

# Bid Opening Results For:

BID NUMBER

23179

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BID OPENING

9/5/2019 11:00:00 AM

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GROUP NUMBER

01800

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CONTACT PERSON

Bailey Baleno

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TELEPHONE

(518) 473-1614

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## DESCRIPTION

Treated Road Salt Type 1  
(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  
MWBE@ogs.ny.gov

### 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



**Office of General Services  
Procurement Services**

Office of General Services, Empire State Plaza, Albany, NY 12242, (518) 474-3024, www.procurement.ny.gov, OGS Form 138-R (Rev. 11/14)

# Invitation for Bids

<b>BID OPENING</b> DATE: September 5, 2019 TIME: 11:00 A.M. EST		<b>TITLE: Group 01800 –Treated Road Salt Type 1</b>	
<b>INVITATION FOR BIDS NUMBER:</b> 23179		<b>Classification Codes: 12</b>	
<b>CONTRACT PERIOD:</b>		Upon Full Execution to August 31, 2020	
<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: <a href="mailto:Bailey.Baleno@ogs.ny.gov">Bailey.Baleno@ogs.ny.gov</a>			
Bailey Baleno Contract Management Specialist Telephone No. (518) 473-1614 E-mail address: <a href="mailto:Bailey.Baleno@ogs.ny.gov">Bailey.Baleno@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> <i>(Do Not Use Social Security Number)</i> 16-1516458		<b>NYS Vendor Identification Number:</b> <i>(See New York State Vendor File Registration Clause)</i> 1000008297		
Legal Business Name of Company Bidding: <b>American Rock Salt Co., LLC</b>				
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: <a href="mailto:jamie.mcclain@americanrocksalt.com">jamie.mcclain@americanrocksalt.com</a>		Company Web Site: <a href="http://www.americanrocksalt.com">www.americanrocksalt.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
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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 <input type="checkbox"/>	LETTER <input type="checkbox"/>	USB FLASH DRIVE <input checked="" type="checkbox"/>	# of Binders/Packages: <u>2</u>
PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>		Documented by: <u>1</u>



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

<b>BID OPENING</b> DATE: September 5, 2019 TIME: 11:00 A.M. EST		<b>TITLE: Group 01800 –Treated Road Salt Type 1</b>
<b>INVITATION FOR BIDS NUMBER:</b> 23179		<b>Classification Codes: 12</b>
<b>CONTRACT PERIOD:</b>	Upon Full Execution to August 31, 2020	
<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>Bailey.Baleno@ogs.ny.gov</u>		
Bailey Baleno Contract Management Specialist Telephone No. (518) 473-1614 E-mail address: <u>Bailey.Baleno@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> <i>(Do Not Use Social Security Number)</i> 47-2689879	<b>NYS Vendor Identification Number:</b> <i>(See New York State Vendor File Registration Clause)</i> 1100213604			
<b>Legal Business Name of Company Bidding:</b> APALACHEE, LLC				
<b>D/B/A – Doing Business As (if applicable):</b>				
<b>Street</b> 1423 Highland Ave	<b>City</b> Rochester	<b>State</b> NY	<b>County</b> Monroe	<b>Zip Code</b> 14620
<b>E-mail Address:</b> SALES@APALACHEESALT.COM		<b>Company Web Site:</b> www.ApalacheeSalt.com		

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

<input checked="" type="checkbox"/> NYS Small Business # Employees 8	<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: 1
PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>	2	Documented by: JK



**Office of General Services  
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# Invitation for Bids

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<b>INVITATION FOR BIDS NUMBER:</b> 23179		<b>Classification Codes: 12</b>	
<b>CONTRACT PERIOD:</b>	September 1, 2019 to August 31, 2020		
<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.			
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Bailey Baleno Contract Management Specialist Telephone No. (518) 473-1614 E-mail address: <a href="mailto:Bailey.Baleno@ogs.ny.gov">Bailey.Baleno@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> <i>(Do Not Use Social Security Number)</i> 41-0177680		<b>NYS Vendor Identification Number:</b> <i>(See New York State Vendor File Registration Clause)</i> 1000048669		
Legal Business Name of Company Bidding: Cargill Incorporated				
D/B/A – Doing Business As (if applicable): Cargill, Inc. Salt- Road Safety				
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) <i>(check all that apply)</i>			
<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: 1
PURC. MEMO <input type="checkbox"/>	OTHER <input type="checkbox"/>	2	Documented by: <u>SK</u>

Contractor	Lot Number	Item Description	OGS Item Number	County	Price per Ton
Apalachee, LLC	II	Treated Salt Type 1	58	Columbia	\$81.00
Cargill, Inc. Salt- Road Safety	II	Treated Salt Type 1	58	Columbia	\$91.63
American Rock Salt Co., LLC	II	Treated Salt Type 1	58	Columbia	\$95.47

American Rock Salt Co., LLC	II	Treated Salt Type 1	68	Lewis	\$82.44
Cargill, Inc. Salt- Road Safety	II	Treated Salt Type 1	68	Lewis	\$83.86
Apalachee, LLC	II	Treated Salt Type 1	68	Lewis	\$98.00

Apalachee, LLC	II	Treated Salt Type 1	90	Westchester	\$98.00
American Rock Salt Co., LLC	II	Treated Salt Type 1	90	Westchester	\$107.74
Cargill, Inc. Salt- Road Safety	II	Treated Salt Type 1	90	Westchester	\$113.48

**Storage Fees**

American Rock Salt Co., LLC	Storage Fee 1	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2019 (not to exceed \$3.60 per ton).			\$3.60
American Rock Salt Co., LLC	Storage Fee 2	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2019.			\$3.60
Apalachee, LLC	Storage Fee 1	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2019 (not to exceed \$3.60 per ton).			\$3.00
Apalachee, LLC	Storage Fee 2	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2019.			\$3.00
Cargill, Inc. Salt- Road Safety	Storage Fee 1	Price per ton to stockpile salt on behalf of an Authorized User until December 31, 2019 (not to exceed \$3.60 per ton).			\$3.60
Cargill, Inc. Salt- Road Safety	Storage Fee 2	Price per ton per month to stockpile salt on behalf of an Authorized User after December 31, 2019.			\$11.00