

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

PURCHASING MEMORANDUM
CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749](#)

DATE: June 14, 2011

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

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

Beverly Moore
Purchasing Officer
(518) 473-5280
beverly.moore@ogs.ny.gov

CONTRACT PERIOD: September 1, 2010 through
August 31, 2011

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.ny.gov

SUBJECT: ROAD SALT DELIVERY SCHEDULE FOR 2011-2012

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE STATE CONTRACTS:

If you have completed the web based system for filing your Road Salt requirements for 2011-2012, please verify the accuracy of the information for your agency/location. If there is a discrepancy, please correct the information using the following link: <https://www3.ogs.state.ny.us/psgfiledrequirements/default.aspx>

The 2011-2012 delivery schedule may be found at the following web address:

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

If you have not submitted your requirements, please do so immediately, by visiting the OGS website at <https://www3.ogs.state.ny.us/psgfiledrequirements/default.aspx> to register your organization and file your requirements for the 2011-12 contract period. You will need your OGS Procurement Services customer number in order to register. If you do not know your OGS customer number, please contact OGS Customer Services at 518/474-6717 or customer.services@ogs.ny.gov.

New York State Office Of General Services
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PURCHASING MEMORANDUM
CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749](#)

DATE: October 14, 2010

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

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

Beverly L. Moore
Purchasing Officer I
(518) 474-7273
beverly.moore@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2010 through
August 31, 2011

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
20883	Cargill Inc. Deicing Technology	PC63269
21344	Cargill Inc. Deicing Technology	PC64068
21749	Cargill Inc. Deicing Technology	PC64740

SUBJECT: PHONE NUMBER UPDATE – CARGILL INC.

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

**Page 10 – Person/Persons to contact in the event of an emergency occurring after business hours or on
weekends/holidays:**

Phone number should be listed as: **800-600-7258**

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.

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

PURCHASING MEMORANDUM
CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749](#)

DATE: October 5, 2010

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

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

Beverly L. Moore
Purchasing Officer I
(518) 474-7273
beverly.moore@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2010 through
August 31, 2011

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
20883	American Rock Salt	PC63267
21344	American Rock Salt	PC64066

SUBJECT: REMIT PAYMENTS FOR AMERICAN ROCK SALT, LLC

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

Remit **Payments** for American Rock Salt to:

American Rock Salt Company, LLC
Box 347356
Pittsburgh, PA 15251-4356

Remit **Overnight Payments** for American Rock Salt to:

American Rock Salt Company, LLC
Box 347356
500 Ross Street 154-0455
Pittsburgh, PA 1525

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.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749](#)

DATE: August 23, 2010

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

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2010 through
August 31, 2011

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

CONTRACTOR(S)/
CONTRACT NO(S): *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT #
20883	American Rock Salt	PC63267
20883	Cargill Inc. Deicing Technology	PC63269
21344	American Rock Salt	PC64066
21344	Atlantic Salt, Inc.	PC64067
21344	Cargill Inc. Deicing Technology	PC64068
21344	International Salt Co.	PC64069
21749	Cargill Inc. Deicing Technology	PC64740

SUBJECT: RENEWAL OF ROAD SALT CONTRACTS THROUGH AUGUST 31, 2011

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

Please note for all renewals -- the 2010-2011 road salt delivery schedule supersedes the delivery schedule of 2009-2010. The 2010-2011 delivery schedule may be found at the following web address:

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

(continued)

All counties have been renewed for 2010-2011. The contact information for the contractors is shown on pages 8 and 9.

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

American Rock Salt has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing.

AMERICAN ROCK SALT CO. - AWARD 20883/PC63267:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
ALLEGANY	\$40.44	20883	PC63267
CATTARAUGUS	\$40.78	20883	PC63267
GENESEE & ORLEANS	\$38.76	20883	PC63267
LIVINGSTON & WYOMING	\$38.89	20883	PC63267
ONTARIO	\$35.12	20883	PC63267
STEUBEN	\$35.21	20883	PC63267

American Rock Salt has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing.

AMERICAN ROCK SALT COMPANY - AWARD 21344/PC64066:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
CHAUTAUQUA	\$48.61	21344	PC64066
ERIE	\$40.52	21344	PC64066
MONROE	\$40.13	21344	PC64066
NIAGARA	\$43.49	21344	PC64066
WAYNE	\$43.31	21344	PC64066

(continued)

American Rock Salt has agreed to renew the following counties with a 3.5% decrease from 2009-2010 pricing.

AMERICAN ROCK SALT COMPANY - AWARD 21344/PC64066: (Cont'd)

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
ALBANY	\$52.43	21344	PC64066
JEFFERSON	\$57.41	21344	PC64066
LEWIS	\$59.88	21344	PC64066
OSWEGO	\$46.34	21344	PC64066
RENSSELAER	\$52.53	21344	PC64066
SARATOGA	\$57.36	21344	PC64066
SCHENECTADY	\$55.47	21344	PC64066
WARREN	\$60.17	21344	PC64066
WASHINGTON	\$61.76	21344	PC64066

American Rock Salt has agreed to renew Clinton, Franklin and St. Lawrence Counties with an approximate 12.6% decrease in price from 2009-2010. American Rock Salt has agreed to renew Essex County with an approximate 4.6% decrease in price from 2009-2010.

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
CLINTON	\$62.00	21344	PC64066
FRANKLIN	\$62.00	21344	PC64066
ST. LAWRENCE	\$62.00	21344	PC64066
ESSEX	\$68.00	21344	PC64066

Atlantic Salt has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing:

ATLANTIC SALT COMPANY - AWARD 21344/PC64067:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC#
BRONX, NEW YORK, KINGS, QUEENS, RICHMOND	\$67.67	21344	PC64067
NASSAU	\$66.20	21344	PC64067
SUFFOLK	\$67.67	21344	PC64067
WESTCHESTER	\$65.52	21344	PC64067

(continued)

Cargill has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing.

CARGILL DEICING TECHNOLOGY INC. - AWARD 20883/PC63269:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
CHEMUNG & TIOGA	\$40.00	20883	PC63269
CORTLAND & TOMPKINS	\$36.76	20883	PC63269

Cargill has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing.

CARGILL DEICING TECHNOLOGY INC. - AWARD 21344/PC64068:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
DELAWARE	\$52.12	21344	PC64068
FULTON & MONTGOMERY	\$51.39	21344	PC64068
GREENE	\$57.43	21344	PC64068
HAMILTON	\$62.27	21344	PC64068
HERKIMER	\$48.28	21344	PC64068
ONEIDA	\$44.98	21344	PC64068
ONONDAGA	\$41.23	21344	PC64068
OTSEGO	\$47.89	21344	PC64068
SCHOHARIE	\$54.89	21344	PC64068
SULLIVAN	\$55.02	21344	PC64068

Cargill has agreed to renew the following counties with an increase of 1% over 2009-2010 pricing.

CARGILL DEICING TECHNOLOGY INC. - AWARD 21749/PC64740:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
BROOME	\$40.23	21749	PC64740
CAYUGA & SENECA	\$36.72	21749	PC64740
CHENANGO	\$44.80	21749	PC64740
COLUMBIA	\$55.24	21749	PC64740
MADISON	\$46.01	21749	PC64740
ORANGE	\$55.26	21749	PC64740
PUTNAM	\$64.04	21749	PC64740
SCHUYLER & YATES	\$36.79	21749	PC64740
ULSTER	\$57.48	21749	PC64740

(continued)

International Salt has agreed to renew Rockland County with a 1% increase over 2009-2010 pricing.

INTERNATIONAL SALT COMPANY - AWARD 21344/PC64069:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC #
ROCKLAND	\$68.86	21344	PC64069

International Salt has agreed to renew Dutchess County with an approximate 8.9 % decrease from 2009-2010 pricing.

INTERNATIONAL SALT COMPANY - AWARD 21344/PC64069:

COUNTY	2010-2011 PRICE PER TON (BULK)	AWARD #	PC#
DUTCHESS	\$64.10	21344	PC64069

PRICE:

Price shall be net per ton, FOB destination designated on purchase order, including unloading of the bulk salt. Contract prices shall be firm except for price revisions permitted in accordance with the following clauses.

- PRICE ESCALATION BASED ON EXCEEDING 120% OF FILED REQUIREMENT
- FUEL PRICE ADJUSTMENT
- PRICE ADJUSTMENT FOR RENEWALS

Price Escalation Based On Exceeding 120% Of Filed Requirement:

A price escalation will be permitted when delivery quantities exceed 120% of filed requirement per delivery location. Customers with multiple delivery sites (e.g. NYS DOT and County Highways) shall have their minimum/maximum delivery quantities based on the sum of all their sites serviced by a supplier.

An automatic unit price increase of 10% will be allowed once quantities delivered are over 120% of a user's filed requirement. Once deliveries exceed 130% of a user's filed requirement the automatic price increase will change to 15%. At that time, if contractor's costs exceed 15%, contractors may apply for a greater than 15% escalation. Contractors must provide documentation which substantiates the requested increase. This documentation will be reviewed by PSG and, if approved, will be applied retroactively. Contractors will continue to delivery to all customers including up to 150%. Failure to deliver may result in a "Buy Against" or a delivery deduction to the contractor. Once the contractor has requested and received a price increase, agencies are allowed to solicit prices from other contractors who are a part of the award. If a lower price is secured, the contractor for the specific location must be given an opportunity to match or better the offered price. If the contractor will not or cannot match or better the offered price, agencies may obtain their needs from the lower priced State contract holder.

(continued)

The base price for the fuel price adjustment is \$3.033 (rounded to \$3.03) which was determined by using the posting dated one year from the last bid opening date of July 9, 2009. The amount posted for the week of July 5, 2010 was used as shown in the EIA Retail On-Highway Diesel Prices using the amount shown for New England PADD 1A. http://tonto.eia.doe.gov/oog/info/wohdp/diesel_detail_report_combined.asp

Fuel Price Adjustments:

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. Deliveries made after August 31 to meet minimum filed requirement obligations will use the fuel price adjustment in effect for August 31.
- Additional 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 NYS OGS Procurement Services.)
- Procurement Services Group will compute the amount based on the difference between the "base" rate in effect on the date of the bid opening and the price of diesel fuel as reported for the New England Region by the US Department of Energy's weekly "EIA Retail On-Highway Diesel Prices" on each Monday. If there is no posting on Monday, the next day's published posting will be used for the adjustment.
- 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 weekly. Adjustments will be rounded to two decimal places to the nearest cent.
- If the published rate goes below the published rate in effect on the date of the bid opening, there shall be a deduction, a price reduction.

EXAMPLE FUEL PRICE ADJUSTMENT INCREASE:

Published rate on date of bid opening	\$3.03
August 23, 2010 posting	\$3.13

$\$3.13 - \$3.03 = \$0.10 =$ Amount to be added to price per ton.

EXAMPLE FUEL PRICE ADJUSTMENT DECREASE:

Published rate on date of bid opening	\$3.03
August 23, 2010 posting	\$2.93

$\$3.03 - \$2.93 = \$0.10 =$ Amount to be deducted from price per ton.

- The price adjustments will be calculated using the current week's posting for the following week. In the example shown above, the posting date is August 23, 2010. The August 23, 2010 price adjustment would be for the week beginning September 1, 2010.

(continued)

Fuel Price Adjustments: (Cont'd)

Additional Notes on Fuel Price Adjustment:

Should postings differ from current description and/or format, a posting determined by the Commissioner of General Services in his/her sole discretion to be most reflective of market conditions will be used. Corrections to posted prices will be considered only when caused by a typographical or clerical error on the part of said posting.

The following shall apply to all additional price amounts under any contract awarded:

1. Price adjustments are limited to changes in pre-selected posting as noted above. Increases in contract costs or prices to compensate for other increases in the cost of doing business, regardless of the cause or nature of such costs of the contractor, will not be allowed during the contract period, except as indicated under the fuel price adjustment and price escalation clause herein.
2. Should the price structure utilized by the parties become unworkable for the State, detrimental or injurious to the State, or result in prices which are not truly reflective of current market conditions and the price is deemed unreasonable or excessive by the Commissioner of General Services, and no adjustment in price is mutually agreeable, the Commissioner of General Services reserves the sole right upon 10 days written notice mailed to the contractor to terminate any contract resulting from this bid opening. If the contractor is unable or unwilling to meet contractual requirements in whole or in part, it shall immediately notify the State of that fact in order that the State may take appropriate action. Such notification shall be in writing and shall be directed to the Office of General Services, Procurement Services Group. Such notification shall not relieve the contractor of its responsibilities under the contract.
3. In the event of an extension, the base rate for calculating adjustments will be the rate shown in the referenced EIA on the date of the next bid year's bid opening and for subsequent years additional extensions would follow this format. If there is no bid opening date for the next year, the base rate for calculating adjustments will be the rate shown in the referenced EIA one year after the last bid opening date. If the date is not a business date when the posting occurs, the next business day will be the date used for the adjustment.

(continued)

PERSON/PERSONS TO CONTACT FOR EXPEDITING NEW YORK STATE CONTRACT ORDERS:

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Marcia Gavin	888/762-7258 585/243-9510, Ext. 1407 Fax: 585/243-7676 E-mail: marcia.gavin@americanrocksalt.com
Atlantic Salt, Inc.	Thomas Sullivan	978/453-4911 Fax: 978/458-7150 E-mail: TSullivan@easternminerals.com

PLACE ORDERS WITH CARGILL USING THIS INFORMATION:

Cargill Inc. Deicing Technology	Customer Service	800/600-7258 Fax: 440/716-0763 E-mail: monica_petkac@cargill.com
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REMIT PAYMENT TO CARGILL AT THIS ADDRESS:

Cargill Inc. Deicing Technology
PO Box 640283
Pittsburgh, PA 15264-0283

International Salt Company	Corrine Scagliotti, Betsy Davis or Any Customer Service Representative	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com
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***PERSON/PERSONS TO CONTACT IN THE EVENT OF AN EMERGENCY OCCURRING AFTER BUSINESS HOURS OR ON WEEKENDS/HOLIDAYS:**

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Jamie McClain	888/762-7258 585/243-9510, Ext. 1403 Fax: 585/243-7676 Cellular: 585/519-5247 E-mail: jamie mcclain@americanrocksalt.com
Atlantic Salt, Inc.	Joseph Casey	718/816-7200 Fax: 718/981-8420 Cellular: 617/513-2417
Cargill Inc. Deicing Technology	Customer Service	888/600-7258* Fax: 440/716-0763 *After-hours calls will be given an option to leave a message or be forwarded to an after-hour cell phone
International Salt Company	Customer Service	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com In emergencies or on weekends someone from the answering service will contact the person who is on call and they will call back immediately

*Normal business hours for American Rock Salt are 7:30 a.m. to 4:00 p.m. Monday through Friday and Saturday and Sunday when necessary. Atlantic Salt business hours are 8 a.m. to 5 p.m. Monday through Friday. Cargill's hours are April through October from 8 a.m. to 5 p.m. and November through March from 7 a.m. to 5 p.m. Monday through Friday and weekends and holidays as needed; International's hours are 8 a.m. to 5 p.m., Monday through Friday.

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

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749-PF](#)

DATE: May 3, 2010

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

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2009 through
August 31, 2010

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
20883	American Rock Salt	PC63267
20883	Cargill Inc. Deicing Technology	PC63269
21344	American Rock Salt	PC64066
21344	Atlantic Salt, Inc.	PC64067
21344	Cargill Inc. Deicing Technology	PC64068
21344	International Salt Co.	PC64069
21749	Cargill Inc. Deicing Technology	PC64740

SUBJECT: ROAD SALT DELIVERY SCHEDULE FOR 2010-2011

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

If you have submitted a Requirement Letter for Road Salt for 2010-2011, please verify the accuracy of the information provided for your agency/location. If there is an error, please contact Karol Garrison.

The 2010-2011 delivery schedule may be found at the following web address:

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

The delivery schedule will be updated periodically.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)
[21749-PF](#)

DATE: January 12, 2010

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

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2009 through
August 31, 2010

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR/
CONTRACT NO.:** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
20883	Cargill Inc. Deicing Technology	PC63269
21344	Cargill Inc. Deicing Technology	PC64068
21749	Cargill Inc. Deicing Technology	PC64740

**SUBJECT: PAYMENT REMITTANCE ADDRESS FOR CARGILL INC. DEICING
TECHNOLOGY**

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

Please remit invoice payments to Cargill as follows:

Cargill Inc. Deicing Technology
PO Box 640283
Pittsburgh, PA 15264-0283

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.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [20883](#)
[21344](#)

DATE: July 16, 2009

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

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2009 through
August 31, 2010

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

CONTRACTOR(S)/
CONTRACT NO(S): *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
20883	American Rock Salt	PC63267
20883	Cargill Inc. Deicing Technology	PC63269
21344	American Rock Salt	PC64066
21344	Atlantic Salt, Inc.	PC64067
21344	Cargill Inc. Deicing Technology	PC64068
21344	International Salt Co.	PC64069

SUBJECT: PARTIAL RENEWAL OF ROAD SALT CONTRACTS THROUGH AUGUST 31, 2010

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

Please note for all renewals -- the 2009-2010 road salt delivery schedule supersedes the delivery schedule of 2008-2009. The 2009-2010 delivery schedule may be found at the following web address:

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

The following counties are being rebid and DO NOT appear in this document:
Broome, Chenango, Columbia, Madison, Orange, Putnam, Ulster, Cayuga, Seneca, Schuyler and Yates.

The Contract Award Number for the counties being rebid will be 21749. Award 21749 will contain all information (vendor, pricing, award number, contract number, etc.) for counties that have been rebid and renewed.

(continued)

The following counties have been renewed for 2009-2010. The contact information for the contractors is shown on page 5.

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

American Rock Salt has agreed to renew the following counties with an increase of 4% over 2008-2009 pricing.

AMERICAN ROCK SALT CO. - AWARD 20883/PC63267:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
ALLEGANY	\$40.04	20883	PC63267
CATTARAUGUS	\$40.38	20883	PC63267
GENESEE & ORLEANS	\$38.38	20883	PC63267
LIVINGSTON & WYOMING	\$38.50	20883	PC63267
ONTARIO	\$34.77	20883	PC63267
STEUBEN	\$34.86	20883	PC63267

American Rock Salt has agreed to renew the following counties with an increase of 4% over 2008-2009 pricing with the exception of Clinton, Franklin and St. Lawrence Counties which have received price decreases:

AMERICAN ROCK SALT COMPANY - AWARD 21344/PC64066:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
ALBANY	\$54.33	21344	PC64066
CHAUTAUQUA	\$48.13	21344	PC64066
CLINTON	\$70.97	21344	PC64066
ERIE	\$40.12	21344	PC64066
ESSEX	\$71.25	21344	PC64066
FRANKLIN	\$70.97	21344	PC64066
JEFFERSON	\$59.49	21344	PC64066
LEWIS	\$62.05	21344	PC64066
MONROE	\$39.73	21344	PC64066
NIAGARA	\$43.06	21344	PC64066
OSWEGO	\$48.02	21344	PC64066
RENSELAER	\$54.44	21344	PC64066
ST. LAWRENCE	\$70.97	21344	PC64066
SARATOGA	\$59.44	21344	PC64066
SCHENECTADY	\$57.48	21344	PC64066
WARREN	\$62.35	21344	PC64066
WASHINGTON	\$64.00	21344	PC64066
WAYNE	\$42.88	21344	PC64066

(continued)

Atlantic Salt has agreed to renew the following counties at the same price as 2008-2009 pricing.

ATLANTIC SALT COMPANY - AWARD 21344/PC64067:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
BRONX, NEW YORK, KINGS, QUEENS, RICHMOND	\$67.00	21344	PC64067
NASSAU	\$65.54	21344	PC64067
SUFFOLK	\$67.00	21344	PC64067
WESTCHESTER	\$64.87	21344	PC64067

Cargill has agreed to renew the following counties with an increase of 4% over 2008-2009 pricing.

CARGILL DEICING TECHNOLOGY INC. - AWARD 20883/PC63269:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
CHEMUNG & TIOGA	\$39.60	20883	PC63269
CORTLAND & TOMPKINS	\$36.40	20883	PC63269

Cargill has agreed to renew the following counties with an increase of 4% over 2008-2009 pricing.

CARGILL DEICING TECHNOLOGY INC. - AWARD 21344/PC64068:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
DELAWARE	\$51.60	21344	PC64068
FULTON & MONTGOMERY	\$50.88	21344	PC64068
GREENE	\$56.86	21344	PC64068
HAMILTON	\$61.65	21344	PC64068
HERKIMER	\$47.80	21344	PC64068
ONEIDA	\$44.53	21344	PC64068
ONONDAGA	\$40.82	21344	PC64068
OTSEGO	\$47.42	21344	PC64068
SCHOHARIE	\$54.35	21344	PC64068
SULLIVAN	\$54.48	21344	PC64068

(continued)

International Salt has agreed to renew the following counties with a 4% increase over 2008-2009 pricing.

INTERNATIONAL SALT COMPANY - AWARD 21344/PC64069:

COUNTY	2009-2010 PRICE PER TON (BULK)	AWARD#	PC#
DUTCHESS	\$70.37	21344	PC64069
ROCKLAND	\$68.18	21344	PC64069

Please note the fuel price adjustment has been changed to allow for price decreases as well as increases. The new language for fuel price adjustments is as follows:

Fuel Price Adjustments:

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. Deliveries made after August 31, 2010 to meet minimum filed requirement obligations will use the fuel price adjustment in effect for August 31, 2010.
- During the contract period, the fuel price adjustment 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 these adjustments. (If this source becomes unavailable, unworkable, unsuitable, then another source may be selected by NYS OGS Procurement Services.)
- Procurement Services Group will compute the fuel price adjustment based on the difference between the "base" rate in effect on the date of the new bid opening and the price of diesel fuel, as reported for the New England Region by the US Department of Energy's weekly "EIA Retail On-Highway Diesel Prices", on each Monday. If there is no posting on Monday, the next day's published posting will be used for the adjustment. Fuel price adjustments will be permitted weekly and will be rounded to two decimal places to the nearest cent.
- If the published rate goes below the published rate in effect on the date of the bid opening, there shall be a deduction, a price reduction.

EXAMPLE FUEL PRICE ADJUSTMENT INCREASE:

Published rate on date of bid opening	\$4.18
August 24, 2009 posting	\$4.28

$\$4.28 - \$4.18 = \$0.10 =$ Additional amount allowed to be added to price per ton.

EXAMPLE FUEL PRICE ADJUSTMENT DECREASE:

Published rate on date of bid opening	\$4.18
August 24, 2009 posting	\$4.08

$\$4.18 - \$4.08 = \$0.10 =$ Amount allowed to be deducted from price per ton.

- The price adjustments will be calculated using the current week's posting for the following week. In the example shown above, the posting date is August 24, 2009. The August 24, 2009 price adjustment would be for the week beginning September 1, 2009.

(continued)

PERSON/PERSONS TO CONTACT FOR EXPEDITING NEW YORK STATE CONTRACT ORDERS:

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Marcia Gavin	888/762-7258 585/243-9510, Ext. 1407 Fax: 585/243-7676 E-mail: marcia.gavin@americanrocksalt.com
Atlantic Salt, Inc.	Thomas Sullivan	978/453-4911 Fax: 978/458-7150 E-mail: TSullivan@easternminerals.com
Cargill Inc. Deicing Technology	Customer Service	800/600-7258 Fax: 440/716-0763 E-mail: monica_petkac@cargill.com
International Salt Company	Corrine Scagliotti, Betsy Davis or Any Customer Service Representative	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com

***PERSON/PERSONS TO CONTACT IN THE EVENT OF AN EMERGENCY OCCURRING AFTER BUSINESS HOURS OR ON WEEKENDS/HOLIDAYS:**

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Mark Assini	888/762-7258 585/243-9510, Ext. 1404 Fax: 585/243-7676 Cell # : 585/230-9382 E-mail: mark.assini@americanrocksalt.com
Atlantic Salt, Inc.	Joseph Casey	718/816-7200 Fax: 718/981-8420 Cell #: 617/513-2417
Cargill Inc. Deicing Technology	Customer Service	888/600-7258* Fax: 440/716-0763 *After-hours calls will be given an option to leave a message or be forwarded to an after-hour cell phone
International Salt Company	Customer Service	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com In emergencies or on weekends someone from the answering service will contact the person who is on call and they will call back immediately

*Normal business hours for American Rock Salt are 7:30 a.m. to 4:00 p m Monday through Friday and Saturday and Sunday when necessary; Atlantic Salt business hours are 8a m. to 5p.m. Monday through Friday. Cargill's hours are April -October from 8 a.m. - 5 p.m. and November - March from 7 a.m. to 5 p.m - Monday - Friday and weekends and holidays as needed; International's hours are 8 a m. to 5 p m., Monday through Friday.

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

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[20883](#)
[21344](#)

DATE: May 8, 2009

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

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2008 through
August 31, 2009

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Inc. Deicing Technology	PC61323
19132	International Salt Co.	PC61324
20883	American Rock Salt	PC63267
20883	Cargill Inc. Deicing Technology	PC63269
21344	American Rock Salt	PC64066
21344	Atlantic Salt, Inc.	PC64067
21344	Cargill Inc. Deicing Technology	PC64068
21344	International Salt Co.	PC64069

SUBJECT: ROAD SALT DELIVERY SCHEDULE FOR 2009-2010

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

If you have submitted a Requirement Letter for Road Salt for 2009-2010, please verify the accuracy of the information provided for your agency/location. If there is an error, please contact Karol Garrison.

The 2009-2010 delivery schedule may be found at the following web address:

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

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[20883](#)
[21344](#)

DATE: November 17, 2008

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

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2008 through
August 31, 2009

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Inc. Deicing Technology	PC61323
20883	Cargill Inc. Deicing Technology	PC63269
21344	Cargill Inc. Deicing Technology	PC64068

SUBJECT: Contractor Contact Information Update

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

Please be advised that Cargill Deicing Technology has changed the contact person as follows:

CARGILL INCORPORATED	800/600-7258 X 4710	410177680
DEICING TECHNOLOGY	440/716-4710	
24950 COUNTRY CLUB BLVD.	Monica Petkac	
SUITE 450	Fax No. 440/716-0763	
NORTH OLMSTEAD, OH 44070	E-mail: monica_petkac@cargill.com	
	Web Site: www.cargilldeicing.com	

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.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[20883](#)

DATE: August 7, 2008

GROUP: 01800 - ROAD SALT

CONTRACT PERIOD: September 1, 2008 through
August 31, 2009

**CONTRACTOR(S)/
CONTRACT NO(S):** *SEE BELOW

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

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Deicing Technology	PC61323
19132	International Salt Co.	PC61324
20883	American Rock Salt	PC63267
20883	Cargill Deicing Technology	PC63269

SUBJECT: PARTIAL RENEWAL OF ROAD SALT CONTRACTS THROUGH AUGUST 31, 2009

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

Please note for all renewals -- the 2008-2009 delivery schedule supersedes the delivery schedule of 2007-2008. The 2008-2009 delivery schedule may be found at the following web address:

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

The following counties are being re-bid and DO NOT appear in this document:
Albany, Bronx, Chautauqua, Clinton, Delaware, Dutchess, Erie, Essex, Franklin, Greene, Hamilton, Herkimer, Jefferson, Kings, Lewis, Madison, Monroe, Nassau, New York, Niagara, Oneida, Onondaga, Oswego, Otsego, Queens, Richmond, Rockland, St. Lawrence, Saratoga, Schenectady, Schoharie, Suffolk, Sullivan, Warren, Wayne, Washington, Wayne and Fulton and Montgomery.

Contract Award Number for the counties being re-bid will be 21344. Award 21344 will contain all information (pricing, award number, contract number, etc.) for counties that have been re-bid and renewed.

(continued)

The following counties have been renewed for 2008-2009. The contact information for the contractors is shown on page 3.

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

AMERICAN ROCK SALT - AWARD 20883 - PC63267

American Rock Salt has agreed to renew the following counties with an increase of 16% over 2007-2008 pricing:

COUNTY	2008-2009 PRICE PER TON	AWARD#	PC#
ALLEGANY	\$38.50	20883	PC63267
CATTARAUGUS	\$38.83	20883	PC63267
GENESEE & ORLEANS	\$36.90	20883	PC63267
LIVINGSTON & WYOMING	\$37.02	20883	PC63267
ONTARIO	\$33.43	20883	PC63267
STEUBEN	\$33.52	20883	PC63267

CARGILL INC. DEICING TECHNOLOGY - AWARD 19132 - PC61323

Cargill has agreed to renew the following counties with an increase of 16% over 2007-2008 pricing:

COUNTY	2008-2009 PRICE PER TON	AWARD#	PC#
COLUMBIA	\$51.78	19132	PC61323
ORANGE	\$54.72	19132	PC61323
ULSTER	\$53.01	19132	PC61323

CARGILL INC. DEICING TECHNOLOGY - AWARD 20883 - PC63269

Cargill has agreed to renew the following counties with an increase of 16% over 2007-2008 pricing:

COUNTY	2008-2009 PRICE PER TON	AWARD#	PC#
BROOME	\$38.30	20883	PC63269
CAYUGA & SENECA	\$33.67	20883	PC63269
CHEMUNG & TIOGA	\$38.08	20883	PC63269
CHENANGO	\$41.08	20883	PC63269
CORTLAND & TOMPKINS	\$35.00	20883	PC63269
SCHUYLER & YATES	\$33.73	20883	PC63269

INTERNATIONAL SALT - AWARD 19132 - PC61324

International has agreed to renew the following county with an increase of 16% over 2007-2008 pricing:

COUNTY	2008-2009 PRICE PER TON	AWARD#	PC#
PUTNAM	\$66.02	19132	PC61324

(continued)

PERSON/PERSONS TO CONTACT FOR EXPEDITING NEW YORK STATE CONTRACT ORDERS:

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Marcia Gavin	585/243-9510, Ext. 1407 Toll Free Phone: 888/762-7258 Fax: 585/243-7676 E-mail: marcia.gavin@americanrocksalt.com
Cargill Inc. Deicing Technology	Customer Service	800/600-7258, press 4, X 4710 Fax: 440/716-4728 E-mail: jamie_skelton@cargill.com
International Salt Company	Corrine Scagliotti, Betsey Davis or Any Customer Service Representative	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com

***PERSON/PERSONS TO CONTACT IN THE EVENT OF AN EMERGENCY OCCURRING AFTER BUSINESS HOURS OR ON WEEKENDS/HOLIDAYS:**

<u>Company</u>	<u>Name</u>	<u>Phone Numbers</u>
American Rock Salt	Marcia Gavin	888/762-7258 585/243-9510, Ext. 1407 Fax: 585/243-7676 E-mail: marcia.gavin@americanrocksalt.com
Cargill Inc. Deicing Technology	Customer Service	888/600-7258* Fax: 440/716-0763 *After-hours calls will be given an option to leave a message or be forwarded to an after-hour cell phone
International Salt Company	Customer Service	888/388-4726 and press option 1 Fax: 570/586-6463 Toll Free Fax: 888/977-2499 E-mail: bids@iscosalt.com In emergencies or on weekends someone from the answering Service will contact the person who is on call and they will call back immediately

*Normal business hours for American Rock Salt are 8 a.m. to 4:30 p.m Monday through Friday and Saturday and Sunday when necessary; Cargill hours are April -October from 8 a.m. - 5 p.m. and November - March from 7 a.m. to 6 p m - Monday - Friday and weekends and holidays as needed; International hours are 8 a.m. to 5 p.m., Monday through Friday.

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

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PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[19826](#)
[20343](#)
[20883](#)

DATE: June 3, 2008

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

GROUP: 01800 - ROAD SALT

CONTRACT PERIOD: September 1, 2007 through
August 31, 2008

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/
CONTRACT NO(S): *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Deicing Technology	PC61323
19132	International Salt Co.	PC61324
19826	American Rock Salt	PC61940
19826	Cargill Deicing Technology	PC61941
19826	North American Salt Co.	PC61942
20343	American Rock Salt	PC62613
20343	North American Salt Co.	PC62614
20883	American Rock Salt	PC63267
20883	Atlantic Salt	PC63268
20883	Cargill Deicing Technology	PC63269
20883	International Salt Co.	PC63270
20883	North American Salt Co.	PC63271

SUBJECT: ROAD SALT DELIVERY SCHEDULE FOR 2008-2009

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

If you have submitted a Requirement Letter for the 2008-2009 contract year, please verify the accuracy of the information provided for your agency/location. If there is an error, please contact Karol Garrison.

The 2008-2009 delivery schedule may be found at the following web address:

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

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[19826](#)
[20883](#)

DATE: May 8, 2008

GROUP: 01800-ROAD SALT

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2007 through
August 31, 2008

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/ Cargill Deicing Technology
CONTRACT NO(S).: PC61323/PC61941/PC63269

SUBJECT: Contractor Contact Information Update

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

Please be advised that Cargill Deicing Technology has changed the contact person as follows:

PC61323	CARGILL INCORPORATED	800/600-7258	410177680
PC61941	DEICING TECHNOLOGY	440/716-4710	
PC63269	24950 COUNTRY CLUB BLVD.	Jamie Skelton	
	SUITE 450	Fax No. 440/716-0763	
	NORTH OLMSTEAD, OH 44070	E-mail: jamie_skelton@cargill.com	
		Web Site: www.cargilldeicing.com	

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.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[20883](#)

DATE: February 29, 2008
PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS
Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

GROUP: 01800 - ROAD SALT

CONTRACT PERIOD: September 1, 2007 through
August 31, 2008

OTHER AUTHORIZED USERS
Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/
CONTRACT NO(S): *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Deicing Technology	PC61323
20883	Cargill Deicing Technology	PC63269

SUBJECT: EMERGENCY SALT PURCHASES

TO ALL STATE AGENCIES AND OTHERS AUTHORIZED TO USE THE ABOVE REFERENCED CONTRACTS IN THE FOLLOWING COUNTIES:

MONROE - American Rock Salt - Delivered Price - \$61.84 per ton
ORANGE - International Salt Company - Delivered Price - \$86.36 per ton
ROCKLAND - International Salt Company - Delivered Price - \$80.47 per ton
WAYNE - American Rock Salt - Delivered Price - \$57.96 per ton per ton
CHEMUNG & TIOGA - American Rock Salt - Delivered Price - \$62.83 per ton

The vendors are experiencing problems with delivery and supply in various locations throughout the State. For the above referenced counties, we are receiving assistance from American Rock Salt and International Salt Company.

Locations in the above counties placing orders on an emergency basis results in a "buy against" with your original contractor. "Buy Against" is warranted only after a defaulting supplier has been put on notice of our intent to exercise our rights under Section 65 of the General Specifications (Remedies for Breach), and applies only to the portion of additional costs which are justified as an immediate measure necessary to meet real-time needs, and not necessarily to an entire outstanding order quantity.

BUY AGAINST PROCEDURES:

These purchases may be made only after the contractor has failed to perform and authorization for the purchase has been granted by the OGS Procurement Services Group.

(continued)

BUY AGAINST PROCEDURES: (cont'd)

The difference between the current awarded price for Group 01800 and the amount paid for salt in an Emergency may be deducted or “charged back” by to the original vendor in the following ways:

1. Deduct the increased amount from the amount due to the contractor on current Group 01800 Award.
OR
2. If an invoice is not due the contractor from current Group 01800 Award, the contractor may be invoiced the amount due.

In either case, the Office of General Services Procurement Services Group should have already given authorization and should receive a copy of the transaction. Contract users should document in detail the following:

- The date purchase orders were placed with their current contractor
- The quantity(ies) ordered
- The date(s) and quantity(ies) received
- Current Inventory
- All correspondence with current contractor relative to late delivery(ies)

This information should be faxed to Karol Garrison at (518) 474-8676 or emailed to: karol.garrison@ogs.state.ny.us

Upon receipt, the information will be reviewed and the contract user will be contacted by the Procurement Services Group (PSG). If permission is granted for a purchase, contractor and end-user will be contacted via e-mail or fax. **The end-user must attach the e-mail/fax granting permission and all documentation previously submitted to Procurement Services Group) to their purchase order when processing for payment.**

For customers in **MONROE, WAYNE, CHEMUNG & TIOGA COUNTIES** using American Rock Salt, the Award Number is 21148, the Contract Number is PC63621. Contact Information for American Rock Salt is:

<u>CONTRACTOR & ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT#</u>
AMERICAN ROCK SALT CO., LLC PO BOX 190 MT. MORRIS, NY 14510	888/762-7258 Mark Assini 585/243-9510 Ext. 1406 Fax No. 585/243-7676 E-mail: michele.boohar@americanrocksalt.com	161516458

Customers in **ORANGE and ROCKLAND COUNTIES** will contact International Salt Company to place orders and shall follow the Buy Against procedures shown on pages 1 and 2.

INTERNATIONAL SALT is also offering a “Pick-Up” price at their Port Newark, NJ facility at \$69.00 per ton. This is only available to OGS customers. The minimum truckload quantity to be picked up is 20 tons.

You must receive OGS approval before placing an order with any of these vendors.

Contact for International Salt Company is:

<u>CONTRACTOR & ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT#</u>
INTERNATIONAL SALT COMPANY, LLC 655 NORTHERN BLVD. CLARKS SUMMIT, PA 18411-9025	888/388-4726, Press 4, Ext. 109# 570/319-3109 Barbara Henshaw Fax No. 570/586-6463 E-mail: bids@iscosalt.com	522034785

(continued)

All other terms and conditions of the original Contract Award Notification apply to this Purchasing Memorandum. We strongly advise all contract users to familiarize themselves with all terms and conditions before issuing a purchase order.

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

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NUMBER: [19132](#)
[19826](#)
[20343](#)
[20883](#)

DATE: February 20, 2008

GROUP: 01800 - ROAD SALT

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

Karol Garrison
Purchasing Officer I
(518) 486-1564
karol.garrison@ogs.state.ny.us

CONTRACT PERIOD: September 1, 2007 through
August 31, 2008

OTHER AUTHORIZED USERS

Customer Services
(518) 474-6717
customer.services@ogs.state.ny.us

CONTRACTOR(S)/
CONTRACT NO(S): *SEE BELOW

*AWARD #	CONTRACTOR	CONTRACT#
19132	Cargill Deicing Technology	PC61323
19826	American Rock Salt	PC61940
19826	Cargill Deicing Technology	PC61941
19826	North American Salt Co.	PC61942
20343	American Rock Salt	PC62613
20343	North American Salt Co.	PC62614
20883	American Rock Salt	PC63267
20883	Cargill Deicing Technology	PC63269
20883	North American Salt Co.	PC63271

SUBJECT: DELIVERY/SUPPLY PROBLEMS - SALT ALLOCATION

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

Our contractors on the above referenced road salt awards are advising us that due to delivery/supply problems, they are allocating road salt.

Please work with our contractors and order only what is needed. Everyone should receive some salt deliveries but orders/deliveries may take longer than the timeframes referenced in the contract. Please contact your contractor to determine when delivery will be made. For Cargill customers, please speak with Nadine Gilbert or Christine Rupert.

Anyone with an emergency situation that cannot be resolved with the contractor should contact Karol Garrison immediately.
