Bid Opening Results For:

<table>
<thead>
<tr>
<th>BID NUMBER</th>
<th>23214</th>
</tr>
</thead>
<tbody>
<tr>
<td>BID OPENING</td>
<td>8/27/2020 11:00:00 AM</td>
</tr>
<tr>
<td>GROUP NUMBER</td>
<td>32100</td>
</tr>
<tr>
<td>CONTACT PERSON</td>
<td>Brandy Alden</td>
</tr>
<tr>
<td>TELEPHONE</td>
<td>(518) 408-1140</td>
</tr>
</tbody>
</table>

**DESCRIPTION**
Snow & Ice Control Agents  
(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
## PROCUREMENT SERVICES GROUP

### BID LIST SUMMARY

List of Bidders For Group: 32100 - SNOW & ICE CONTROL AGENTS (STATEWIDE)

<table>
<thead>
<tr>
<th>Bid Number:</th>
<th>IFB 23214</th>
<th>Time: 11:00:00 AM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bids Were Opened:</td>
<td>August 27, 2020</td>
<td></td>
</tr>
<tr>
<td>Bid Room Facilitator:</td>
<td>Maria MacGilfrey</td>
<td></td>
</tr>
<tr>
<td>Visitors:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### BIDDERS

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Address</th>
<th>City, State, Zip</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMERICAN ROCK SALT CO LLC</td>
<td>5520 ROUTE 63</td>
<td>MT MORRIS, NY 14510</td>
<td><a href="mailto:jamie.mcclain@americanrocksalt.com">jamie.mcclain@americanrocksalt.com</a></td>
</tr>
<tr>
<td>APALACHEE LLC</td>
<td>1423 HIGHLAND AVE</td>
<td>ROCHESTER, NY 14620</td>
<td><a href="mailto:sales@apalacheesalt.com">sales@apalacheesalt.com</a></td>
</tr>
<tr>
<td>CARGILL INCORPORATED-SALT ROAD SAFETY</td>
<td>24950 COUNTRY CLUB BLVD SUITE 450</td>
<td>NORTH OLMSTED, OH 44070</td>
<td><a href="mailto:salt_customercareroadssafety@cargill.co">salt_customercareroadssafety@cargill.co</a></td>
</tr>
<tr>
<td>DART SEASONAL PRODUCTS INC</td>
<td>100 CEDARHURST AVE - SUITE 203</td>
<td>CEDARHURST, NY 11516</td>
<td>barry@dar tops.com</td>
</tr>
<tr>
<td>DYNASTY CHEMICAL CORP</td>
<td>444 NORTH PEARL ST</td>
<td>ALBANY, NY 12204</td>
<td><a href="mailto:KWALDMAN@Dynastychemical.com">KWALDMAN@Dynastychemical.com</a></td>
</tr>
<tr>
<td>GORMAN BROS INC</td>
<td>200 CHURCH STREET</td>
<td>ALBANY, NY 12202</td>
<td><a href="mailto:kwilson@gormanroads.com">kwilson@gormanroads.com</a></td>
</tr>
<tr>
<td>INNOVATIVE MUNICIPAL PRODUCTS (US) INC D/B/A INNOVATIVE SURFACE SOLUTIONS</td>
<td>454 RIVER ROAD</td>
<td>GLENMONT, NY 12077</td>
<td><a href="mailto:bids@innovativecompany.com">bids@innovativecompany.com</a></td>
</tr>
<tr>
<td>MORTON SALT INC</td>
<td>444 WEST LAKE STREET SUITE 3000</td>
<td>CHICAGO, IL 60608</td>
<td><a href="mailto:bids@mortonsalt.com">bids@mortonsalt.com</a></td>
</tr>
<tr>
<td>PECKHAM MATERIALS CORP</td>
<td>763 SCHOHARIE TURMPIKE</td>
<td>ATHENS, NY 12414</td>
<td><a href="mailto:jcamp@peckham.com">jcamp@peckham.com</a></td>
</tr>
</tbody>
</table>

Number of Bids Received: 9
**Invitation for Bids**

<table>
<thead>
<tr>
<th>BID OPENING</th>
<th>TITLE: Group 32100 – Snow &amp; Ice Control Agents (Statewide)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DATE: August 27th, 2020</td>
<td>Classification Codes: 12</td>
</tr>
<tr>
<td>TIME: 11:00 A.M. EST</td>
<td></td>
</tr>
<tr>
<td>INVITATION FOR BIDS NUMBER: 23214</td>
<td></td>
</tr>
<tr>
<td>CONTRACT PERIOD: Upon OSC Approval to September 30, 2022</td>
<td></td>
</tr>
<tr>
<td>DESIGNATED CONTACTS:</td>
<td></td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Email Address: <a href="mailto:Brandy.Alden@ogs.ny.gov">Brandy.Alden@ogs.ny.gov</a></td>
<td></td>
</tr>
<tr>
<td>Brandy Alden</td>
<td>Jose DeAndres</td>
</tr>
<tr>
<td>Contract Management Specialist 2</td>
<td>Team Leader</td>
</tr>
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<td>Telephone No. (518) 408-1140</td>
<td>Telephone No. (518) 474-3024</td>
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<td>E-mail address: <a href="mailto:Jose.DeAndres@ogs.ny.gov">Jose.DeAndres@ogs.ny.gov</a></td>
</tr>
</tbody>
</table>

| Bidder's Federal Tax Identification Number: | NYS Vendor Identification Number: |
| (Do Not Use Social Security Number) | (See New York State Vendor File Registration Clause) |
| 16-1516458 | 1000008297 |

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: jamie.mcclain@americanrocksalt.com
Company Web Site: www.americanrocksalt.com

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

<table>
<thead>
<tr>
<th>NYS Small Business</th>
<th>Service Disabled Veteran Owned Business</th>
<th>NYS Minority Owned Business</th>
<th>NYS Women Owned Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
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If you are not bidding, place an "x" in the box and return this page only

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<thead>
<tr>
<th>LITERATURE</th>
<th>LETTER</th>
<th>USB FLASH DRIVE</th>
<th># of Binders/Packages</th>
</tr>
</thead>
<tbody>
<tr>
<td>□</td>
<td>□</td>
<td>□</td>
<td>______________________</td>
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Documented by: [Signature]
# Invitation for Bids

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**DATE:** August 27th, 2020  
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**INVITATION FOR BIDS NUMBER:** 23214  

**TITLE:** Group 32100 – Snow & Ice Control Agents  
(Statewide)  
**Classification Codes:** 12  

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<tr>
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</tr>
<tr>
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</tr>
<tr>
<td>E-mail address</td>
<td><a href="mailto:Jose.DeAndres@ogs.ny.gov">Jose.DeAndres@ogs.ny.gov</a></td>
</tr>
</tbody>
</table>

**Bidder’s Federal Tax Identification Number:** 47-2089879  
(Do Not Use Social Security Number)

**NYS Vendor Identification Number:** 1100213004  
(See New York State Vendor File Registration Clause)

**Legal Business Name of Company Bidding:** Apalachee, LLC

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

**Street:** 1423 Highland Ave  
**City:** Rochester  
**State:** NY  
**County:** Monroe  
**Zip Code:** 14620

**E-mail Address:** sales@apalacheeSalt.com  
**Company Web Site:** www.apalacheeSalt.com

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

<table>
<thead>
<tr>
<th>NYS Small Business</th>
<th>Service Disabled Veteran Owned Business</th>
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<th>USB FLASH DRIVE</th>
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</table>

**# of Binders/Packages:**

**Documented by:**
## Invitation for Bids

**TITLE:** Group 32100 – Snow & Ice Control Agents (Statewide)

**Classification Codes:** 12

**CONTRACT PERIOD:** Upon OSC Approval to September 30, 2022

### DESIGNATED CONTACTS:
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- **Email Address:** Brandy.Alden@ogs.ny.gov
  - Brandy Alden
    - Contract Management Specialist 2
    - Telephone No. (518) 408-1140
  - E-mail address: Brandy.Alden@ogs.ny.gov
- **Email Address:** Jose.DeAndres@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:

- **Type:** (Do Not Use Social Security Number)
- **Number:** 41-0177680

### NYS Vendor Identification Number:

- **Type:** (See New York State Vendor File Registration Clause)
- **Number:** 1000046669

### Legal Business Name of Company Bidding:
Cargill, Incorporated - Salt, Road Safety

### DBIA – Doing Business As (if applicable):

<table>
<thead>
<tr>
<th>Street</th>
<th>City</th>
<th>State</th>
<th>County</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>24950 Country Club Blvd., Suite 450</td>
<td>North Olmsted</td>
<td>Ohio</td>
<td>Cuyahoga</td>
<td>44070</td>
</tr>
</tbody>
</table>

**E-mail Address:** Salt.CustomerCareRoadSafety@Cargill.com

**Company Web Site:** https://cargill.com

- [☐] 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
- PURC. MEMO
- USB FLASH DRIVE

- # of Binders/Packages:

**Documented by:**

32100 23214i.docx
# Invitation for Bids

**BID OPENING**

- **DATE:** August 27th, 2020
- **TIME:** 11:00 A.M. EST
- **INVITATION FOR BIDS NUMBER:** 23214

**TITLE:** Group 32100 – Snow & Ice Control Agents (Statewide)

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</tr>
<tr>
<td>Team Leader</td>
<td></td>
</tr>
<tr>
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<tr>
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<td></td>
</tr>
</tbody>
</table>

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

**NYS Vendor Identification Number:** (See New York State Vendor File Registration Clause)

<table>
<thead>
<tr>
<th>Legal Business Name of Company Bidding</th>
<th>Dart Seasonal Products Inc</th>
</tr>
</thead>
<tbody>
<tr>
<td>D/B/A – Doing Business As (if applicable):</td>
<td></td>
</tr>
<tr>
<td>Street</td>
<td>100 Cedarhurst Ave – Suite 203</td>
</tr>
<tr>
<td>City</td>
<td>Cedarhurst</td>
</tr>
<tr>
<td>State</td>
<td>NY</td>
</tr>
<tr>
<td>County</td>
<td>Nassau</td>
</tr>
<tr>
<td>Zip Code</td>
<td>11516</td>
</tr>
<tr>
<td>E-mail Address:</td>
<td><a href="mailto:barry@darts.com">barry@darts.com</a></td>
</tr>
<tr>
<td>Company Web Site:</td>
<td><a href="http://www.darts.com">www.darts.com</a></td>
</tr>
</tbody>
</table>

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

- [ ] NYS Small Business
- [ ] Service Disabled Veteran Owned Business
- [ ] NYS Minority Owned Business
- [ ] NYS Women Owned Business

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- [ ] LETTER
- [ ] USB FLASH DRIVE
- [ ] PURC. MEMO
- [ ] OTHER

# of Binders/Packages:

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Invitation for Bids

BID OPENING
DATE: August 27th, 2020
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TITLE: Group 32100 – Snow & Ice Control Agents (Statewide)
Classification Codes: 12

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Email 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)

Legal Business Name of Company Bidding: Dynasty Chemical Corp

NYS Vendor Identification Number:
(See New York State Vendor File Registration Clause)

110000 5394

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

Street: 4114 North Pearl St
City: Albany
State: NY
County: Albany
Zip Code: 12204

E-mail Address: Kwalbaum@DynastyChemical.com

Company Web Site: www.DynastyChemical.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

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☐ LITERATURE ☑ LETTER ☐ USB FLASH DRIVE ☑
☐ PURC. MEMO ☐ OTHER ☐ # of Binders/Packages:

Documented by: [Signature]

32100 23214i.docx
# Invitation for Bids

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<th>Brandy <a href="mailto:Alden@ogs.ny.gov">Alden@ogs.ny.gov</a></th>
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<td>Jose DeAndres</td>
</tr>
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<td>Telephone No.: (518) 408-1140</td>
<td>Team Leader</td>
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<tr>
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<td><a href="mailto:Brandy.Alden@ogs.ny.gov">Brandy.Alden@ogs.ny.gov</a></td>
</tr>
<tr>
<td></td>
<td>Jose <a href="mailto:DeAndres@ogs.ny.gov">DeAndres@ogs.ny.gov</a></td>
</tr>
</tbody>
</table>

**Bidder's Federal Tax Identification Number:**  
(Do Not Use Social Security Number)  
14-0704840

**NYS Vendor Identification Number:**  
(See New York State Vendor File Registration Clause)  
1000013676

**Legal Business Name of Company Bidding:** Gorman Bros., Inc.

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

<table>
<thead>
<tr>
<th>Street</th>
<th>City</th>
<th>State</th>
<th>County</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>200 Church Street</td>
<td>Albany</td>
<td>NY</td>
<td>Albany</td>
<td>12202</td>
</tr>
</tbody>
</table>

| E-mail Address          | kwilson@gormanroads.com |
| Company Website         | www.gormanroads.com     |

**If applicable, place an “x” in the appropriate box(es) (check all that apply):**

- [ ] NYS Small Business
  - [ ] # Employees
  - [ ] Owned Business
- [ ] Service Disabled Veteran Owned Business
- [ ] NYS Minority Owned Business
- [ ] NYS Women Owned Business

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- PURC. MEMO
- OTHER

**# of Binders/Packages:**

[Signature]

Documented by: [Signature]

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32100 23214i.docx
Invitation for Bids

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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)  
51-0375765

**NYS Vendor Identification Number:**  
(See New York State Vendor File Registration Clause)  
1000009401

**Legal Business Name of Company Bidding:** INNOVATIVE MUNICIPAL PRODUCTS (US), INC.

**DBIA – Doing Business As (if applicable):**  
INNOVATIVE SURFACE SOLUTIONS

**Street:** 454 River Road  
**City:** Glenmont  
**State:** NY  
**County:** Albany  
**Zip Code:** 12077

**E-mail Address:** bids@innovativecompany.com  
**Company Web Site:** www.innovativecompany.com

**If applicable, place an "x" in the appropriate box(es) (check all that apply)**
- [ ] NYS Small Business
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- [ ] Service Disabled Veteran Owned Business
- [ ] NYS Minority Owned Business
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</tr>
<tr>
<td>Telephone No. (518) 408-1140</td>
<td>Telephone No. (518) 474-3024</td>
</tr>
<tr>
<td>E-mail address: <a href="mailto:Brandy.Alden@ogs.ny.gov">Brandy.Alden@ogs.ny.gov</a></td>
<td>E-mail address: <a href="mailto:Jose.DeAndres@ogs.ny.gov">Jose.DeAndres@ogs.ny.gov</a></td>
</tr>
</tbody>
</table>

**Bidder's Federal Tax Identification Number:** 27-3148174

**Legal Business Name of Company Bidding:** Morton Salt, Inc.

**NYS Vendor Identification Number:** 1100010394

**Street:** 444 West Lake Street, Suite 3000
**City:** Chicago
**State:** IL
**County:** Cook
**Zip Code:** 60608

**E-mail Address:** bids@mortonsalt.com
**Company Web Site:** www.mortonsalt.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
- [x] LETTER
- [ ] USB FLASH DRIVE
- [ ] PURC. MEMO
- [ ] OTHER

**# of Binders/Packages:**

**Documented by:**
# Invitation for Bids

**BID OPENING**
**DATE:** August 27th, 2020  
**TIME:** 11:00 A.M. EST  
**INVITATION FOR BIDS NUMBER:** 23214  
**CONTRACT PERIOD:** Upon OSC Approval to September 30, 2022

**TITLE:** Group 32100 – Snow & Ice Control Agents  
(Statewide)  
**Classification Codes:** 12

**DESIGNATED CONTACTS:** 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.

<table>
<thead>
<tr>
<th>Email Address</th>
<th><a href="mailto:Brandy_Alden@ogs.ny.gov">Brandy_Alden@ogs.ny.gov</a></th>
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</tr>
</tbody>
</table>

**Bidder’s Federal Tax Identification Number:**  
(Do Not Use Social Security Number)  
14-1470013

**NYS Vendor Identification Number:**  
(See New York State Vendor File Registration Clause)  
1000006732

**Legal Business Name of Company Bidding:**  
Peckham Materials Corp.

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

<table>
<thead>
<tr>
<th>Street</th>
<th>City</th>
<th>State</th>
<th>County</th>
<th>Zip Code</th>
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<tbody>
<tr>
<td>763 Schoharie Turnpike</td>
<td>Athens</td>
<td>NY</td>
<td>Greene</td>
<td>12414</td>
</tr>
</tbody>
</table>

**E-mail Address:**  
jcamp@peckham.com  
**Company Web Site:**  
www.peckham.com

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

- NYS Small Business
- Service Disabled Veteran Owned Business
- NYS Minority Owned Business
- NYS Women Owned Business

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</tbody>
</table>

Documented by: [Signature]

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