





Contract Award Notification Update

Subject: Contract Renewed through August 31, 2021

DATE: August 12, 2020 AWARD #: 23134 GROUP #: 01800

AWARD DESCRIPTION: Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)

CONTRACT PERIOD: September 1, 2018 – August 31, 2021

CONTACT: Brandy Alden | 518-408-1140 | OGS.sm.SST\_roadsalt@ogs.ny.gov

CONTRACT NO.: PC68227 CONTRACTOR: American Rock Salt Co. LLC
PC68228 Apalachee LLC
PC68229 Atlantic Salt Inc
PC68230 Cargill Inc DBA Cargill Inc – Salt, Road Safety

Please be advised that the Contracts for the above listed Contractors have been renewed through August 31, 2021.

Contracts have been renewed with 0% change in price for all counties for Lots I, II, & III under this award.

OGS intends to publish revised award documents shortly that will detail the new contract pricing for 2020-21 contract term. See award document Pricing for specific county and salt type pricing information.

THE FOLLOWING REVISIONS HAVE BEEN MADE TO THE CONTRACT AS PART OF THE RENEWAL AGREEMENT:

MINIMUM/MAXIMUM OBLIGATIONS

American Rock Salt Co., LLC (PC68227)

September 1, 2019 to August 31, 2020

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2019-20 filed requirements, however, contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

For any 2019-20 orders taken from August - December the contractor will defer payments until 1/1/2021.

The contractor has waived all storage fees for the 2019-20 filed requirements.

**Apalachee LLC (PC68228)**

September 1, 2019 to August 31, 2020

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2019-20 filed requirements, however, contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

The contractor has waived all storage fees for the 2019-20 filed requirements.

**Atlantic Salt, Inc (PC68229)**

September 1, 2019 to August 31, 2020

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their 2019-20 filed requirements and contractors are obligated to deliver up to 150% of the filed requirements for Road Salt and Treated Salt.

Authorized Users with multiple delivery sites (e.g. NYSDOT, County Highways and NYS Thruway, etc) shall have their minimum/maximum delivery quantities determined based on the sum of all their sites serviced by a Contractor.

When the Authorized User is not able to take the minimum required amount, the Contractor will store salt for the Authorized User at a rate of \$3.50/ton (i.e. Authorized User did not take minimum by 8/31/2020, Contractor will store salt through 12/31/2020).

Storage fee will be waived if Authorized User pre-paid for minimum amount by 6/15/2020.

If storage is necessary for an Authorized User beyond 12/31/2020 the Contractor may offer storage at a per month rate of \$3.50/ton.

Delivery of stored salt between 9/1/2020 and 5/31/2021 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

**Cargill Inc. D/B/A Cargill Inc – Salt, Road Safety (PC68230)**

September 1, 2019 to August 31, 2020

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their 2019-20 filed requirements and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

Contractor has extended period to fulfill the 2019-20 filed requirement minimums through 8/31/2021.

Authorized Users with multiple delivery sites (e.g., NYSDOT, County Highways and NYS Thruway) shall have their minimum/maximum delivery quantities determined based on the sum of all their sites serviced by a Contractor.

Where the Authorized User is not able to take the minimum required amount, the Contractor will store salt for the Authorized User and has agreed to waive all associated storage fees.

Delivery of stored salt between 9/1/2020 and 5/31/2021 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

**FUEL PRICE ADJUSTMENTS**

For calculating fuel price adjustments, the 2020/21 base rate has been established as posted in the EIA Highway Diesel Prices for New England PADD1A for the week ending July 27, 2020.

**Effective September 1, 2020 the new base rate will be \$2.632.**



**Filed Requirements Determination:**

Each authorized user should consider the following before submitting filed requirements for the upcoming contract year:

- Whether they've met their current 70% minimum obligation for the current contract year, and if not, how much additional road salt must be obtained by August 31<sup>st</sup> in order to meet this obligation.
- The amount of road salt used in the current contract year.
- The amount of road salt not utilized in the current contract year that will be applied to the upcoming contract year.
- In an AVERAGE Winter, the estimated quantity of Road Salt generally used.

Note: Past purchase history and the record of previous filed requirements will assist in making this determination.

Any non-state agency authorized user that fails to submit filed requirements shall be eligible to be added to the delivery schedule at the Contractor's option only. If an authorized user fails to submit filed requirements, but later determines it is necessary, they must follow the procedure to request to be added to the contract in accordance with the contract terms and conditions.

Authorized users should refer to the most current award documents published on the OGS website for additional information: <https://ogs.ny.gov/procurement/ogs-centralized-awards-list>.



**Office of General Services  
Procurement Services**

Coming 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 Update

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**Subject: Revised Award**

**DATE:** February 25, 2020                      **AWARD #:** [23134](#)                      **GROUP #:** 01800

**AWARD DESCRIPTION:** Road Salt, Treated Salt & Emergency Standby Road Salt (Statewide)

**CONTRACT PERIOD:** September 1, 2018 – August 31, 2020

**CONTACT:** Brandy Alden | 518-408-1140 | [OGS.sm.SST\\_roadsalt@ogs.ny.gov](mailto:OGS.sm.SST_roadsalt@ogs.ny.gov)

**CONTRACT NO.:** ALL                      **CONTRACTOR:** ALL

OGS has published a revised Contract Award Notification document for this award.

The table titled Contractor Storage Charges (Section 3.8 – Minimum/Maximum Obligations) has been updated to reflect storage charges for this award.

Authorized users should refer to the most current contract documents available at the NYS OGS Procurement Services website before purchasing from the contract.  
<https://online.ogs.ny.gov/purchase/spg/awards/0180023134CAN.HTM>



# Contract Award Notification Update

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**Subject: Road Salt - New OGS Contract Manager**

**DATE:** November 22, 2019                      **AWARD #:** [22955](#), [23134](#),  
[23175](#) & [23179](#)                      **GROUP #:** 01800

**AWARD DESCRIPTION:** Road Salt, Treated Salt & Emergency Standby Road Salt (Statewide)

**CONTRACT PERIOD:** September 1, 2015 – August 31, 2020

**CONTACT:** Brandy Alden | 518-408-1140 | [OGS.sm.SST\\_roadsalt@ogs.ny.gov](mailto:OGS.sm.SST_roadsalt@ogs.ny.gov)

**CONTRACT NO.:** ALL                      **CONTRACTOR:** ALL

**The NYS OGS Contract Management Specialist contact has changed.**

Name: **Brandy Alden**  
Title: Contract Management Specialist 2  
Phone: **(518) 408-1140**  
Email: [OGS.sm.SST\\_roadsalt@ogs.ny.gov](mailto:OGS.sm.SST_roadsalt@ogs.ny.gov)

Authorized users should refer to the most recent Contract Award Notification (Revised November 22, 2019) before purchasing from the contract.

All other terms and conditions remain the same.









Corning Tower, Empire State Plaza, Albany, NY 12242 | www.nyspro.ogs.ny.gov | customer.services@ogs.ny.gov | 518-474-6717

# Contract Award Notification Update

## Subject: Revised Contractor Contact Information

DATE: October 18, 2018                      AWARD #: [23134](#)                      GROUP #: 01800

AWARD DESCRIPTION: Road Salt, Treated Salt & Emergency Standby Road Salt(Statewide)

CONTRACT PERIOD: September 1, 2018 – August 31, 2019

CONTACT: Bailey Baleno | 518-473-1614 | Bailey.Baleno@ogs.ny.gov

CONTRACT NO.: PC68229                      CONTRACTOR: Atlantic Salt, Inc.

### PERSON(S) TO CONTACT FOR PLACING NEW YORK STATE CONTRACT ORDERS:

| <u>Company</u>   | <u>Contact Name</u>   | <u>Contact Information</u>   |
|--|---|--|
| Atlantic Salt, Inc.<br>561 Richmond Terr.<br>Staten Island, NY 10301 | Contact Central Dispatch<br>Office for <b>regular Road Salt (Lot I) for Fulton &amp; Montgomery counties only</b> | (617) 889-9520<br>E-mail: <a href="mailto:info@atlanticsalt.com">info@atlanticsalt.com</a><br>Hours: Monday-Friday, 7:00 am to 5:00 pm         |
|  | Contact Diana Banjany<br>For <b>Treated Salt Type 2 (Lot III) for Rockland County only</b>                        | (718) 816-7200<br>E-mail: <a href="mailto:saltlady@atlanticsalt.com">saltlady@atlanticsalt.com</a><br>Hours: Monday-Friday, 7:00 am to 5:00 pm |

Revised Contract Award: <https://ogs.ny.gov/purchase/spg/pdfdocs/0180023134ra.pdf>

All other terms and conditions of the current contract remain unchanged.