



Contract Award Notification Update

Subject: Contract Renewal Until August 31, 2017

DATE: August 17, 2016 **AWARD #:** [22955](#) **GROUP #:** 01800

AWARD DESCRIPTION: Road Salt, Treated Salt, & Emergency Standby Road Salt

CONTRACT PERIOD: September 1, 2015 – August 31, 2017

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

CONTRACT NO.:	CONTRACTOR:
PC67019	American Rock Salt Co., LLC.
PC67020	Atlantic Salt, Inc.
PC67021	Cargill Incorporated D/B/A Cargill Incorporated Deicing Technology Business Unit
PC67022	Morton Salt, Inc.

Please be advised that the Contracts for the above listed Contractors have been renewed until **August 31, 2017**.

Authorized Users will be able to modify their filed requirements amounts (if needed) until September 1, 2016 to account for the new revisions listed below. If filed requirement amounts need to be changed, please contact the contract manager above.

A revised Contract Award Notification and Delivery Schedule are also being posted to the OGS website.

THE FOLLOWING REVISIONS HAVE BEEN MADE TO THE CONTRACT:

Appendix B, OGS General Specifications, dated May 2015 and included in the original Contract has been replaced in its entirety with the Appendix B dated April 2016.

The pricing pages included in the original Contract, and as set forth in the original Contract Award Notification, have been replaced in their entirety.

The Delivery Schedule included in the original Contract, has been replaced in its entirety.

The text in the original Contract relating to Fuel Price Adjustment is hereby deleted and replaced with the following in its entirety:

FUEL PRICE ADJUSTMENT:

A fuel price adjustment may be made to contract pricing in accordance with the following procedure:

- Fuel Price adjustments will be made for deliveries of road salt during the contract period. A monthly update will be posted to the OGS website. Deliveries made after August 31 to meet minimum filed requirement obligations will use the fuel price adjustment in effect for August 31.
- On a monthly basis an amount may be added or deducted from contract pricing based on prices posted in the "EIA Retail On-Highway Diesel Prices". The New England PADD 1A shall be the

designated posting for the adjustments. (If this source becomes unavailable, unworkable, unsuitable, then another source may be selected by OGS Procurement Services.)

- The base rate used for calculating adjustments shall be the rate shown in the referenced EIA on the date of the bid opening and adjustments will be permitted monthly. The monthly average will be arrived at by using the Monday prices for a given month as displayed in the EIA Retail On-Highway Diesel Prices and determining an average for that month. The previous month's prices shall be used to determine the monthly average (i.e. – August's prices will be used to determine September's adjustment). All prices will be rounded to two decimal places.
- **The fuel price adjustment shall be applied for the date of delivery.**

Ex.: If a purchase order for salt is received on January 30, and the salt is delivered on February 2, the fuel price adjustment used will be that for the month of February.

EXAMPLE FUEL PRICE ADJUSTMENT INCREASE:

Published rate on date of bid opening	\$4.07
Monthly Average Price	\$4.17

\$4.17 - \$4.07 = \$0.10 = Additional amount allowed to be added to price per ton.

EXAMPLE FUEL PRICE ADJUSTMENT DECREASE:

Published rate on date of bid opening	\$4.07
Monthly Average Price	\$3.97

\$3.97 - \$4.07 = -\$0.10 = Amount allowed to be deducted from price per ton.

The text in the original Contract relating to Minimum/Maximum Obligations is hereby deleted and replaced with the following in its entirety:

MINIMUM/MAXIMUM OBLIGATIONS

American Rock Salt Company LLC (PC67019)

September 1, 2015 – August 31, 2016

With the exception of participants on the Dutchess County Road Salt (Crushed & Solar) Contract, Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period.

Authorized Users participating on the Dutchess County Road Salt (Crushed & Solar) Contract will be obligated to take 70% minimum with the exception of those authorized users who have submitted filed requirements for the OGS Road Salt, Treated Salt & Emergency Standby Road Salt (Statewide) Contract for the period of 9/1/16 – 8/31/17 that are equal to or higher than those submitted for the period of 9/1/15 – 8/31/16, who shall have the 70% minimum requirement waived. When the Authorized User is not able to take the minimum required amount, the salt contractor will store salt for the Authorized User until December 31 of that calendar year at a rate of \$3.60/ton (i.e., user did not take minimum by 8/31/16 – contractor will store through 12/31/16). If storage is necessary for an Authorized User beyond 12/31/16, the salt contractor may offer storage at a per month rate of \$3.60/ton. Delivery of stored salt between 9/1/16 and 5/31/17 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

September 1, 2016 – August 31, 2017

State agencies and political subdivisions are obligated to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. However, 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.

When the authorized user is not able to take the minimum required amount, the salt contractor will store salt for the authorized user until December 31 of that calendar year at the rate of \$3.60/ton (i.e., user did not take minimum by 8/31/17 – contractor will store through 12/31/17). If storage is necessary for an authorized user beyond 12/31/17, the salt contractor may offer storage at a per month rate of \$3.60/ton. Delivery of stored salt between 9/1/17 and 5/31/18 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

Atlantic Salt, Inc. (PC67020)

September 1, 2015 – August 31, 2016

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period; however, contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. 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.

September 1, 2016 – August 31, 2017

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. However, 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.

When the Authorized User is not able to take the minimum required amount, the salt contractor will store salt for the Authorized User until December 31 of that calendar year at a rate of \$3.50/ton (i.e., user did not take minimum by 8/31/17 – contractor will store through 12/31/17). If storage is necessary for an Authorized User beyond 12/31/17, the salt contractor may offer storage at a per month rate of \$3.50/ton. Delivery of stored salt between 9/1/17 and 5/31/18 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

Cargill Incorporated - Deicing Technology Business Unit

September 1, 2015 – August 31, 2016

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. However, 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.

When the Authorized User is not able to take the minimum required amount, the salt contractor will store salt for the Authorized User until 1/31/17 at no charge (i.e., user did not take minimum by 8/31/16 – contractor will store through 1/31/17). If storage is necessary for an Authorized User beyond 1/31/17, the salt contractor may offer storage at a per month rate of \$9.00/ton for the remaining tonnage. Delivery of stored salt between 9/1/16 and 5/31/17 shall meet the delivery requirements in the Section titled, *Delivery Schedule* below.

September 1, 2016 – August 31, 2017

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. However, 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.

When the Authorized User is not able to take the minimum required amount, the salt contractor will store salt for the Authorized User until December 31 of that calendar year at the rate of \$3.60/ton (i.e., user did not take minimum by 8/31/17 – contractor will store through 12/31/17). If storage is necessary for an Authorized User beyond 12/31/17, the salt contractor may offer storage at a per month rate of \$9.50/ton. Delivery of stored salt between 9/1/17 and 5/31/18 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

Morton Salt, Inc.

September 1, 2015 – August 31, 2016

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period; however, contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. 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.

September 1, 2016 – August 31, 2017

Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their filed requirements during the contract period and contractors are obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt. However, 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.

When the Authorized User is not able to take the minimum required amount, the salt contractor will store salt for the Authorized User until December 31 of that calendar year at the rate of \$3.60/ton (i.e., user did not take minimum by 8/31/17 – contractor will store through 12/31/17). If storage is necessary for an Authorized User beyond 12/31/17, the salt contractor may offer storage at a per month rate of \$3.60/ton. Delivery of stored salt between 9/1/17 and 5/31/18 shall meet the delivery requirements in the Section titled, *Delivery Schedule*.

CONTRACTOR TRUCKLOAD DELIVERIES:

Contractor Name	Truck Capacity
American Rock Salt	22 – 38 tons
Atlantic Salt, Inc.	22 – 35 tons
Cargill, Inc. – Deicing	34 – 38 tons
Morton Salt, Inc.	22 – 35 tons



Contract Award Notification Update

Subject: Contractor Contact Information Change

DATE: December 14, 2015 **AWARD #:** [22955](#) **GROUP #:** 01800

AWARD DESCRIPTION: Road Salt, Treated Salt, & Emergency Standby Road Salt

CONTRACT PERIOD: September 1, 2014 – August 31, 2016

CONTACT: Carmen Story | 518-486-9151 | carmen.story@ogs.ny.gov

CONTRACT NO.: PC67022 **CONTRACTOR:** Morton Salt, Inc.

The Contract Award Notification has been revised to reflect the following contact information changes for Morton Salt Inc.:

For Ordering:

	<u>Name</u>	<u>Phone #</u>	<u>Email</u>
Customer Service Rep	Lori Kalusa	1-(855)-665-4540	lkalusa@mortonsalt.com
Customer Service Manager	Michelle Staunton	1-(630)-861-2722	mstaunton@mortonsalt.com

For Delivery:

Manager, Stockpile Operations	Linda Hetz	(312) 807-3353	lhetz@windsorsalt.com
Customer Service Transportation	Erica Gonzalez	(312) 807-2313	egonzalez@mortonsalt.com

Contract Issues

Bid Analyst	Na-Tia Douglas	(312) 807-2384	ndouglas@mortonsalt.com
-------------	----------------	----------------	-------------------------

For Escalation of any problems

Director, U.S. Gvt. Bulk Deicing Sales and Marketing	Anthony Patton	(312) 807-2496	apatton@mortonsalt.com
--	----------------	----------------	------------------------

Emergency/After Hours

Customer Service Manager	Michelle Staunton	1-(630)-883-1208	mstaunton@mortonsalt.com
--------------------------	-------------------	------------------	--------------------------

All other terms and conditions remain the same.