

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Salt, Treated Rock**

Contract Period: September 12, 2025, through August 31, 2026

Original Date of Issue: 09/30/25

Date of Revision: 9/30/25

S/C No: **S/C PC70875**

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 PC70875	0000026568	Apalachee LLC 1423 Highland Avenue Rochester, NY 14620 Contact: Ellen Pouthier Sales@apalacheesalt.com Alt Contact for weekend/holiday and emergency ordering: Jerome Kowal Cell: 585-410-2666	585-442-4131

County of Rockland CONTRACT

Dept. of General Services

Purchasing Division
50 Sanatorium Rd, Bldg A, 6th Fl, Rm 609
Inside Delivery - No Loading Dock
POMONA NY 10970
www.rcpurchasing.com

Supplier 0000026568
APALACHEE LLC
1423 HIGHLAND AVENUE
ROCHESTER NY 14620

Phone 585/442-4131

SALES@APALACHEESALT.COM

Tax Exempt? Tax Exempt ID:


Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		TREATED ROCK SALT- TYPE 1 , GROUP #01800 AWARD 23409 \$102.00 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 70875 Award 23409

Dispatch via Print

Contract ID S/C PC70875		Page 1 of 1
Contract Dates 09/12/2025 to 08/31/2026		Currency USD
Salt, Treated Rock		Contract Maximum 622,411.27
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 – Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide) Classification Code(s): 12
Award Number	:	23409 (Replaces Award 23358)
Contract Period	:	September 12, 2025 - August 31, 2026
Bid Opening Date	:	July 24, 2025
Date of Issue	:	September 15, 2025
Specification Reference	:	As Incorporated in the Invitation for Bids
Contractor Information	:	Appears starting on Page 4 of this Award

Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
Name : Jamison Tamer Title : Contract Management Specialist 1 Phone : 518-473-2663 E-mail : Jamison.Tamer@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 10% in New York State on this contract.
There are 0% SDVOB participation goals.

PR # 23409

(continued)

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#
PC70874	American Rock Salt Co LLC PO Box 190 Mt. Morris, NY 14510	Toll Free #: 888-762-7258 Phone #: 585-991-6817 Contact: Jamie A. McClain Title: Marketing Manager Email: Jamie.McClain@AmericanRockSalt.com	16-1516458 1000008297
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70875 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
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70876	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
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70877	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
<i>Contractor accepts NYS Procurement Card orders for up to \$50,000.</i>			

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

Treated Salt Type 1 Pricing
Contract Term: September 12, 2025 - August 31, 2026

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23409	PC70874	ONTARIO	American Rock Salt Co LLC	\$71.88	TYPE 1
23409	PC70875	ORANGE	Apalachee LLC	\$94.00	TYPE 1
23409		ORLEANS	No Award		TYPE 1
23409	PC70877	OSWEGO	Cargill Inc - Salt, Road Safety	\$79.49	TYPE 1
23409	PC70877	OTSEGO	Cargill Inc - Salt, Road Safety	\$85.24	TYPE 1
23409		PUTNAM	No Award		TYPE 1
23409		QUEENS	No Award		TYPE 1
23409	PC70875	RENSSELAER	Apalachee LLC	\$87.00	TYPE 1
23409		RICHMOND	No Award		TYPE 1
23409	PC70875	ROCKLAND	Apalachee LLC	\$102.00	TYPE 1
23409	PC70875	SARATOGA	Apalachee LLC	\$93.00	TYPE 1
23409	PC70875	SCHENECTADY	Apalachee LLC	\$86.00	TYPE 1
23409		SCHOHARIE	No Award		TYPE 1
23409		SCHUYLER	No Award		TYPE 1
23409	PC70877	SENECA	Cargill Inc - Salt, Road Safety	\$77.98	TYPE 1
23409	PC70877	ST. LAWRENCE	Cargill Inc - Salt, Road Safety	\$95.15	TYPE 1
23409	PC70877	STEUBEN	Cargill Inc - Salt, Road Safety	\$80.73	TYPE 1

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

Contractor Information & Storage Fees
Contract Term: September 12, 2025 - August 31, 2026

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 Contractor <u>does not</u> accept NYS Procurement Card	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 Contractor <u>does not</u> accept NYS Procurement Card	
Atlantic Salt, Inc.	Name: Diana Banjany Phone #: 718-816-7200 E-Mail: saltlady@atlanticsalt.com Hours: 8:00 am to 4:00pm (M-F) EST Contractor <u>does not</u> accept NYS Procurement Card	Name: Jason Archambault Title: Sales Manager 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 Contractor <u>accepts</u> NYS Procurement Card for orders up to \$50,000.	
Compass Minerals America Inc	Customer Experience Team Toll Free Phone #: 800-323-1641 (Option 1) E-Mail: highwayorders@compassminerals.com Hours: 7:30am to 5:00pm (M-F) CST Contractor <u>accepts</u> NYS Procurement Card for orders up to \$50,000.	Name: Austin Hilbrands Title: Manager Highway Sales Toll Free Phone #: 800-323-1641 (Option 2) Phone #: 913-344-9369 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 Contractor <u>accepts</u> NYS Procurement Card for orders up to \$50,000.	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, 2026	Price to store salt starting Jan 1, 2027
	American Rock Salt Co. LLC	\$3.60	\$8.00
	Apalachee LLC	\$3.60	\$8.00
	Atlantic Salt Inc.	\$3.60	\$8.00
	Cargill, Incorporated - Salt, Road Safety	\$3.60	\$8.00
	Compass Minerals American Inc	\$3.60	\$8.00
	Morton Salt Inc	\$3.60	\$3.60