



Contract Award Notification Update

Subject: Contract Renewal until August 31, 2017

DATE: August 17, 2016 **AWARD #:** [22843](#) **GROUP #:** 01800

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

CONTRACT PERIOD: September 1, 2014 – August 31, 2017

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

CONTRACT NO.:	CONTRACTOR:
PC66637	Cargill Incorporated D/B/A Cargill Incorporated Deicing Technology Business Unit
PC66658	American Rock Salt Co., LLC.
PC66698	Compass Minerals America 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 monthly 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.
- Additional amount may be added or deducted on a monthly basis, 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.

- The base rate used for calculating adjustments is established as \$2.446, as posted in the EIA Retail On-Highway Diesel Prices for New England PADD1A for the week ending July 18, 2016. 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.
- 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.

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 (PC66658)

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 supplier.

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 supplier.

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 Delivery section.

Cargill Incorporated D/B/A Cargill Incorporated Deicing Technology, Business Unit (PC66637)

September 1, 2015 – August 31, 2016

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, customers 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 supplier.

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 Delivery section.

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 supplier.

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 8/31/17 – 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 Delivery section.

Compass Minerals America Inc. (PC66698)

September 1, 2015 – August 31, 2016

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, customers with multiple delivery sites (e.g., NYSDOT, County Highways and NYS Thruway) shall have their minimum/maximum delivery quantities based on the sum of all their sites serviced by a supplier in each Lot.

When the end user is not able to take the minimum required amount, the salt contractor will store salt for the end user until December 31 of that calendar year (i.e., user did not take minimum by 8/31/16 – contractor will store through 12/31/16). If storage is necessary for an end 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 Delivery section.

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, customers with multiple delivery sites (e.g., NYSDOT, County Highways and NYS Thruway) shall have their minimum/maximum delivery quantities based on the sum of all their sites serviced by a supplier in each Lot.

When the end user is not able to take the minimum required amount, the salt contractor will store salt for the end user until December 31 of that calendar year (i.e., user did not take minimum by 8/31/17 – contractor will store through 12/31/17). If storage is necessary for an end 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 Delivery section.

Compass Minerals

- OGS is not aware of any issues at this time.

Morton Salt

- A ship arrived in Albany 3/19 in Albany and deliveries resumed 3/20. An additional ship is scheduled for 3/24 or 3/25.
- Shipping from Newark has lessened as deliveries have resumed from Albany. Additional ships due in the near future.

Cargill Deicing Technology

- Continue to prioritize deliveries to ensure no customers run out of salt.

Compass Minerals

- OGS is not aware of any issues at this time.

Morton Salt

- Currently have no supply in Albany. A ship is due to arrive 3/7 (20,000 tons). Morton plans to resume deliveries on 3/9. Additional ships are scheduled for 3/16 or 3/17 and 3/19 or 3/20.
- Presently shipping from Newark (30,000 tons). Additional ships due 3/8 (62,000 tons), 3/13 and 3/16 (80,000 tons total).
- Currently shipping to Columbia County from Boston. Serving remaining counties from Newark until deliveries can resume from Albany.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NO.: [22843](#)

DATE: December 30, 2014

GROUP: 01800 - ROAD SALT, TREATED SALT,
AND EMERGENCY STANDBY ROAD SALT
(All State Agencies & Political Subdivisions)

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

Carmen Story
Contract Management Specialist
(518) 486-9151
carmen.story@ogs.ny.gov

CONTRACT PERIOD: September 1, 2014 through
August 31, 2015

OTHER AUTHORIZED USERS

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

**SUBJECT: CONTRACT REVISION – CONTRACTOR CONTACT INFORMATION UPDATED &
INCORPORATION OF APPENDICES A-B**

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

Please be advised that the Contract Award Notice has been revised to reflect the following changes:

1. The New York State Road Salt Contract contact for Morton Salt Inc. listed on page 2 is:
312-807-2384
Na-Tia Douglas
Fax No. 312-807-2669
E-mail: ndouglas@mortonsalt.com
Website: www.mortonsalt.com
2. The New York State Road Salt Contract person(s) to contact for expediting New York State Contract orders for Morton Salt Inc. listed on page 3 is:
Customer Service
855-665-4540
Fax: 630-861-2735
E-mail: buyroadsalt@mortonsalt.com

3. **APPENDIX A - Standard Clauses for New York State Contracts** and **APPENDIX B – General Specifications** have been made a part of the Contract Award Notice.

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
New York State Procurement
Corning Tower Building
Empire State Plaza
Albany, New York 12242
<http://nyspro.ogs.ny.gov>

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NO.: [22843](#)

DATE: November 3, 2014

GROUP: 01800 - ROAD SALT, TREATED SALT,
AND EMERGENCY STANDBY ROAD SALT
(All State Agencies & Political Subdivisions)

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

Carmen Story
Contract Management Specialist
(518) 486-9151
carmen.story@ogs.ny.gov

CONTRACT PERIOD: September 1, 2014 through
August 31, 2015

OTHER AUTHORIZED USERS

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

SUBJECT: CONTRACT REVISION – CONTRACT NUMBER REVISED

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

Please be advised that the Contract Award Notice has been revised to reflect the following change to an assigned Contract Award Number:

PC66698 - Compass Minerals America Inc.

All other contract numbers associated with this award remain unchanged.

Please update your records to reflect this changes.

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
New York State Procurement
Corning Tower Building
Empire State Plaza
Albany, New York 12242
<http://nyspro.ogs.ny.gov>

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NO.: [22843](#)

DATE: September 29, 2014

GROUP: 01800 - ROAD SALT, TREATED SALT,
AND EMERGENCY STANDBY ROAD SALT
(All State Agencies & Political Subdivisions)

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

Carmen Story
Contract Management Specialist
(518) 486-9151
carmen.story@ogs.ny.gov

CONTRACT PERIOD: September 1, 2014 through
August 31, 2015

OTHER AUTHORIZED USERS

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

**SUBJECT: CONTRACT REVISION – UPDATED CONTACT INFORMATION FOR NEW YORK
STATE CONTRACT INQUIRIES AND ORDERS**

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

Please be advised that the Contract Award Notice has been revised to reflect changes to all contact information for Compass Minerals America Inc. The following contact information is to be used for all matters:

**Doug Dyer - Sales Manager
913-344-9346
Dyerd@compassminerals.com**

Please update your records to reflect these changes.

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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Corning Tower Building
Empire State Plaza
Albany, New York 12242
<http://nyspro.ogs.ny.gov>

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NO.: [22843](#)

DATE: September 29, 2014

GROUP: 01800 - ROAD SALT, TREATED SALT,
AND EMERGENCY STANDBY ROAD SALT
(All State Agencies & Political Subdivisions)

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

Carmen Story
Contract Management Specialist
(518) 486-9151
carmen.story@ogs.ny.gov

CONTRACT PERIOD: September 1, 2014 through
August 31, 2015

OTHER AUTHORIZED USERS

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

SUBJECT: CONTRACT REVISION – CONTRACT AWARD NUMBERS UPDATED

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

Please be advised that the Contract Award Notice has been revised to reflect the following changes to assigned Contract Award Numbers:

PC66658 American Rock Salt Co., LLC
PC66659 Atlantic Salt Inc.
PC66660 Morton Salt Inc.
PC66661 Compass Minerals America Inc.

PC66637 Cargill Inc. d/b/a Cargill Inc. Deicing Technology Business Unit – this contract number has not been changed

Please update your records to reflect these changes.

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

PURCHASING MEMORANDUM

CONTRACT AWARD NOTIFICATION UPDATE

AWARD NO.: [22843](#)

DATE: September 29, 2014

GROUP: 01800 - ROAD SALT, TREATED SALT,
AND EMERGENCY STANDBY ROAD SALT
(All State Agencies & Political Subdivisions)

PLEASE ADDRESS INQUIRIES TO:
STATE AGENCIES & CONTRACTORS

Carmen Story
Contract Management Specialist
(518) 486-9151
carmen.story@ogs.ny.gov

CONTRACT PERIOD: September 1, 2014 through
August 31, 2015

CONTRACTOR/ CONTRACT NO.: **Compass Minerals America Inc.**
PC66639

OTHER AUTHORIZED USERS

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

**SUBJECT: UPDATED CONTACT INFORMATION FOR NEW YORK STATE CONTRACT
INQUIRIES AND ORDERS**

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

Please be advised that the sales contact for the contract is:

Doug Dyer - Sales Manager
913-344-9346
Dyerd@compassminerals.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.

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