

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **ROAD SALT**

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

Original Date of Issue: September 30, 2025

Date of Revision:

S/C No: **S/C PC70876**

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 PC70876	0000018918	Atlantic Salt, Inc. 134 Middle St, Suite 210 Lowell, MA 01852 Contact: Diana 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, Rm 609
Inside Delivery - No Loading Dock
POMONA NY 10970
www.rcpurchasing.com

Dispatch via Print

Contract ID S/C PC70876		Page 1 of 1
Contract Dates 09/12/2025 to 08/31/2026		Currency USD
Freight Terms Road Salt		Contract Maximum 1,704,610.77
Buyer Email pooler@co.rockland.ny.us		
Buyer Poole,Robert	Phone 845/364-3808	Fax 845/364-3809

Supplier 0000018918
Atlantic Salt Inc
134 Middle Street - Suite 210
Lowell MA 01852

Phone 978/453-4911
Fax 978/251-8244
dcapillo@easternminerals.com; saltl

Tax Exempt? Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		ROAD SALT GROUP #01800 AWARD #23409 75.10 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 PC70876 AWARD 23409

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 – 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_customerarcareroadsafety@Cargill.com	41-0117680 1000048669
<i>Contractor <u>accepts</u> NYS Procurement Card orders for up to \$50,000.</i>			

(continued)

**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 <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 4:00pm (M-F) EST <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	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 <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: 7:30am to 5:00pm (M-F) CST <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	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 <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, 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

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

**Road Salt Pricing
Contract Term: September 12, 2025 - August 31, 2026**

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23409	PC70874	ORLEANS	American Rock Salt Co LLC	\$67.33	Rock
23409	PC70874	OSWEGO	American Rock Salt Co LLC	\$62.02	Rock
23409	PC70877	OTSEGO	Cargill Inc - Salt, Road Safety	\$72.15	Rock
23409	PC70875	PUTNAM	Apalachee LLC	\$76.00	Rock
23409	PC70876	QUEENS	Atlantic Salt Inc	\$97.00	Rock & Solar
23409	PC70875	RENSSELAER	Apalachee LLC	\$69.00	Rock
23409	PC70876	RICHMOND	Atlantic Salt Inc	\$97.00	Rock & Solar
23409	PC70876	ROCKLAND	Atlantic Salt Inc	\$75.10	Rock & Solar
23409	PC70879	SARATOGA	Morton Salt Inc	\$62.59	Rock
23409	PC70875	SCHENECTADY	Apalachee LLC	\$69.00	Rock
23409	PC70875	SCHOHARIE	Apalachee LLC	\$69.00	Rock
23409	PC70877	SCHUYLER	Cargill Inc - Salt, Road Safety	\$61.63	Rock
23409	PC70874	SENECA	American Rock Salt Co LLC	\$55.87	Rock
23409	PC70877	ST. LAWRENCE	Cargill Inc - Salt, Road Safety	\$76.67	Rock
23409	PC70874	STEUBEN	American Rock Salt Co LLC	\$52.87	Rock
23409	PC70876	SUFFOLK	Atlantic Salt Inc	\$99.90	Rock & Solar