



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 Update

Subject: Lot I - Road Salt, MADISON COUNTY REASSIGNED to Cargill, Incorporated

DATE: December 1, 2025 **AWARD #:** [23409](#) **GROUP #:** 01800
AWARD DESCRIPTION: Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)
CONTRACT PERIOD: September 12, 2025 – August 31, 2026
CONTACT: Jamison Tamer | 518-473-2663 | OGS.sm.SST_roadsalt@ogs.ny.gov
CONTRACT NO.: PC70877 **CONTRACTOR:** Cargill, Incorporated – Salt, Road Safety

OGS has issued a revised Pricing document (Revised November 25, 2025).

- Lot I – Road Salt for Madison County has been reassigned from PC70874 American Rock Salt Co LLC to PC70877 Cargill, Incorporated – Salt Road Safety.
- The OGS contract price is now \$78.00 per ton for regular road salt.

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23409	PC70874	MADISON	American Rock Salt Co LLC		Rock
23409	PC70877	MADISON	Cargill Inc - Salt, Road Safety	\$78.00	Rock

Only the Authorized Users listed on pg 2 of this document are impacted by this change in awarded Contractor.

The Authorized Users (listed on pg 2) that have filed requirements to purchase Regular Road Salt in Madison County under the OGS Award 23409 will now submit purchase requests to Cargill, Incorporated for the remainder of the OGS contract term.

Contact information to place orders with Cargill, Incorporated is:

Customer Service
Toll Free #: 800-600-7258
E-Mail: Salt_CustomerCareRoadSafety@cargill.com
Hours: 7:00am to 5:00pm (M-F) EST

Contractor accepts NYS Procurement Card for orders up to \$50,000.

NYS OGS Award 23409 - Delivery Schedule (Madison County) Lot I – Road Salt

County	Authorized User	Filed Requirements (Ton)	Salt Type
Madison County – Authorized Users		42,205	
Madison	CANASTOTA CENTRAL SCHOOL DISTRICT	100	RS
Madison	CHITTENANGO CENTRAL SCHOOL DISTRICT	140	RS
Madison	CITY OF ONEIDA	1,600	RS
Madison	COMMUNITY MEMORIAL HOSPITAL	105	RS
Madison	MADISON COUNTY	14,000	RS
Madison	NYS DOT	8,200	RS
Madison	NYS THRUWAY AUTHORITY	830	RS
Madison	SUNY - MORRISVILLE	400	RS
Madison	TOWN OF BROOKFIELD	1,000	RS
Madison	TOWN OF CAZENOVIA	1,300	RS
Madison	TOWN OF DE RUYTER	1,300	RS
Madison	TOWN OF EATON	1,000	RS
Madison	TOWN OF FENNER	1,000	RS
Madison	TOWN OF GEORGETOWN	1,000	RS
Madison	TOWN OF HAMILTON	1,200	RS
Madison	TOWN OF LEBANON	100	RS
Madison	TOWN OF LENOX	1,400	RS
Madison	TOWN OF LINCOLN	400	RS
Madison	TOWN OF MADISON	1,000	RS
Madison	TOWN OF NELSON	500	RS
Madison	TOWN OF SMITHFIELD	250	RS
Madison	TOWN OF STOCKBRIDGE	350	RS
Madison	TOWN OF SULLIVAN	3,500	RS
Madison	VILLAGE OF CANASTOTA	1,000	RS
Madison	VILLAGE OF CAZENOVIA	230	RS
Madison	VILLAGE OF HAMILTON	300	RS

The Authorized Users listed above will now contact CARGILL, INCORPORATED to purchase road salt for the remainder of the 2025-26 OGS contract term.

Any tonnage that was previously purchased through American Rock Salt Co LLC by the Authorized Users listed above will be applied towards that Authorized Users 50% minimum purchase requirement with Cargill, Incorporated.

All other Award information remains the same.