

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Salt, Treated Rock**

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

Original Date of Issue: 9/8/23

Date of Revision:

S/C No: **S/C PC70131**

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 PC70131	000008520	Cargill Inc-Salt Division P. O. Box 640283 Pittsburgh, PA 15264 Contact: Nadine Gilbert Salt_CustomerCareRoadSafety@cargill.com	800-600-7258

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 PC70131		Page 1 of 1
Contract Dates 09/01/2023 to 08/31/2024		Currency USD
SALT, TREATED ROCK		Contract Maximum 381,503.55
Freight Terms	Buyer Email pooler@co.rockland.ny.us	
Buyer Poole,Robert	Phone 845/364-3808	Fax 845/364-3809

Supplier 0000008520
Cargill Inc-salt Division
Nadine Gilbert
P. O. Box 640283
Pittsburgh PA 15264

Phone 800/600-7258
Fax 440/716-0763
Salt_CustomerCareRoadSafety@cargill

Tax Exempt? Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		TREATED ROCK SALT- TYPE 1 , GROUP #01800 AWARD 23315 \$108.50 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 PC70131

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

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

Treated Salt Type 1 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	\$85.00	TYPE 1
		OSWEGO	No Award		TYPE 1
23315	PC70131	OTSEGO	Cargill, Incorporated - Salt, Road Safety	\$74.61	TYPE 1
		PUTNAM	No Award		TYPE 1
		QUEENS	No Award		TYPE 1
23315	PC70128	RENSSELAER	American Rock Salt Company LLC	\$90.00	TYPE 1
		RICHMOND	No Award		TYPE 1
23315	PC70131	ROCKLAND	Cargill, Incorporated - Salt, Road Safety	\$108.50	TYPE 1
23315	PC70128	SARATOGA	American Rock Salt Company LLC	\$93.00	TYPE 1
23315	PC70131	SCHENECTADY	Cargill, Incorporated - Salt, Road Safety	\$81.03	TYPE 1
		SCHOHARIE	No Award		TYPE 1
		SCHUYLER	No Award		TYPE 1
23315	PC70131	SENECA	Cargill, Incorporated - Salt, Road Safety	\$70.68	TYPE 1
23315	PC70132	ST. LAWRENCE	Compass Minerals America Inc	\$80.02	TYPE 1
		STEUBEN	No Award		TYPE 1
		SUFFOLK	No Award		TYPE 1
23315	PC70131	SULLIVAN	Cargill, Incorporated - Salt, Road Safety	\$79.10	TYPE 1
		TIOGA	No Award		TYPE 1

**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: customerservice@americanrocksalt.com 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: Jamie.McClain@americanrocksalt.com
Apalachee, LLC	Name: Peter Kowal or Jerome Kowal Toll Free #: 800-724-5037 Phone #: 585-442-4131 E-Mail: sales@apalacheesalt.com 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: saltlady@atlanticsalt.com 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: jarchambault@easternsalt.com
Cargill, Incorporated - Salt, Road Safety	Customer Service 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>	
Compass Minerals America Inc	Customer Experience Team Toll Free Phone #: 800-323-1641 (Option 1) E-Mail: highwayorders@compassminerals.com 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: greenh@compassminerals.com
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 <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

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