

New York State Office of General Services  
New York State Procurement  
Corning Tower Building  
Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** September 10, 2013

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Elise Relyea  
Contract Management Specialist  
(518) 408-2383  
[elise.relyea@ogs.ny.gov](mailto:elise.relyea@ogs.ny.gov)

**CONTRACT PERIOD:** September 1, 2011 through  
August 31, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

**CONTRACTORS/  
CONTRACT NOS.:** \*SEE BELOW

CONTRACTOR	CONTRACT#
American Rock Salt	PC65644
Atlantic Salt Inc.	PC65645
Cargill Inc. Deicing Technology	PC65646
International Salt Co.	PC65647
Morton Salt Inc.	PC65648

**SUBJECT: EXPIRATION OF CONTRACTS**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED CONTRACTS:**

These contracts expired on August 31, 2013, and they will not be extended. We are in the process of reviewing bids in order to award new contracts for the coming contract year of September 1, 2013 through August 31, 2014.

Agencies and other authorized users who need to purchase salt now are reminded that if they have not met the 70% minimum purchase amount for filed requirements from the 2012-2013 season, they can and should purchase salt from the contractor who supplied them last winter, so that they meet their 70% minimum. If, however, users have purchased all of their salt from last winter, and if they have submitted filed requirements for the upcoming winter, they will need to wait to make purchases until the new contracts are awarded and in place. We hope to have new contracts in place by early October.

If users should decide to make an off-contract purchase now of salt, they should be aware that there is no guarantee these purchases can be applied against their filed requirements for the 2013-2014 season, and they will still be held to the 70% minimum purchase requirement against their filed requirements.

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Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** September 19, 2012

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:  
STATE AGENCIES & CONTRACTORS**

Joseph Hodder  
Team Leader  
(518) 474-3668  
[joseph.hodder@ogs.ny.gov](mailto:joseph.hodder@ogs.ny.gov)

**ORIGINAL CONTRACT PERIOD:**  
September 1, 2011 through August 31, 2012

**UPDATED CONTRACT PERIOD:**  
September 1, 2011 through August 31, 2013

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

**CONTRACTORS/CONTRACT NOS.:**

CONTRACTOR	CONTRACT#
American Rock Salt	PC65644
Atlantic Salt Inc.	PC65645
Cargill Inc. Deicing Technology	PC65646
International Salt Co.	PC65647
Morton Salt Inc.	PC65648

**SUBJECT: PRICE CORRECTION**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE ABOVE REFERENCED CONTRACTS:**

The price for Road Salt for Chemung and Tioga counties is hereby corrected to \$38.80 per ton.

All other terms and conditions of the original Contract Award Notification apply to this Purchasing Memorandum.

Please attach this Purchasing Memorandum to your copy of the Contract Award Notification.

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New York State Office Of General Services  
Procurement Services Group  
Corning Tower Building  
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Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** September 5, 2012

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:  
STATE AGENCIES & CONTRACTORS**

Joseph Hodder  
Team Leader  
(518) 474-3668  
[joseph.hodder@ogs.ny.gov](mailto:joseph.hodder@ogs.ny.gov)

**CONTRACT PERIOD:** September 1, 2011 through  
August 31, 2012

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

**CONTRACTORS/  
CONTRACT NOS.:** \*SEE BELOW

CONTRACTOR	CONTRACT#
American Rock Salt	PC65644
Atlantic Salt Inc.	PC65645
Cargill Inc. Deicing Technology	PC65646
International Salt Co.	PC65647
Morton Salt Inc.	PC65648

**SUBJECT: RENEWAL OF EXISTING CONTRACTS**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED CONTRACTS:**

Please note for all renewals -- the 2012-2013 road salt delivery schedule supersedes the delivery schedule of 2011-2012. The 2012-2013 delivery schedule may be found at the following web address:

<http://www.ogs.state.ny.us/purchase/spg/awards/01800DS00.HTM>

**All counties have been renewed for 2012-2013. The following pricing, and terms and conditions apply to the renewal period.**

*Note: Price decreases for this renewal shall apply to the 2012-2013 Contract period only. The price decreases shall not apply to purchase of remaining minimum filed requirements for the 2011-2012 Contract period. Contract Users must meet their 70%, (or 50%, if applicable), minimum for the previous Contract period before a purchase may be made at the 2012-2013 Contract price.*

**PLEASE NOTE - WHEN PLACING AN ORDER, PLEASE REFERENCE AWARD NUMBER 22287 AND THE PC# THAT APPLIES TO YOUR COUNTY.**

(continued)

**AMERICAN ROCK SALT CO. - AWARD 22287 / PC65644:**

American Rock Salt has agreed to renew the following counties with a decrease of 1.5% from 2011-2012 pricing. In addition, all storage fees for the 2011-2012 Contract period have been waived until December 31, 2012. After December 31, 2012, a one-time fee of \$3.60 per ton of remaining 2011-2012 minimums shall apply.

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Allegany	\$42.79
Cattaraugus	\$40.91
Chautauqua	\$48.87
Erie	\$39.41
Essex	\$68.46
Genesee	\$40.15
Jefferson	\$55.71
Lewis	\$58.14
Livingston	\$40.65
Monroe	\$42.48
Niagara	\$42.34
Ontario	\$35.82
Orleans	\$40.15
Oswego	\$46.09
Steuben	\$37.42
Warren	\$58.97
Wyoming	\$40.65

**ATLANTIC SALT COMPANY - AWARD 22287 / PC65645:**

Atlantic Salt Company has agreed to renew the following counties with no price change from 2011-2012 pricing. In addition, the 50% minimum requirement for these counties for the 2011-2012 Contract period has been waived. Contract Users are not obligated to purchase any remaining 2011-2012 minimums for these counties. *Note: Waiving the minimums results in the elimination of storage fees for these counties.*

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Nassau	\$53.00
Suffolk	\$57.00
Westchester	\$53.00

**ATLANTIC SALT COMPANY - AWARD 22287 / PC65645:**

Atlantic Salt Company has agreed to renew the following counties with a decrease of 1% from 2011-2012 pricing. In addition, all storage fees for the 2011-2012 Contract period have been waived until December 31, 2012. After December 31, 2012, a one-time fee of \$2.00 per ton of remaining 2011-2012 minimums shall apply (OR Contract Users may choose to prepay during the month of January 2013 for the balance of their remaining 2011-2012 salt and pay no storage fee).

(continued)

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Rockland	\$59.30
Bronx	\$59.37
Kings	\$59.37
New York	\$59.37
Queens	\$59.37
Richmond	\$59.37

**CARGILL INC. DEICING TECHNOLOGY - AWARD 22287 / PC65646:**

Cargill Inc. has agreed to renew the following counties with a decrease of 3% from 2011-2012 pricing. In addition, all storage fees for the 2011-2012 Contract period have been waived until December 31, 2012. After December 31, 2012, a one-time fee of \$3.50 per ton of remaining 2011-2012 minimums shall apply.

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Broome	\$39.59
Cayuga	\$36.83
Chemung	\$38.80
Chenango	\$44.18
Cortland	\$36.84
Delaware	\$51.45
Dutchess	\$54.07
Fulton	\$49.85
Hamilton	\$62.24
Herkimer	\$45.16
Madison	\$45.86
Montgomery	\$49.85
Oneida	\$43.63
Onondaga	\$39.99
Orange	\$53.60
Otsego	\$47.35
Saratoga	\$51.43
Schenectady	\$48.81
Schoharie	\$52.27
Schuyler	\$36.84
Seneca	\$36.83
St Lawrence	\$51.53
Sullivan	\$53.37
Tioga	\$38.80
Tompkins	\$36.84
Wayne	\$40.31
Yates	\$36.84

(continued)

**INTERNATIONAL SALT COMPANY LLC - AWARD 22287 / PC65647:**

International Salt Company has agreed to renew the following counties with a decrease of 1% from 2011-2012 pricing. In addition, the 70% minimum requirement for these counties for the 2011-2012 Contract period has been waived. Contract Users are not obligated to purchase any remaining 2011-2012 minimums for these counties. *Note: Waiving the minimums results in the elimination of storage fees for these counties.*

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Albany	\$48.31
Columbia	\$51.65
Greene	\$52.09
Putnam	\$61.70
Rensselaer	\$49.05
Ulster	\$57.71
Washington	\$57.65

**MORTON SALT INC. - AWARD 22287 / PC65648:**

Morton Salt Inc. has agreed to renew the following counties with a decrease of 3% from 2011-2012 pricing. In addition, all storage fees for the 2011-2012 Contract period have been waived until December 31, 2012. After December 31, 2012, a one-time fee of \$3.60 per ton of remaining 2011-2012 minimums shall apply.

<b>County</b>	<b>2012-2013 Price Per Ton (Bulk)</b>
Clinton	\$57.56
Franklin	\$58.52

**All other terms and conditions of the original contract apply. Please adjust your records accordingly to reflect these contract renewals.**

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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** August 10, 2012

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Joseph Hodder  
Team Leader  
(518) 474-3668  
[joseph.hodder@ogs.ny.gov](mailto:joseph.hodder@ogs.ny.gov)

**CONTRACT PERIOD:** September 1, 2011 through  
August 31, 2012

**CONTRACTORS/  
CONTRACT NOS.:** \*SEE BELOW

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

CONTRACTOR	CONTRACT#
American Rock Salt	PC65644
Atlantic Salt Inc.	PC65645
Cargill Inc. Deicing Technology	PC65646
International Salt Co.	PC65647
Morton Salt Inc.	PC65648

**SUBJECT: RENEWAL OF EXISTING CONTRACTS/WAIVING OF STORAGE FEES**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED CONTRACTS:**

The New York State Strategic Sourcing Team is currently in the process of negotiating renewals of the referenced contracts for road salt for an additional one-year period, through August 31, 2013. It is anticipated that these renewals will be completed prior to the expiration of the contract on August 31, 2012. Although not yet finalized or approved by the Office of the State Comptroller (OSC), as part of the negotiations all contractors have tentatively agreed to waive the storage fees for the quantities of salt that authorized users are obligated to purchase for the 2011-12 contract period but have not taken delivery of prior to August 31, 2012. If approved, the storage fees will be waived through December 31, 2012, at which time authorized users may be required to pay storage fees for any quantities still outstanding for the 2011-12 contract period.

Further information regarding the terms of the renewals will be announced upon approval by OSC.

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Albany, New York 12242  
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## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** February 8, 2012

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:  
STATE AGENCIES & CONTRACTORS**

Joseph Hodder  
Team Leader  
(518) 474-3668  
[joseph.hodder@ogs.ny.gov](mailto:joseph.hodder@ogs.ny.gov)

**CONTRACT PERIOD:** September 1, 2011 through  
August 31, 2012

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

**CONTRACTORS/  
CONTRACT NOS.:** \*SEE BELOW

CONTRACTOR	CONTRACT #
Cargill Inc. Deicing Technology	PC65646

**SUBJECT: NEW INFORMATION FOR ELECTRONIC PAYMENTS BY AUTHORIZED  
CONTRACT USERS**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED  
CONTRACT:**

Authorized contract users making electronic payments (ACH transactions) to the subject contractor should use the following bank and account numbers:

Bank of America  
Bank Number 111000012  
Account Number 4426815367

Any explanation regarding an ACH remittance should be sent to [remitdetail@cargill.com](mailto:remitdetail@cargill.com) or you may call 1-866-301-0105.

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Empire State Plaza  
Albany, New York 12242  
<http://www.ogs.ny.gov>

## PURCHASING MEMORANDUM

### CONTRACT AWARD NOTIFICATION UPDATE

**AWARD NO.:** [22287](#)

**DATE:** October 18, 2011

**GROUP:** 01800 - ROAD SALT  
(All State Agencies & Political Subdivisions)

**PLEASE ADDRESS INQUIRIES TO:**  
**STATE AGENCIES & CONTRACTORS**

Joseph Hodder  
Team Leader  
(518) 474-3668  
[joseph.hodder@ogs.ny.gov](mailto:joseph.hodder@ogs.ny.gov)

**CONTRACT PERIOD:** September 1, 2011 through  
August 31, 2012

**OTHER AUTHORIZED USERS**

Customer Services  
(518) 474-6717

**CONTRACTORS/  
CONTRACT NOS.:** \*SEE BELOW

CONTRACTOR	CONTRACT #
Cargill Inc. Deicing Technology	PC65646

**SUBJECT: CHANGE OF ADDRESS FOR REMITTING PAYMENT TO CONTRACTOR**

**TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED CONTRACT:**

All future payments to the above contractor should be sent to the following address:

Cargill Inc.  
PO Box 415927  
Boston, MA 02241-5927

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