

COUNTY OF ROCKLAND  
Department of General Services  
**Purchasing Division**

# Contract Award Notification

Title: **Liquid Magnesium Chloride**

Contract Period: October 9, 2024 through September 30, 2026

Original Date of Issue: October 16, 2024

Date of Revision:

S/C No: **S/C PC70478**

Catalog: **Highway**

Authorized Users: County Agencies

Address Inquiries To:

Name: Nicholas Chodor  
Title: Purchaser I  
Phone: (845) 364-3856  
Fax: (845) 364-3809  
E-mail: chodorn@co.rockland.ny.us

**Description**

This contract is for Liquid Magnesium Chloride.

Contract #	Vendor Number	Contractor & Address	Telephone No.
S/C PC70478	0000021630	Innovative Municipal Products d/b/a Innovative Surface Solutions 454 River Road Glenmont, NY 12077 Contact: Chad Bauder bids@innovativecompany.com	800-257-5808 518-729-4319  Emergency contact: 518-491-6621

# 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** 0000021630  
Innovative Municipal Products Inc  
Chad Bauder  
454 River Road  
Glenmont NY 12077

Phone 800/257-5808  
Fax 518/729-5181  
bids@innovativecompany.com

Tax Exempt? Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		Liquid Magnesium Chloride with Corrosion Inhibitor. 4000 gallon . Product Meltdown 26% with AP	19246000001	1.19000	Gallon
2		Liquid Magnesium Chloride with Corrosion Inhibitor 2000 gallon. Product Meltdown 26% with AP	19246000007	1.39000	Gallon
3		SPLIT SHIPMENT CHARGE	19246000002	100.00000	Each
4		FUEL SURCHARGE	19246000003	1.00000	Dollar

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT S/C PC70478 Group 32100 Award 23357

Dispatch via Print

<b>Contract ID</b> S/C PC70478		Page 1 of 1
<b>Contract Dates</b> 10/09/2024 to 09/30/2026		<b>Currency</b> USD
Liquid Magnesium Chloride		<b>Contract Maximum</b> 85,000.00
<b>Freight Terms</b>	<b>Buyer Email</b> chodorn@co.rockland.ny.us	
<b>Buyer</b> Nicholas Chodor	<b>Phone</b> 845/364-3856	<b>Fax</b> 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](mailto:customer.services@ogs.ny.gov) | 518-474-6717

## Contract Award Notification

<b>Title</b>	<b>:</b>	<b>Group 32100 Snow &amp; Ice Control Agents (Statewide)</b>
		<b>Classification Code(s): 12</b>
<b>Award Number</b>	<b>:</b>	<b><u>23357</u></b> (Replaces Award 23268)
<b>Contract Period</b>	<b>:</b>	<b>October 9, 2024 through September 30, 2026</b>
<b>Bid Opening Date</b>	<b>:</b>	<b>July 25, 2024</b>
<b>Date of Issue</b>	<b>:</b>	<b>October 10, 2024</b>
<b>Specification Reference</b>	<b>:</b>	<b>As Incorporated In The Invitation for Bids</b>
<b>Contractor Information</b>	<b>:</b>	<b>Appears on Page 4 of this Award</b>

### Address Inquiries To:

<b>Name</b> :	<b>Brandy Alden</b>	<b>Procurement Services</b>
<b>Title</b> :	<b>Contract Management Specialist 2</b>	<b>Customer Services</b>
<b>Phone</b> :	<b>518-408-1140</b>	<b>Phone</b> : 518-474-6717
<b>E-mail</b> :	<b>Brandy.alden@ogs.ny.gov</b>	<b>E-mail</b> : <a href="mailto:customer.services@ogs.ny.gov">customer.services@ogs.ny.gov</a>

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

### Description

Snow & Ice Control Agents to be provided to various locations throughout the State for all Authorized Users eligible to purchase through this statewide contract includes the following:

- Liquid Calcium Chloride corrosion inhibited
- Liquid Calcium Chloride with Organic Based Performance Enhancer (OBPE)
- Liquid Magnesium Chloride corrosion inhibited
- Liquid Magnesium Chloride with OBPE
- Treated Salt in bulk (Types 1 & 2)
- Calcium Chloride (to be offered in 50 lb. bags of flake or pellet form)
  - Flake Type S Grade 1 Class A
  - Flake Type S Class A
  - Pellet Type S Grade 2 Class B
- Solar Salt for brine making (in bulk or totes)

This Award has 5% MBE, 5% WBE and 0% SDVOB goal requirements for Regions 1,3,4,5,8,10 &11.  
This Award has 0% MBE, 0% WBE and 0% SDVOB goal requirements for Regions 6,7 & 9.

PR #23357

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC70477	Dynasty Chemical Corp 444 North Pearl St Albany, NY 12204	Phone #: 518-463-1146 Contact: Kurt Waldman Title: VP Operations E-mail: kwaldman@dynastychemical.com	14-1583464 1100005394

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC70478	Innovative Municipal Products (US) Inc DBA Innovative Surface Solutions 454 River Road Glenmont, NY 12077	Phone #: 518-729-4319 Contact: Chad Bauder Title: VP Planning & Dev E-mail: bids@innovativecompany.com	51-0375765 1000009401

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC70479	Morton Salt Inc 444 West Lake St, Suite 2900 Chicago, IL 60606	Phone #: 312-807-2384 Contact: Na-tia Douglas Title: Senior Bid Analyst E-mail: ndouglas@mortonsalt.com	27-3146174 1100010394

Contract #	Contractor Name & Address	Contract Admin	Fed ID#/ NYS Vendor ID#
PC70480	Peckham Materials Corp 763 Schoharie Turnpike Athens, NY 12015	Phone #: 518-945-1120 Contact: Jeri Campularo Title: Inside Sales E-mail: jcamp@peckham.com	14-1470013 1000006732

Cash Discount, If Shown, Should be Given Special Attention.

AGENCIES SHOULD NOTIFY NEW YORK STATE OGS PROCUREMENT SERVICES PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO PROCUREMENT SERVICES.

(continued)



**SECTION 3: SPECIFICATIONS**

See Attachment – *Snow & Ice Control Agents Specifications* for general and detailed specifications and Lot structuring for the following products included in this Solicitation:

- Liquid Calcium Chloride corrosion inhibited.
- Liquid Calcium Chloride with Organic Based Performance Enhancer (OBPE)
- Liquid Magnesium Chloride corrosion inhibited.
- Liquid Magnesium Chloride with OBPE
- Treated Salt in bulk (Types 1 & 2)
- Calcium Chloride (to be offered in 50 lb. bags in flake or pellet form) as:
  - Flake Type S Grade 1 Class A
  - Flake Type S Class A
  - Pellet Type S Grade 2 Class B
- Solar Salt for brine making (bulk or 1-ton totes)

**3.1 Region Chart**

Regions for Lots 1, 2, 3, 4, 7, 8, & 9 are grouped by Counties as indicated below:

Region 1	Region 2	Region 3	Region 4	Region 5	Region 6
Albany Essex Greene Rensselaer Saratoga Schenectady Warren Washington	Fulton Hamilton Herkimer Madison Montgomery Oneida	Cayuga Cortland Onondaga Oswego Seneca Tompkins	Genesee Livingston Monroe Ontario Orleans Wayne Wyoming	Cattaraugus Chautauqua Erie Niagara	Allegany Chemung Schuyler Steuben Yates

Region 7	Region 8	Region 9	Region 10	Region 11
Clinton Franklin Jefferson Lewis St. Lawrence	Columbia Dutchess Orange Putnam Rockland Ulster Westchester	Broome Chenango Delaware Otsego Schoharie Sullivan Tioga	Nassau Suffolk	Bronx Kings Queens New York Richmond

(continued)

**6.9 Ordering**

Purchase Orders shall be made in accordance with the terms set forth in Appendix B, Purchase Orders. Authorized Users may submit orders over the phone, and, if available, may submit orders electronically via web-based ordering, e-mail, or facsimile at any time. Orders submitted shall be deemed received by Contractor on the date submitted.

All orders shall reference Contract number, requisition, and/or Purchase Order number (if applicable). Upon Contractor's receipt of an order, confirmation is to be provided to the Authorized User electronically or via facsimile. Order confirmation should be sufficiently detailed, and include, at a minimum, purchase price, date of order, delivery information (if applicable), Authorized User name, and sales representative (if applicable).

**6.10 Minimum Order**

The minimum order for this Contract is as follows per Lot:

**Lots 1 – 4**

- Minimum order is 4,000 gallons.
- Orders should be placed for 4,000 gallons or multiples thereof.
- Minimum delivery is 4,000 gallons for one location, or 2,000 gallons for each of two locations.
- Orders requiring delivery to two locations are subject to the 2,000-gallon pricing.

**Lots 5, 6, & 10**

- Minimum delivery shall be 22 tons in bulk per delivery location.

**Lots 7 – 9, 11**

- Minimum delivery shall be truckload delivery as indicated on Attachment – *Pricing* tabs of this Solicitation for Lots 7 – 9, and 11.

**6.11 Purchasing Card Orders**

If the Contractor accepts orders using the State's Purchasing Card (see Appendix B, Purchasing Card), also referred to as the Procurement Card, the Contractor shall not charge or bill the Authorized User for any additional charges related to the use of the Purchasing Card, including but not limited to processing charges, surcharges or other fees.

**6.12 Invoicing and Payment**

Invoicing and payment shall be made in accordance with the terms set forth in Appendix B, Contract Invoicing.

The Contractor is required to provide the Authorized User with one invoice for each Purchase Order at the time of delivery. The invoice must include detailed line-item information to allow Authorized Users to verify that pricing at point of receipt matches the Contract price on the original date of order. At a minimum, the following fields must be included on each invoice:

- Contractor Name
- Contractor Billing Address
- Contractor Federal ID Number
- NYS Vendor ID Number
- Account Number
- NYS Contract Number
- Name of Authorized User indicated on the Purchase Order
- NYS Agency Unit ID (if applicable)
- Authorized User's Purchase Order Number

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**Group 32100 Award 23357**  
**Snow & Ice Control Agents (Statewide)**

**Price Pages**  
**LOT 3 - Liquid Magnesium Chloride - Corrosion Inhibited**

<u>Region</u>	<u>Contractor Name</u>	<u>Product Name</u>	<u>Price Per Gallon</u> <i>4,000 Gallon Minimum (1 delivery location)</i>	<u>Price Per Gallon</u> <i>2,000 Gallon Minimum (2 delivery locations)</i>	<u>Dye Color</u>
1	All States Construction Inc dba Gorman Construction	ProMelt Mag INH	\$1.32	\$1.69	Brown
	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.05	\$1.25	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.48	\$1.68	
2	All States Construction Inc dba Gorman Construction	ProMelt Mag INH	\$1.32	\$1.69	Brown
	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.18	\$1.38	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.47	\$1.67	
3	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.28	\$1.48	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.55	\$1.75	
4	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.33	\$1.53	
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.59	\$1.79	
5	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.44	\$1.64	
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.69	\$1.89	
6	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.33	\$1.53	
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.68	\$1.88	
7	All States Construction Inc dba Gorman Construction	ProMelt Mag INH	\$1.32	\$1.69	Brown
	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.30	\$1.50	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.55	\$1.75	
8	All States Construction Inc dba Gorman Construction	ProMelt Mag INH	\$1.32	\$1.69	Brown
	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.19	\$1.39	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.45	\$1.65	
9	All States Construction Inc dba Gorman Construction	ProMelt Mag INH	\$1.32	\$1.69	Brown
	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.18	\$1.38	Clear
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.48	\$1.68	
10	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.44	\$1.64	
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.72	\$1.92	
11	Innovative Municipal Products (US) Inc	ProMelt Mag 26 INH	\$1.44	\$1.64	
	dba Innovative Surface Solutions	ProMelt Ultra 1000 INH	\$1.71	\$1.91	



**Group 32100 Award 23357  
Snow & Ice Control Agents (Statewide)**

**Price Pages  
Contractor Information Page**

Contract #	Contractor Name	NYS Contract Orders Contact Info & Emergency Contact Info	
PC70472	All States Construction Inc DBA Gorman Construction	Kayla Bessette Toll Free #: 800-332-7795 Phone #: 518-462-5401 x109 Emergency #: 518-932-8676 E-Mail: <a href="mailto:kbessette@asmq.com">kbessette@asmq.com</a> Hours: 8:30am to 4:30pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	
PC70473	American Rock Salt Company LLC	Customer Service Toll Free #: 888-762-7258 E-Mail: <a href="mailto:customerservice@americanrocksalt.com">customerservice@americanrocksalt.com</a> Hours: 8:00am 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>
PC70474	Apalachee, LLC	Name: Peter 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 does not accept NYS Procurement Card</i>	
PC70475	Cargill, Incorporated -Salt, Road Safety	Customer Care 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>	
PC70476	Da-Lee Group Inc DBA Calcium Chloride Sales	Name: Wendy Courneyea Phone #: 905-643-1135 x14 E-Mail: <a href="mailto:wendy@daleegroup.com">wendy@daleegroup.com</a> Hours: 8:00am to 4:30pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	
PC70477	Dynasty Chemical Corp	Name: Mike Waldman Phone #: 518-463-1146 E-Mail: <a href="mailto:mjwaldman@dynastychemical.com">mjwaldman@dynastychemical.com</a> Hours: 8:00am to 4:00pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	
PC70478	Innovative Municipal Products (US) Inc DBA Innovative Surface Solutions	Name: Valerie Crowe Toll Free Phone #: 800-257-5808 Phone #: 518-729-4319 E-Mail: <a href="mailto:orders@innovativecompany.com">orders@innovativecompany.com</a> Hours: 7:00am to 4:00pm (M-F) EST  <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	Name: Joe Cashin Title: Director of Sales Phone #: 518-728-1617 E-Mail: <a href="mailto:jcashin@innovativecompany.com">jcashin@innovativecompany.com</a>
PC70479	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:jsimons2@mortonsalt.com">jsimons2@mortonsalt.com</a>
PC70480	Peckham Materials Corp	Name: Jeri Camputaro Phone #: 518-945-1120 E-Mail: <a href="mailto:jcamp@peckham.com">jcamp@peckham.com</a> Hours: 8:00am to 4:30pm (M-F) EST  <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	



**Group 32100 Award 23357  
Snow & Ice Control Agents (Statewide)**

**Price Pages  
Contractor Award per LOT**

<u>Lot #</u>	<u>Description</u>	<u>Contract #</u>	<u>Contractor Name</u>
1	Liquid Calcium Chloride - Corrosion Inhibited	PC70472	All States Construction Inc dba Gorman Construction
		PC70476	Da-Lee Group Inc dba Calcium Chloride Sales
		PC70480	Peckham Materials Corp
2	Liquid Calcium Chloride with Organic Based Performance Enhancer (OBPE)	PC70472	All States Construction Inc dba Gorman Construction
3	Liquid Magnesium Chloride - Corrosion Inhibited	PC70472	All States Construction Inc dba Gorman Construction
		PC70478	Innovative Municipal Products (US) Inc dba Innovative Surface Solutions
4	Liquid Magnesium Chloride with Organic Based Performance Enhancer (OBPE)	PC70478	Innovative Municipal Products (US) Inc dba Innovative Surface Solutions
5	Treated Salt Type 1 (Bulk)	PC70473	American Rock Co LLC
		PC70474	Apalachee LLC
		PC70475	Cargill Incorporated - Salt, Road Safety
6	Treated Salt Type 2 (Bulk)	PC70473	American Rock Co LLC
		PC70474	Apalachee LLC
		PC70479	Morton Salt Inc
7	Calcium Chloride Flake Type S Grade 1 Class A	No Award	
8	Calcium Chloride Flake Type S Class A	PC70477	Dynasty Chemical Corp
9	Calcium Chloride Pellet Type S Grade 2 Class B	PC70474	Apalachee LLC
		PC70477	Dynasty Chemical Corp
10	Solar Salt for Brine Making (Bulk)	PC70474	Apalachee LLC
11	Solar Salt for Brine Making (Totes)	PC70474	Apalachee LLC