

**NYS Office of General Services
Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)**

**Road Salt Pricing
Contract Term: September 1, 2022 - August 31, 2023**

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	TYPE OF SALT
23175	PC68890	ALBANY	Apalachee, LLC	\$73.00	Rock
23175	PC68889	ALLEGANY	American Rock Salt Co., LLC	\$63.84	Rock
23212	PC69184	BRONX	Atlantic Salt, Inc.	\$86.14	Rock & Solar
23134	PC68230	BROOME	Cargill, Inc.	\$68.44	Rock
23175	PC68889	CATTARAUGUS	American Rock Salt Co., LLC	\$71.94	Rock
23134	PC68230	CAYUGA	Cargill, Inc.	\$62.97	Rock
23175	PC68889	CHAUTAUQUA	American Rock Salt Co., LLC	\$82.00	Rock
23134	PC68230	CHEMUNG	Cargill, Inc.	\$65.50	Rock
23134	PC68230	CHENANGO	Cargill, Inc.	\$71.63	Rock
23175	PC68890	CLINTON	Apalachee, LLC	\$95.50	Rock
23212	PC69185	COLUMBIA	Cargill, Inc.	\$58.95	Rock
23134	PC68230	CORTLAND	Cargill, Inc.	\$61.40	Rock
23134	PC68230	DELAWARE	Cargill, Inc.	\$80.78	Rock
23212	PC69183	DUTCHESS	Apalachee, LLC	\$81.00	Rock
23175	PC68889	ERIE	American Rock Salt Co., LLC	\$66.84	Rock
23134	PC68228	ESSEX	Apalachee, LLC	\$95.50	Rock
23175	PC68890	FRANKLIN	Apalachee, LLC	\$95.50	Rock
23134	PC68229	FULTON	Atlantic Salt, Inc.	\$81.69	Rock



Office of General Services Procurement Services

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

Contract Award Notification Update

Subject: Contracts Renewed through August 31, 2023

DATE: August 3, 2022 **AWARD #:** 23134, 23175, 23212, & 23248 **GROUP #:** 01800

AWARD DESCRIPTION: Road Salt, Treated Salt (Types 1 and 2) & Emergency Standby Road Salt (Statewide)

CONTRACT PERIOD: September 1, 2018 through August 31, 2023

CONTACT: Brandy Alden | 518-408-1140 | OGS.sm.SST_roadsalt@ogs.ny.gov

CONTRACT NO.: ALL **CONTRACTOR:** ALL

Please be advised that the following Contracts under OGS Awards 23134, 23175, 23212, & 23248 have been renewed through August 31, 2023:

PC68227, PC68889, PC69182, PC69472 – American Rock Salt Co LLC
PC68228, PC68890, PC69183, PC69473 – Apalachee LLC
PC68229, PC68891, PC69184, PC69474 – Atlantic Salt Inc
PC68230, PC68892, PC69185 – Cargill, Incorporated – Salt, Road Safety
PC69187 – Compass Minerals America Inc
PC69188, PC69477 – Morton Salt Inc

OGS intends to publish revised award documents on or around September 1st, 2022 that will detail the revised contract pricing for the 2022-23 contract term. **On or after September 1st, 2022 see published award document Pricing for specific county and salt type pricing information.**

THE FOLLOWING REVISIONS HAVE BEEN MADE TO THE CONTRACT AS PART OF THE RENEWAL AGREEMENT:

Authorized Users are hereby relieved of their obligation to take 70% minimum of their 2021-22 filed requirements, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

Revisions apply to obligations stipulated under Awards 23134, 23175, 23212, & 23248 for the contract term: **September 1, 2021 through August 31, 2022**