

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **ROAD SALT**

Contract Period: September 20, 2024 through August 31, 2025

Original Date of Issue: December 19, 2024

Date of Revision:

S/C No: **S/C PC70462**

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

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 #23358 73.00 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 70462

Dispatch via Print

Contract ID S/C PC70462		Page 1 of 1
Contract Dates 09/20/2024 to 08/31/2025		Currency USD
Road Salt		Contract Maximum 1,511,713.62
Freight Terms	Buyer Email pooler@co.rockland.ny.us	
Buyer Poole,Robert	Phone 845/364-3808	Fax 845/364-3809

Authorized Signature





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>23358</u> (Replaces Award 23315)
Contract Period	:	September 20, 2024 through August 31, 2025
Bid Opening Date	:	July 18, 2024
Date of Issue	:	September 20, 2024
Specification Reference	:	As Incorporated In The Invitation for Bids
Contractor Information	:	Appears on Pages 4 & 5 of this Award

Address Inquiries To:	
Name : Jamison Ott Title : Contract Management Specialist 1 Phone : 518-473-2663 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 # 23358

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

Contact Information for NYS Contract Orders
Contract Term: September 20, 2024 - August 31, 2025

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: Austin Hillbrands Title: Manager Highway Sales Toll Free Phone #: 800-323-1641 (Option 2) Phone #: 913-415-5287 E-Mail: hilbrandsa@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, 2025	Price to store salt starting Jan 1, 2026
PC70460	American Rock Salt Co. LLC	\$3.60	\$8.00
PC70461	Apalachee LLC	\$3.00	\$7.00
PC70462	Atlantic Salt Inc.	\$3.60	\$8.00
PC70463	Cargill, Incorporated - Salt, Road Safety	\$3.60	\$8.00
PC70464	Compass Minerals American Inc	\$3.60	\$8.00
PC70465	Morton Salt Inc	\$3.60	\$3.60

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

Road Salt Pricing
Contract Term: September 20, 2024 - August 31, 2025

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23358	PC70460	ORLEANS	American Rock Salt Company LLC	\$57.33	Rock
23358	PC70460	OSWEGO	American Rock Salt Company LLC	\$53.27	Rock
23358	PC70463	OTSEGO	Cargill, Incorporated- Salt, Road Safety	\$69.15	Rock
23358	PC70463	PUTNAM	Cargill, Incorporated- Salt, Road Safety	\$79.88	Rock
23358	PC70462	QUEENS	Atlantic Salt, Inc.	\$94.00	Rock & Solar
23358	PC70460	RENSSELAER	American Rock Salt Company LLC	\$59.35	Rock
23358	PC70462	RICHMOND	Atlantic Salt, Inc.	\$94.00	Rock & Solar
23358	PC70462	ROCKLAND	Atlantic Salt, Inc.	\$73.00	Rock & Solar
23358	PC70460	SARATOGA	American Rock Salt Company LLC	\$60.99	Rock
23358	PC70463	SCHENECTADY	Cargill, Incorporated- Salt, Road Safety	\$58.10	Rock
23358	PC70463	SCHOHARIE	Cargill, Incorporated- Salt, Road Safety	\$61.52	Rock
23358	PC70460	SCHUYLER	American Rock Salt Company LLC	\$49.87	Rock
23358	PC70460	SENECA	American Rock Salt Company LLC	\$49.87	Rock
23358	PC70463	ST. LAWRENCE	Cargill, Incorporated- Salt, Road Safety	\$61.80	Rock
23358	PC70463	STEUBEN	Cargill, Incorporated- Salt, Road Safety	\$50.87	Rock
23358	PC70462	SUFFOLK	Atlantic Salt, Inc.	\$97.00	Rock & Solar

SECTION 1: INTRODUCTION

1.1 Contractor Information

NOTE: See individual contract items to determine actual awardees.

See separate document **PRICING** for contact information to place NYS Contract Orders.

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70460	American Rock Salt Co LLC PO Box 190 Mt. Morris, NY 14510	Phone #: 888-762-7258 Contact: Jamie A. McClain Title: Marketing Manager Email: Jamie.McClain@AmericanRockSalt.com	16-1516458 1000008297
Contractor <u>does not</u> accept NYS Procurement Card			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70461 SB	Apalachee LLC 1423 Highland Ave Rochester, NY 14620	Toll Free #: 800-724-5037 Phone #: 585-442-4131 Contact: Ellen Pouthier Title: VP Sales Email: Sales@ApalacheeSalt.com	47-2089879 1100213604
Contractor <u>does not</u> accept NYS Procurement Card			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70462	Atlantic Salt Inc 134 Middle Street, Suite 210 Lowell, MA 01852	Phone #: 978-453-4911 Contact: Donna Capillo Title: Assistant Corporate Secretary Email: DCapillo@EasternMinerals.com	13-2914699 1000026327
Contractor <u>does not</u> accept NYS Procurement Card			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70463	Cargill Incorporated – Salt, Road Safety 24950 Country Club Blvd, Suite 450 North Olmsted, NY 44070	Toll Free #: 800-600-7258 Contact: Adam Donegan Title: Government Sales Lead Email: Salt_customer@careroadsafety@Cargill.com	41-0117680 1000048669
Contractor <u>accepts</u> NYS Procurement Card orders for up to \$50,000.			

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