#### 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.

#### OGS Procurement Services Bid List Summary

List of Bidders for Group: O1800 - 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 Facilitatior: Daniel Rice Visitors: Jennifer Kuhn - OGS Jose DeAndres - OGS

_	BIDDERS			
American Rock Salt Co., LLC	5520 Route 63	Mt. Morris jamie.mcclain@americanro	NY ocksalt.com	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_CustomerCareRoadSa	OH afetv@Cargill.com	44070
410177680				
Compass Minerals America Inc.	9900 W. 109th St.	Overland Park highwaygroup@compassr	KS minerals.com	66210
481047632		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
Grace Industries LLC	336 South Service Road	Melville bidssupport@hauglandllc.	NY .com	11747
208054737				
Morton Salt, Inc.	444 West Lake street, Suite 3000	Chicago bids@mortonsalt.com	IL	60606
273146174				

Number of Bids Received: 7



## NEW YORK STATE OF OPPORTUNITY. Office of General Services Procurement Services

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	T							
BID OPENING								
DATE: JULY 29th, 2021		roup 01800 – Road Salt, Treated Salt, &						
TIME: 11:00 A.M. EST	Emergency Standby Road Salt (Statewide)							
INVITATION FOR BIDS NUMBER: 23248	Classifica	ation Codes: 12						
CONTRACT PERIOD: The later of (		nber 1, 2021, or (ii) the date of OSC approval brough August 31, 2022						
<b>DESIGNATED CONTACTS:</b> In accordance with § 139-j(2)(a)], the following individuals are the DAII questions relating to this Solicitation must be	esignated	Contacts for this Solicitation.						
		T_roadsalt@ogs.ny.gov						
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: Brandy.Alden@ogs.ny.gov	Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140  Jose DeAndres Team Leader Telephone No. (518) 474-3024							
Bidder's Federal Tax Identification Nun (Do Not Use Social Security Number)  16-1516458	NYS Vendor Identification Number: (See New York State Vendor File Registration Clause)  1000008297							
Legal Business Name of Company Bidding: American Rock Salt Co., LLC								
D/B/A – Doing Business As (if applicable):								
Street Ci 5520 Route 63	ty Mt. Morris	State County Zip Code NY Livingston 14510						
E-mail Address: jamie.mcclain@americanrocksalt.com	C	ompany Web Site: www.americanrocksalt.com						
If applicable, place on "y" in	the engran	riate box(es) (check all that apply)						
NYS Small Business Service-Disable Service Busines Owned Busines	led Veteran	NYS Minority Owned Business Business Business						
If you are not bidding, place an "x" in the box and return this  WE ARE NOT BIDDING AT THIS TIME	page only. BECAUSE							
FOR PROCUR	EMENT SI	ERVICES USE ONLY						
	ASH DRIVE							
PR#23248		Documented by.						
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### **Invitation for Bids**

BID OPENING					
DATE: JULY 29th, 2021		oup 01800 – R			
TIME: 11:00 A.M. EST	Emergen	cy Standby R	oad Sal	t (Statewide	)
INVITATION FOR BIDS NUMBER: 23248	Classification	on Codes: 12			
CONTRACT PERIOD: The later of (		er 1, 2021, or (i ough August 3		te of OSC ap	proval
<b>DESIGNATED CONTACTS:</b> In accordance with	the Procure	ment Lobbying La	aw [State	Finance Law	
§ 139-j(2)(a)], the following individuals are the D All questions relating to this Solicitation must be					
Email Address: Q					
Brandy Alden	Jose DeAnd				
Contract Management Specialist 2	Team Lead				
Telephone No. (518) 408-1140	Telephone	No. (518) 474-302 ess: Jose.Deand	24	201	
E-mail address: Brandy.Alden@ogs.ny.gov	E-mail addi	ess. Jose.Deanui	esajogs.	ny.gov	
Bidder's Federal Tax Identification Nur	nber:			ification Numl	
(Do Not Use Social Security Number)				or File Registration	Clause)
47-2089879	-	110	16213	3604	
11 - 0 10 . 1	_		) (a .c		
Legal Business Name of Company Bidding:	-C	· ·			
D/B/A – Doing Business As (if applicable):					
Street 1423 Highland AVE C E-mail Address: Sales C Apalachee Salt	Rock	rester s	State	Monne	Zip Code 14620
E-mail Address: Sales @ Apalachee Salt	com W	mpany Web Site: WW Apal	achee	Salt.co	M
		1			
If applicable, place an "x" in		te box(es) (check NYS Minority	all that app	oly) □ NYS Wome	n Owned
NYS Small Business Service-Disable Owned Busin		Business	Owned	Business	an Owned
If you are not bidding, place an "x" in the box and return thi  WE ARE NOT BIDDING AT THIS TIME	BECAUSE:				
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PR#23248		~		-	
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BID OPENING  DATE: JULY 29th, 2021  TIME: 11:00 A.M. EST  INVITATION FOR BIDS NUMBER:  23248  CONTRACT PERIOD: The later of	Classifica (i) Septem	roup 01800 – ency Standby tion Codes: 12 liber 1, 2021, or brough August	Road Sal	t (Statewic	le)
<b>DESIGNATED CONTACTS:</b> In accordance wit § 139-j(2)(a)], the following individuals are the I All questions relating to this Solicitation must be	Designated	Contacts for this	Solicitation.		
Email Address: 9	OGS.sm.SS	T roadsalt@ogs	.ny.gov		
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: Brandy.Alden@ogs.ny.gov				.ny.gov	
Bidder's Federal Tax Identification Nui (Do Not Use Social Security Number)	mber:	NYS Vendor Identification Number: (See New York State Vendor File Registration Clause)			
13-2914699			100002	6327	
Legal Business Name of Company Bidding: Atlantic Salt, Inc.			- 20		
D/B/A – Doing Business As (if applicable):					
Street	City		State	County	Zip Code
134 Middle Street, Suite 210	Lowell		MA	Middlesex	01852
E-mail Address:		Company Web Site:			
info@atlanticsalt.com					
If applicable, place an "x" i	in the appror	riate box(es) (che	ck all that an	pp/v)	
□ NYS Small Business □ Service-Disal # Employees ○ Owned Busin	bled Veteran		ity Owned	NYS Wor Business	men Owned
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**BID OPENING** 

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DATE: JULY 29th, 2021	LY 29th, 2021 TITLE: Group 01800 - Road Sait, Treated Sait, &							
TIME: 11:00 A.M. EST	Emergen	cy Standby Road	Salt (Statewic	de)				
INVITATION FOR BIDS NUMBER: Classification Codes: 12 23248								
CONTRACT PERIOD: The later of (		er 1, 2021, or (ii) the ough August 31, 202		approval				
<b>DESIGNATED CONTACTS:</b> In accordance witl § 139-j(2)(a)], the following individuals are the E All questions relating to this Solicitation must be	Designated C	ontacts for this Solicitati	on.					
		roadsalt@ogs.ny.gov						
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: Brandy.Alden@ogs.ny.gov			gs.ny.gov					
Bidder's Federal Tax Identification Number:  (Do Not Use Social Security Number)  NYS Vendor Identification Number:  (See New York State Vendor File Registration Clause)								
41-0177680	_	1000048669						
Legal Business Name of Company Bidding: Cargill, Incorporated- Salt, Road Safety								
D/B/A – Doing Business As (if applicable):								
	ity orth Olmste	State Ohio	County Cuyahoga	Zip Code 44070				
E-mail Address: Salt_CustomerCareRoadSafety@Cargi		mpany Web Site: os://www.cargill.com	1/					
If applicable, place an "x" in	the appropria	te hov(es) (check all that	ann/v)					
NYS Small Business Service-Disab	oled Veteran	NYS Minority Owner Business		men Owned				
If you are not bidding, place an "x" in the box and return thi  WE ARE NOT BIDDING AT THIS TIME								
FOR PROCUI	REMENT SE	RVICES USE ONLY						
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PR#23248								





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#### **Invitation for Bids**

BID OPENING					
DATE: JULY 29th, 2021	TITLE: Gr	oup 01800 -	- Road S	alt. Treated	Salt. &
		ncy Standby			
TIME: 11:00 A.M. EST					40)
INVITATION FOR BIDS NUMBER:	Classificati	on Codes: 12			
23248					
The later of /	i) Contomi	2074 2024	- /ii) 4h	d-tf 000	
COMMUNICATION LINES.	th	per 1, 2021, or rough <mark>August</mark>	t 31, 2022	2	7.5
DESIGNATED CONTACTS: In accordance with	the Procur	ement Lobbying	Law [Stat	te Finance Law	1
§ 139-j(2)(a)], the following individuals are the D	esignated C	ontacts for this	Solicitatio	n.	
All questions relating to this Solicitation must be				ts.	
Email Address: C			s.ny.gov		
Brandy Alden Contract Management Specialist 2	Jose DeAr				
Telephone No. (518) 408-1140	Telephone	ner No. (518) 474-	2024		
E-mail address: Brandy.Alden@ogs.ny.gov		ress: Jose Dea		s ny gov	
			narco(a, og	o.ny.gov	
Bidder's Federal Tax Identification Nun	nber:	NYS V	endor Ide	ntification Nu	mber:
(Do Not Use Social Security Number)		(See New Yo	ork State Ver	ndor File Registrati	on Clause)
48-1047632			100003	1899	
		-			
Legal Business Name of Company Bidding:					
Compass Minerals America Inc.					
D/B/A – Doing Business As (if applicable):					
Street Cit	tv		State	County	7: 0 :
	verland Park		KS	County Johnson	Zip Code
E-mail Address:		mpany Web Site:		Johnson	66210
highwaygroup@compassminerals.com		ps://www.compas		com	
If applicable, place an "x" in	the appropria				
■ NYS Small Business ■ Service-Disable # Employees ■ Owned Busine		☐ NYS Minor Business	ity Owned		nen Owned
" Employees Owned Busine	:55	Dusiness		Business	
If you are not bidding, place an "x" in the box and return this	page only.				
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### Invitation for Bids (Revised July 12, 2021)

BID OPENING				= P					
DATE: JULY 29 <sup>th</sup> , 2021	DATE: JULY 29 <sup>th</sup> , 2021 TITLE: Gr								
TIME: 11:00 A.M. EST	rgency Standby Road Salt (Statewide)								
INVITATION FOR BIDS NUMBER: Classification Codes: 12 23248									
CONTRACT PERIOD: The later of (i) September 1, 2021, or (ii) the date of OSC approval through August 31, 2022									
DESIGNATED CONTACTS: In accordance wit § 139-j(2)(a)], the following individuals are the I All questions relating to this Solicitation must be	Designated (	Contacts for this	Solicitatio	n.	W				
Email Address: 0	OGS.sm.SS	T_roadsalt@ogs	s.ny.gov		1,22				
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: Brandy.Alden@ogs.ny.gov  Jose DeAndres Team Leader Telephone No. (518) 474-3024 E-mail address: Jose.Deandres@ogs.ny.gov									
Bidder's Federal Tax Identification Number: (Do Not Use Social Security Number)  NYS Vendor Identification Number: (See New York State Vendor File Registration Clause)									
Legal Business Name of Company Bidding: Grace Industries LLC									
D/B/A – Doing Business As (if applicable):									
			1011		1				
	ity Ielville		State NY	County Suffolk	Zip Code 11747				
E-mail Address: bidsupport@hauglandllc.com	Co	ompany Web Site ww.haugland	:		111741				
If applicable, place an "x" in	n the appropri	iate box(es) (che	eck all that a	npply)					
NYS Small Business Service-Disable When the supplemental	oled Veteran		rity Owned		omen Owned s				
If you are not bidding, place an "x" in the box and return thi		:							
WE ARE NOT BIDDING AT THIS TIME	_ BLO/ (OOL								
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Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

BID OPENING							
DATE: JULY 29th, 2021		TITLE: Group 01800 – Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)					
TIME: 11:00 A.M. EST	Emerg	ency Standby	Road Sa	ilt (Statewid	e)		
INVITATION FOR BIDS NUMBER: 23248	ation Codes: 12						
CONTRACT FERIOD.	t	nber 1, 2021, or hrough August	31, 2022		oproval		
<b>DESIGNATED CONTACTS:</b> In accordance with § 139-j(2)(a)], the following individuals are the E All questions relating to this Solicitation must be	Designated	Contacts for this	Solicitation				
Email Address:	OGS.sm.S	ST roadsalt@ogs	.ny.gov				
Brandy Alden Contract Management Specialist 2 Telephone No. (518) 408-1140 E-mail address: Brandy.Alden@ogs.ny.gov	Andres ader ne No. (518) 474-3 ddress: <u>Jose.Dear</u>		s.ny.gov				
Bidder's Federal Tax Identification Nur (Do Not Use Social Security Number)	nber:			tification Num dor File Registration			
27-3146174		1100010394					
Legal Business Name of Company Bidding:							
Morton Salt, Inc. D/B/A – Doing Business As (if applicable):							
Street 444 West Lake Street, Suite 3000	ity Chicago		State IL	County	Zip Code 60606		
E-mail Address:		Company Web Site:					
bids@mortonsalt.com		www.mortonsa	alt.com				
If applicable, place an "x" in							
■ NYS Small Business ■ Service-Disab # Employees ■ Owned Busine		NYS Minori Business	ity Owned	NYS Wome Business	en Owned		
If you are not bidding, place an "x" in the box and return this  WE ARE NOT BIDDING AT THIS TIME		E:					
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PR#23248		7	7				

#### Lot I - Road Salt

<u>Lot #</u>	Lot Description	OGS Item#	<u>County</u>	<u>Filed</u> <u>Requirements</u>	<u>Bidder Name</u>	Price per Ton	Stockpile Location(s)	Finished Product Name
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		

#### Lot II - Treated Salt Type 1

	Lot II - Treated Sait Type I							
Lot #	Lot Description	OGS Item#	County	<u>Filed</u> <u>Requirements</u>	<u>Bidder Name</u>	Price per Ton	Stockpile Location(s)	Finished Product Name
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		

#### Lot III - Treated Salt Type 2

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

#### **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.