315	PC70130	SUFFOLK	Atlantic Salt, Inc.	\$97.00	Rock & Solar

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

**Contact Information for NYS Contract Orders  
Contract Term: September 1, 2023 - August 31, 2024**

Contact Information		
Contractor Name	NYS Contract Orders Contact Info	Emergency Contact Info
American Rock Salt Co., LLC	Customer Service Toll Free #: 888-762-7258 E-Mail: <a href="mailto:customerservice@americanrocksalt.com">customerservice@americanrocksalt.com</a> Hours: 8:00 am to 4:30pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	Name: Jamie McClain Title: Marketing Manager Phone #: 585-519-5247 E-Mail: <a href="mailto:Jamie.McClain@americanrocksalt.com">Jamie.McClain@americanrocksalt.com</a>
Apalachee, LLC	Name: Peter Kowal or Jerome Kowal Toll Free #: 800-724-5037 Phone #: 585-442-4131 E-Mail: <a href="mailto:sales@apalacheesalt.com">sales@apalacheesalt.com</a> Hours: 8:00am to 5:00pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	
Atlantic Salt, Inc.	Name: Diana Banjany Phone #: 718-816-7200 E-Mail: <a href="mailto:saltlady@atlanticsalt.com">saltlady@atlanticsalt.com</a> Hours: 8:00 am to 4:30pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	Name: Jason Archambault Title: Sales Phone #: 978-453-4911 E-Mail: <a href="mailto:jarchambault@easternsalt.com">jarchambault@easternsalt.com</a>
Cargill, Incorporated -Salt, Road Safety	Customer Service Toll Free #: 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  <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	
Compass Minerals America Inc	Customer Experience Team Toll Free Phone #: 800-323-1641 (Option 1) E-Mail: <a href="mailto:highwayorders@compassminerals.com">highwayorders@compassminerals.com</a> Hours: 8:00am to 5:00pm (M-F) CST  <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	Name: Harrison Green Title: Manager Highway Sales Toll Free Phone #: 800-323-1641 (Option 2) Phone #: 913-449-7981 E-Mail: <a href="mailto:greenh@compassminerals.com">greenh@compassminerals.com</a>
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  <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: <a href="mailto:jsimons@mortonsalt.com">jsimons@mortonsalt.com</a>

Storage Fees			
Contract #	Contractor Name	Price to store salt through Dec. 31, 2024	Price to store salt starting Jan 1, 2025
PC70128	American Rock Salt Co. LLC	\$3.60 per ton	\$8.00 per ton/per month
PC70129	Apalachee LLC	\$3.60 per ton	\$3.60 per ton/per month
PC70130	Atlantic Salt Inc.	\$3.60 per ton	\$8.00 per ton/per month
PC70131	Cargill, Incorporated - Salt, Road Safety	\$3.60 per ton	\$8.00 per ton/per month
PC70132	Compass Minerals American Inc	\$3.60 per ton	\$8.00 per ton/per month
PC70133	Morton Salt Inc	\$3.60 per ton	\$8.00 per ton/per month