

## Bid Opening Results For:

BID NUMBER	23248
BID OPENING	7/29/2021 11:00:00 AM
GROUP NUMBER	01800
CONTACT PERSON	Brandy Alden
TELEPHONE	(518) 408-1140

### DESCRIPTION

Road Salt, Treated Salt, & Emergency Standby Road Salt  
(Statewide)

Pursuant to State Finance Law § 139-j and § 139-k, the following individuals have been added as designated contacts for the above referenced solicitation.

#### MWBE

Lori Broadhead  
Ashley Pallone  
Alice Roberson  
Tryphina Ramsey

#### Insurance

Robert Hall, robert.hall@ogs.ny.gov  
Peggy Beattie, peggy.beattie@ogs.ny.gov  
Leighann Brown, leighann.brown@ogs.ny.gov

#### SDVOB

Anthony Tomaselli  
Daniel Daley  
veteransdevelopment@ogs.ny.gov

**OGS Procurement Services  
Bid List Summary**

**List of Bidders for Group: 01800 - Road Salt, Treated & Emergency Stand by Road Salt (Statewide)**

**Bid Number :** IFB 23248

**Team #:**

**Bids Were Opened:** July 29, 2021

**Time :** 11:00:00 AM

**Bid Room Facilitation:** Daniel Rice

**Visitors:** Jennifer Kuhn - OGS

Jose DeAndres - OGS

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**BIDDERS**

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American Rock Salt Co., LLC	5520 Route 63	Mt. Morris jamie.mcclain@americanrocksalt.com	NY	14510
161516458				
Apalachee, LLC	1423 Highland Ave	Rochester sales@apalacheeSalt.com	NY	14620
472089879				
Atlantic Salt, Inc.	134 Middle Street	Lowell info@atlanticsalt.com	MA	01852
132914699				
Cargill, Incorporated- Salt, Road Safety	24950 Country Club Blvd., Suite 450	North Olmsted Salt_CustomerCareRoadSafety@Cargill.com	OH	44070
410177680				
Compass Minerals America Inc.	9900 W. 109th St.	Overland Park highwaygroup@compassminerals.com	KS	66210
481047632				
Grace Industries LLC	336 South Service Road	Melville bidssupport@hauglandllc.com	NY	11747
208054737				
Morton Salt, Inc.	444 West Lake street, Suite 3000	Chicago bids@mortonsalt.com	IL	60606
273146174				

**Number of Bids Received: 7**



# Office of General Services Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | [customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov) | 518-474-6717

## Invitation for Bids (Revised July 12, 2021)

<b>BID OPENING</b> <b>DATE:</b> JULY 29 <sup>th</sup> , 2021 <b>TIME:</b> 11:00 A.M. EST <b>INVITATION FOR BIDS NUMBER:</b> <b>23248</b>		<b>TITLE: Group 01800 – Road Salt, Treated Salt, &amp; Emergency Standby Road Salt (Statewide)</b>  Classification Codes: 12	
<b>CONTRACT PERIOD:</b> The later of (i) September 1, 2021, or (ii) the date of OSC approval through August 31, 2022			
<b>DESIGNATED CONTACTS:</b> In accordance with the Procurement Lobbying Law [State Finance Law § 139-j(2)(a)], the following individuals are the Designated Contacts for this Solicitation. All questions relating to this Solicitation must be addressed to the Designated Contacts. Email Address: <u>OGS.sm.SST roadsalt@ogs.ny.gov</u>			
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: <u>Brandy.Alden@ogs.ny.gov</u>		Jose DeAndres Team Leader Telephone No. (518) 474-3024 E-mail address: <u>Jose.Deandres@ogs.ny.gov</u>	
<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number) <u>16-1516458</u>		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause) <u>1000008297</u>	
Legal Business Name of Company Bidding: American Rock Salt Co., LLC			
D/B/A – Doing Business As (if applicable):			
Street 5520 Route 63	City Mt. Morris	State NY	County Livingston Zip Code 14510
E-mail Address: <u>jamie.mcclain@americanrocksalt.com</u>		Company Web Site: <u>www.americanrocksalt.com</u>	
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input type="checkbox"/> NYS Small Business # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE NOT BIDDING AT THIS TIME BECAUSE:			
<b>FOR PROCUREMENT SERVICES USE ONLY</b>			
LITERATURE <input type="checkbox"/>	LETTER <input type="checkbox"/>	USB FLASH DRIVE <input checked="" type="checkbox"/>	# of Binders/Packages: _____
PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

PR#23248

DR





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Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: <u>Brandy.Alden@ogs.ny.gov</u>		Jose DeAndres Team Leader Telephone No. (518) 474-3024 E-mail address: <u>Jose.Deandres@ogs.ny.gov</u>	
<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number) <u>47-2089879</u>		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause) <u>1106213604</u>	
Legal Business Name of Company Bidding: <u>APALACHEE, LLC</u>			
D/B/A – Doing Business As (if applicable):			
Street <u>1423 Highland Ave</u>	City <u>Rochester</u>	State <u>NY</u>	County <u>Monroe</u>
Zip Code <u>14620</u>			
E-mail Address: <u>Sales@ApalacheeSalt.com</u>		Company Web Site: <u>www.ApalacheeSalt.com</u>	
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input checked="" type="checkbox"/> NYS Small Business <u>10</u> # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE NOT BIDDING AT THIS TIME BECAUSE:			
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PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

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JR





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Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: <a href="mailto:Brandy.Alden@ogs.ny.gov">Brandy.Alden@ogs.ny.gov</a>		Jose DeAndres Team Leader Telephone No. (518) 474-3024 E-mail address: <a href="mailto:Jose.Deandres@ogs.ny.gov">Jose.Deandres@ogs.ny.gov</a>	
<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number)  13-2914699		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause)  1000026327	
Legal Business Name of Company Bidding: Atlantic Salt, Inc.			
D/B/A – Doing Business As (if applicable):			
Street 134 Middle Street, Suite 210	City Lowell	State MA	County Middlesex Zip Code 01852
E-mail Address: <a href="mailto:info@atlanticsalt.com">info@atlanticsalt.com</a>		Company Web Site:	
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input type="checkbox"/> NYS Small Business # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
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PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

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*Handwritten signature*





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Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: <a href="mailto:Brandy.Alden@ogs.ny.gov">Brandy.Alden@ogs.ny.gov</a>		Jose DeAndres Team Leader Telephone No. (518) 474-3024 E-mail address: <a href="mailto:Jose.Deandres@ogs.ny.gov">Jose.Deandres@ogs.ny.gov</a>	
<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number)  <u>41-0177680</u>		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause)  <u>1000048669</u>	
Legal Business Name of Company Bidding: <b>Cargill, Incorporated- Salt, Road Safety</b>			
D/B/A – Doing Business As (if applicable):			
Street 24950 Country Club Blvd., Suite 450		City North Olmsted	State Ohio
		County Cuyahoga	Zip Code 44070
E-mail Address: <a href="mailto:Salt_CustomerCareRoadSafety@Cargill.com">Salt_CustomerCareRoadSafety@Cargill.com</a>		Company Web Site: <a href="https://www.cargill.com/">https://www.cargill.com/</a>	
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input type="checkbox"/> NYS Small Business # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
If you are not bidding, place an "x" in the box and return this page only. <input type="checkbox"/> WE ARE NOT BIDDING AT THIS TIME BECAUSE:			
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PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

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# Invitation for Bids

### BID OPENING

DATE: **JULY 29<sup>th</sup>, 2021**

TIME: **11:00 A.M. EST**

INVITATION FOR BIDS NUMBER:  
**23248**

TITLE: **Group 01800 – Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)**

Classification Codes: 12

### CONTRACT PERIOD:

The later of (i) **September 1, 2021**, or (ii) the date of OSC approval through **August 31, 2022**

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Email Address: [OGS.sm.SST\\_roadsalt@ogs.ny.gov](mailto:OGS.sm.SST_roadsalt@ogs.ny.gov)

Brandy Alden  
Contract Management Specialist 2  
Telephone No. (518) 408-1140  
E-mail address: [Brandy.Alden@ogs.ny.gov](mailto:Brandy.Alden@ogs.ny.gov)

Jose DeAndres  
Team Leader  
Telephone No. (518) 474-3024  
E-mail address: [Jose.Deandres@ogs.ny.gov](mailto:Jose.Deandres@ogs.ny.gov)

**Bidder's Federal Tax Identification Number:**  
(Do Not Use Social Security Number)

**48-1047632**

**NYS Vendor Identification Number:**

(See New York State Vendor File Registration Clause)

**1000031899**

Legal Business Name of Company Bidding:

**Compass Minerals America Inc.**

D/B/A – Doing Business As (if applicable):

Street

**9900 W. 109th St.**

City

**Overland Park**

State

**KS**

County

**Johnson**

Zip Code

**66210**

E-mail Address:

[highwaygroup@compassminerals.com](mailto:highwaygroup@compassminerals.com)

Company Web Site:

<https://www.compassminerals.com>

If applicable, place an "x" in the appropriate box(es) (check all that apply)

☐ NYS Small Business  
# Employees

☐ Service-Disabled Veteran  
Owned Business

☐ NYS Minority Owned  
Business

☐ NYS Women Owned  
Business

If you are not bidding, place an "x" in the box and return this page only.

☐ **WE ARE NOT BIDDING AT THIS TIME BECAUSE:**

### FOR PROCUREMENT SERVICES USE ONLY

LITERATURE ☐

LETTER ☐

USB FLASH DRIVE ☒

# of Binders/Packages: \_\_\_\_\_

PURC. MEMO ☐

OTHER ☐

Documented by: \_\_\_\_\_

PR#23248





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<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number)  20-8054737		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause)  1000030214	
Legal Business Name of Company Bidding: Grace Industries LLC			
D/B/A – Doing Business As (if applicable):			
Street 336 South Service Road		City Melville	State NY
E-mail Address: <a href="mailto:bidsupport@hauglandllc.com">bidsupport@hauglandllc.com</a>		County Suffolk	Zip Code 11747
Company Web Site: <a href="http://www.hauglandgroup.us">www.hauglandgroup.us</a>			
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input type="checkbox"/> NYS Small Business # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
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LITERATURE <input type="checkbox"/>	LETTER <input type="checkbox"/>	USB FLASH DRIVE <input checked="" type="checkbox"/>	# of Binders/Packages: _____
PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

PR#23248

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<b>Bidder's Federal Tax Identification Number:</b> (Do Not Use Social Security Number) <u>27-3146174</u>		<b>NYS Vendor Identification Number:</b> (See New York State Vendor File Registration Clause) <u>1100010394</u>	
Legal Business Name of Company Bidding: <u>Morton Salt, Inc.</u>			
D/B/A – Doing Business As (if applicable):			
Street 444 West Lake Street, Suite 3000	City Chicago	State IL	County Cook
Zip Code 60606			
E-mail Address: <u>bids@mortonsalt.com</u>		Company Web Site: <u>www.mortonsalt.com</u>	
If applicable, place an "x" in the appropriate box(es) (check all that apply)			
<input type="checkbox"/> NYS Small Business # Employees	<input type="checkbox"/> Service-Disabled Veteran Owned Business	<input type="checkbox"/> NYS Minority Owned Business	<input type="checkbox"/> NYS Women Owned Business
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PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: _____

PR#23248

**Group 01800 - IFB #23248**  
**Road Salt, Treated Salt, & Emergency Standby Road Salt**  
**Bid Results**

**Lot I - Road Salt**

<u>Lot #</u>	<u>Lot Description</u>	<u>OGS Item #</u>	<u>County</u>	<u>Filed Requirements</u>	<u>Bidder Name</u>	<u>Price per Ton</u>	<u>Stockpile Location(s)</u>	<u>Finished Product Name</u>
Lot I	Road Salt	36	Putnam	47,115	Morton Salt Inc	\$65.76	Albany, NY	
Lot I	Road Salt	36	Putnam	47,115	American Rock Salt Co LLC	\$76.13	Hampton Corners, NY	
Lot I	Road Salt	36	Putnam	47,115	Compass Minerals America Inc	\$76.39	New Haven, CT	
Lot I	Road Salt	36	Putnam	47,115	Apalachee LLC	\$78.00	Coeymans, NY	
Lot I	Road Salt	36	Putnam	47,115	Atlantic Salt Inc	\$83.00	561 Richmond Terr, SI , NY & 184 Marsh St, Newark, NJ	
Lot I	Road Salt	36	Putnam	47,115	Cargill, Incorporated - Salt, Road Safety	\$89.88	Lansing, NY , Bloomingburg, NY	
Lot I	Road Salt	36	Putnam	47,115	Grace Industries LLC	\$92.00	Tompkins Cove	
Lot I	Road Salt	51	Westchester	162,857	Atlantic Salt Inc	\$73.50	561 Richmond Terr, SI , NY & 184 Marsh St, Newark, NJ	
Lot I	Road Salt	51	Westchester	162,857	Apalachee LLC	\$75.00	Coeymans, NY	
Lot I	Road Salt	51	Westchester	162,857	Compass Minerals America Inc	\$77.05	New Haven, CT	
Lot I	Road Salt	51	Westchester	162,857	American Rock Salt Co LLC	\$82.70	Hampton Corners, NY & Troy, NY	
Lot I	Road Salt	51	Westchester	162,857	Grace Industries LLC	\$92.00	Tompkins Cove	
Lot I	Road Salt	51	Westchester	162,857	Cargill, Incorporated - Salt, Road Safety	NO BID		
Lot I	Road Salt	51	Westchester	162,857	Morton Salt Inc	NO BID		



**Group 01800 - IFB #23248**  
**Road Salt, Treated Salt, & Emergency Standby Road Salt**  
**Bid Results**

**Lot II - Treated Salt Type 1**

<u>Lot #</u>	<u>Lot Description</u>	<u>OGS Item #</u>	<u>County</u>	<u>Filed Requirements</u>	<u>Bidder Name</u>	<u>Price per Ton</u>	<u>Stockpile Location(s)</u>	<u>Finished Product Name</u>
Lot II	Treated Salt Type 1	191	Clinton	25	Apalachee LLC	\$90.00	Coeymans, NY	Treated Salt Type 1
Lot II	Treated Salt Type 1	191	Clinton	25	Cargill, Incorporated - Salt, Road Safety	\$91.37	Lansing, NY & Fort Plain, NY	ClearLane®
Lot II	Treated Salt Type 1	191	Clinton	25	American Rock Salt Co LLC	\$92.00	Hampton Corners, NY	ProMelt MAG 30 Blue Magic
Lot II	Treated Salt Type 1	191	Clinton	25	Compass Minerals America Inc	\$98.00	Ogdensburg, NY	Thawrox
Lot II	Treated Salt Type 1	191	Clinton	25	Atlantic Salt Inc	NO BID		
Lot II	Treated Salt Type 1	191	Clinton	25	Grace Industries LLC	NO BID		
Lot II	Treated Salt Type 1	191	Clinton	25	Morton Salt Inc	NO BID		
Lot II	Treated Salt Type 1	192	Saratoga	100	Apalachee LLC	\$75.00	Coeymans, NY	Treated Salt Type 1
Lot II	Treated Salt Type 1	192	Saratoga	100	Cargill, Incorporated - Salt, Road Safety	\$75.66	Lansing, NY & Fort Plain, NY	ClearLane®
Lot II	Treated Salt Type 1	192	Saratoga	100	American Rock Salt Co LLC	\$86.00	Hampton Corners, NY	ProMelt MAG 30 Blue Magic
Lot II	Treated Salt Type 1	192	Saratoga	100	Atlantic Salt Inc	NO BID		
Lot II	Treated Salt Type 1	192	Saratoga	100	Compass Minerals America Inc	NO BID		
Lot II	Treated Salt Type 1	192	Saratoga	100	Grace Industries LLC	NO BID		
Lot II	Treated Salt Type 1	192	Saratoga	100	Morton Salt Inc	NO BID		
Lot II	Treated Salt Type 1	193	Wayne	1,500	American Rock Salt Co LLC	\$49.00	Hampton Corners, NY	ProMelt MAG 30 Blue Magic
Lot II	Treated Salt Type 1	193	Wayne	1,500	Cargill, Incorporated - Salt, Road Safety	\$69.85	Lansing, NY	ClearLane®
Lot II	Treated Salt Type 1	193	Wayne	1,500	Apalachee LLC	\$80.00	Coeymans, NY	Treated Salt Type 1
Lot II	Treated Salt Type 1	193	Wayne	1,500	Atlantic Salt Inc	NO BID		
Lot II	Treated Salt Type 1	193	Wayne	1,500	Compass Minerals America Inc	NO BID		
Lot II	Treated Salt Type 1	193	Wayne	1,500	Grace Industries LLC	NO BID		
Lot II	Treated Salt Type 1	193	Wayne	1,500	Morton Salt Inc	NO BID		

**Group 01800 - IFB #23248**  
**Road Salt, Treated Salt, & Emergency Standby Road Salt**  
**Bid Results**

**Lot III - Treated Salt Type 2**

<u>Lot #</u>	<u>Lot Description</u>	<u>OGS Item #</u>	<u>County</u>	<u>Filed Requirements</u>	<u>Bidder Name</u>	<u>Price per Ton</u>	<u>Stockpile Location(s)</u>	<u>Finished Product Name</u>
Lot III	Treated Salt Type 2	114	Westchester	22	Apalachee LLC	\$90.00	Coeymans, NY	Treated Salt Type 2
Lot III	Treated Salt Type 2	114	Westchester	22	Atlantic Salt Inc	\$93.50	184 Marsh St, Newark, NJ	Treated Salt
Lot III	Treated Salt Type 2	114	Westchester	22	American Rock Salt Co LLC	\$97.90	Hampton Corners, NY	ProMelt Ultra 2000 INH
Lot III	Treated Salt Type 2	114	Westchester	22	Cargill, Incorporated - Salt, Road Safety	NO BID		
Lot III	Treated Salt Type 2	114	Westchester	22	Compass Minerals America Inc	NO BID		
Lot III	Treated Salt Type 2	114	Westchester	22	Grace Industries LLC	NO BID		
Lot III	Treated Salt Type 2	114	Westchester	22	Morton Salt Inc	NO BID		



**Group 01800 - IFB #23248**  
**Road Salt, Treated Salt, & Emergency Standby Road Salt**  
**Bid Results**

**Storage Fees**

Bidder Name	Price Per Ton	
American Rock Salt Co LLC	\$3.60	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
American Rock Salt Co LLC	\$3.60	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Apalachee LLC	\$3.50	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Apalachee LLC	\$3.50	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Atlantic Salt Inc	\$3.50	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Atlantic Salt Inc	\$3.50	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Cargill, Incorporated - Salt, Road Safety	\$3.60	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Cargill, Incorporated - Salt, Road Safety	\$11.00	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Compass Minerals America Inc	\$3.60	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Compass Minerals America Inc	\$5.00	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Grace Industries LLC	\$3.60	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Grace Industries LLC	\$8.12	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.
Bidder Name	Price Per Ton	
Morton Salt Inc	\$3.60	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2022 (not to exceed \$3.60 per ton).
Morton Salt Inc	\$3.60	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2022.