



## Office of General Services Procurement Services

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# Contract Award Notification Update

## Subject: Contracts Renewed through August 31, 2022

DATE: August 19, 2021 AWARD #: 23134, 23175 & 23212 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, 2022

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CONTRACT NO.: ALL CONTRACTOR: ALL

Please be advised that the following Contracts under OGS Awards 23134, 23175, & 23212 have been renewed through August 31, 2022:

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

OGS intends to publish revised award documents on or around September 1<sup>st</sup>, 2021 that will detail the revised contract pricing for the 2021-22 contract term. See award document *Pricing* for specific county and salt type pricing information.

**NOTE:** Contracts for Putnam County (Road Salt) and Westchester County (Road Salt and Treated Salt Type 2), and Lot IV, Emergency Standby Road Salt were rebid by OGS under Invitation for Bids 23248 and are currently under evaluation. Authorized Users with 2021-22 filed requirements in these counties/salt types may experience a minor lapse in coverage pending the completion of OGS' review and necessary approvals for those contracts.

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

A summary table (beginning on page 2) has been included for quick reference of revisions by County/Salt Type.

Authorized Users (AU's) with delivery locations for Counties/Salt Types shown in green below are required to purchase minimum requirement obligations as noted in the "Comments" field of the table.

Specific information regarding renewal terms per Contractor can be found starting on page 7 of this document in the section titled: MINIMUM/MAXIMUM OBLIGATIONS REVISION DETAILS.

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

**Road Salt Pricing  
Contract Term: September 1, 2021 - August 31, 2022**

AWARD	CONTRACT #	COUNTY	CONTRACTOR	PRICE PER TON	TYPE OF SALT
23175	PC68890	ALBANY	Apalachee, LLC	\$58.25	Rock
23175	PC68889	ALLEGANY	American Rock Salt Co., LLC	\$56.80	Rock
23212	PC69184	BRONX	Atlantic Salt, Inc.	\$76.65	Rock & Solar
23134	PC68230	BROOME	Cargill, Inc.	\$59.94	Rock
23175	PC68889	CATTARAUGUS	American Rock Salt Co., LLC	\$64.00	Rock
23134	PC68230	CAYUGA	Cargill, Inc.	\$54.47	Rock
23175	PC68889	CHAUTAUQUA	American Rock Salt Co., LLC	\$72.95	Rock
23134	PC68230	CHEMUNG	Cargill, Inc.	\$57.00	Rock
23134	PC68230	CHENANGO	Cargill, Inc.	\$63.13	Rock
23175	PC68890	CLINTON	Apalachee, LLC	\$84.75	Rock
23212	PC69185	COLUMBIA	Cargill, Inc.	\$50.45	Rock
23134	PC68230	CORTLAND	Cargill, Inc.	\$52.90	Rock
23134	PC68230	DELAWARE	Cargill, Inc.	\$72.28	Rock
23212	PC69183	DUTCHESS	Apalachee, LLC	\$59.38	Rock
23175	PC68889	ERIE	American Rock Salt Co., LLC	\$59.47	Rock
23134	PC68228	ESSEX	Apalachee, LLC	\$80.80	Rock
23175	PC68890	FRANKLIN	Apalachee, LLC	\$85.75	Rock
23134	PC68229	FULTON	Atlantic Salt, Inc.	\$64.87	Rock

<u>Salt Type</u>	<u>Award #</u>	<u>Contract #</u>	<u>County</u>	<u>Awarded Contractor</u>	<u>Comments</u>
Road Salt	23175	PC68890	ALBANY	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68890	ALBANY	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23134	PC68228	ALBANY	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	ALLEGANY	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		ALLEGANY		
TYPE 2	NO AWARD		ALLEGANY		
Road/Solar Salt	23212	PC69184	BRONX	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		BRONX		
TYPE 2	NO AWARD		BRONX		
Road Salt	23134	PC68230	BROOME	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	BROOME	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23212	PC69182	BROOME	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	CATTARAUGUS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		CATTARAUGUS		
TYPE 2	NO AWARD		CATTARAUGUS		
Road Salt	23134	PC68230	CAYUGA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	CAYUGA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		CAYUGA		
Road Salt	23175	PC68889	CHAUTAUQUA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68889	CHAUTAUQUA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23175	PC68889	CHAUTAUQUA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	CHEMUNG	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	NO AWARD		CHEMUNG		
TYPE 2	23212	PC69182	CHEMUNG	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	CHENANGO	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	CHENANGO	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		CHENANGO		
Road Salt	23175	PC68890	CLINTON	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		CLINTON		
TYPE 2	23175	PC68890	CLINTON	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23212	PC69185	COLUMBIA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23212	PC69183	COLUMBIA	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	NO AWARD		COLUMBIA		

<u>Salt Type</u>	<u>Award #</u>	<u>Contract #</u>	<u>County</u>	<u>Awarded Contractor</u>	<u>Comments</u>
Road Salt	23134	PC68230	CORTLAND	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 1	23134	PC68230	CORTLAND	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23134	PC68227	CORTLAND	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	DELAWARE	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 1	NO AWARD		DELAWARE		
TYPE 2	NO AWARD		DELAWARE		
Road Salt	23212	PC69183	DUTCHESS	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68228	DUTCHESS	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23212	PC69183	DUTCHESS	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	ERIE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68889	ERIE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23175	PC68889	ERIE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68228	ESSEX	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	ESSEX	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23212	PC69183	ESSEX	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68890	FRANKLIN	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69187	FRANKLIN	Compass Minerals America Inc	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23212	PC69183	FRANKLIN	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68229	FULTON	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	FULTON	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23134	PC68228	FULTON	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	GENESEE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		GENESEE		
TYPE 2	23175	PC68889	GENESEE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23212	PC69182	GREENE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	GREENE	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23134	PC68228	GREENE	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	HAMILTON	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 1	23134	PC68230	HAMILTON	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	NO AWARD		HAMILTON		
Road Salt	23134	PC68230	HERKIMER	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 1	23134	PC68230	HERKIMER	Cargill, Inc.	AU's are <b>required to purchase</b> minimum filed requirement
TYPE 2	23134	PC68228	HERKIMER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement

<u>Salt Type</u>	<u>Award #</u>	<u>Contract #</u>	<u>County</u>	<u>Awarded Contractor</u>	<u>Comments</u>
Road Salt	23175	PC68889	JEFFERSON	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68892	JEFFERSON	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		JEFFERSON		
Road/Solar Salt	23212	PC69184	KINGS	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		KINGS		
TYPE 2	NO AWARD		KINGS		
Road Salt	23134	PC68230	LEWIS	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23212	PC69185	LEWIS	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23134	PC68227	LEWIS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	LIVINGSTON	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68889	LIVINGSTON	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	NO AWARD		LIVINGSTON		
Road Salt	23134	PC68230	MADISON	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	MADISON	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		MADISON		
Road Salt	23175	PC68889	MONROE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68889	MONROE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23175	PC68889	MONROE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68229	MONTGOMERY	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	MONTGOMERY	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		MONTGOMERY		
Road/Solar Salt	23212	PC69184	NASSAU	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69183	NASSAU	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23212	PC69188	NASSAU	Morton Salt Inc	AU's are relieved of obligation to purchase minimum filed requirement
Road/Solar Salt	23212	PC69184	NEW YORK	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		NEW YORK		
TYPE 2	NO AWARD		NEW YORK		
Road Salt	23175	PC68889	NIAGARA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69182	NIAGARA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23175	PC68889	NIAGARA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	ONEIDA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	ONEIDA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23175	PC68889	ONEIDA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68227	ONONDAGA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	ONONDAGA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		ONONDAGA		

Salt Type	Award #	Contract #	County	Awarded Contractor	Comments
Road Salt	23175	PC68889	ONTARIO	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68892	ONTARIO	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 2	23175	PC68889	ONTARIO	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	ORANGE	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 1	23134	PC68230	ORANGE	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 2	23134	PC68228	ORANGE	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	ORLEANS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68227	ORLEANS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23175	PC68889	ORLEANS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68892	OSWEGO	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 1	NO AWARD		OSWEGO		
TYPE 2	NO AWARD		OSWEGO		
Road Salt	23134	PC68230	OTSEGO	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 1	23212	PC69185	OTSEGO	Cargill, Inc.	AU's are <u>required to purchase</u> minimum filed requirement
TYPE 2	NO AWARD		OTSEGO		
Road Salt	23212	PC69186	PUTNAM	Champion Salt LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		PUTNAM		
TYPE 2	NO AWARD		PUTNAM		
Road/Solar Salt	23212	PC69184	QUEENS	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68890	QUEENS	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	NO AWARD		QUEENS		
Road Salt	23175	PC68890	RENSSELAER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68890	RENSSELAER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	NO AWARD		RENSSELAER		
Road/Solar Salt	23212	PC69184	RICHMOND	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68228	RICHMOND	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23134	PC68229	RICHMOND	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
Road/Solar Salt	23212	PC69184	ROCKLAND	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69183	ROCKLAND	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23134	PC68229	ROCKLAND	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23212	PC69182	SARATOGA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		SARATOGA		
TYPE 2	NO AWARD		SARATOGA		
Road Salt	23175	PC68890	SCHENECTADY	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23175	PC68889	SCHENECTADY	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23212	PC69188	SCHENECTADY	Morton Salt Inc	AU's are relieved of obligation to purchase minimum filed requirement



<u>Salt Type</u>	<u>Award #</u>	<u>Contract #</u>	<u>County</u>	<u>Awarded Contractor</u>	<u>Comments</u>
Road Salt	23134	PC68228	SCHOHARIE	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		SCHOHARIE		
TYPE 2	NO AWARD		SCHOHARIE		
Road Salt	23134	PC68230	SCHUYLER	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	NO AWARD		SCHUYLER		
TYPE 2	NO AWARD		SCHUYLER		
Road Salt	23134	PC68230	SENECA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	SENECA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23212	PC69182	SENECA	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	ST LAWRENCE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69185	ST. LAWRENCE	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23175	PC68889	ST. LAWRENCE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68227	STEUBEN	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69182	STEUBEN	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	NO AWARD		STEUBEN		
Road/Solar Salt	23212	PC69184	SUFFOLK	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69183	SUFFOLK	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23212	PC69183	SUFFOLK	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	SULLIVAN	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23212	PC69185	SULLIVAN	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		SULLIVAN		
Road Salt	23134	PC68230	TIOGA	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	NO AWARD		TIOGA		
TYPE 2	NO AWARD		TIOGA		
Road Salt	23134	PC68230	TOMPKINS	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23134	PC68230	TOMPKINS	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23212	PC69182	TOMPKINS	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23212	PC69182	ULSTER	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68228	ULSTER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23134	PC68228	ULSTER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68891	WARREN	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	WARREN	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	23212	PC69184	WARREN	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68891	WASHINGTON	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23134	PC68230	WASHINGTON	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		WASHINGTON		

Salt Type	Award #	Contract #	County	Awarded Contractor	Comments
Road Salt	23175	PC68889	WAYNE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		WAYNE		
TYPE 2	23175	PC68889	WAYNE	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road/Solar Salt	23212	PC69184	WESTCHESTER	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	23212	PC69183	WESTCHESTER	Apalachee, LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 2	23212	PC69184	WESTCHESTER	Atlantic Salt, Inc.	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23175	PC68889	WYOMING	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
TYPE 1	NO AWARD		WYOMING		
TYPE 2	23134	PC68227	WYOMING	American Rock Salt Co., LLC	AU's are relieved of obligation to purchase minimum filed requirement
Road Salt	23134	PC68230	YATES	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 1	23212	PC69185	YATES	Cargill, Inc.	<b>AU's are required to purchase minimum filed requirement</b>
TYPE 2	NO AWARD		YATES		

Revisions apply to obligations stipulated under Awards 23134 & 23175 contract term:  
**September 1, 2020 through August 31, 2021.**

Revisions apply to obligations stipulated under Award 23212 contract term:  
**September 18, 2020 through August 31, 2021**

## **MINIMUM/MAXIMUM OBLIGATIONS REVISION DETAILS**

### **American Rock Salt Co LLC**

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2020-21 filed requirements, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

### **Apalachee LLC**

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2020-21 filed requirements, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

NOTE: This also applies to Authorized Users with delivery locations in Westchester County who filed requirements for Treated Salt Type 1.

### **Atlantic Salt Inc**

Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2020-21 filed requirements, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.



**Cargill, Incorporated – Salt, Road Safety**

**Authorized Users are obligated to take 70% minimum (50% minimum for solar salt) of their 2020-21 filed requirements** and Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

When the Authorized User is not able to take the minimum required amount, the Contractor will store salt for the Authorized User at no additional charge from September 1, 2021 through February 28, 2022.

Beginning March 1, 2022 for any Authorized User that has not yet purchased the minimum requirement, the Contractor will store salt for the Authorized User at the **per month/per ton storage fee rate** as indicated in the Contract Award Notification pertaining to that county/salt type.

Authorized Users with multiple delivery sites (e.g., NYSDOT, County Highways and NYS Thruway) shall have their minimum/maximum delivery quantities determined based on the sum of all their sites serviced by a Contractor.

Delivery of stored salt between 9/1/2021 and 5/31/2022 shall meet the delivery requirements in the Section titled, Delivery Schedule.

**Champion Salt Inc**

**Authorized Users are hereby relieved of their obligation to take 70% minimum of their 2020-21 filed requirements**, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

**Compass Minerals America Inc**

**Authorized Users are obligated to take 70% minimum of their 2020-21 filed requirements** and Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.

When the Authorized User is not able to take the minimum required amount, the Contractor will store salt for the Authorized User at no additional charge.

**Morton Salt Inc**

**Authorized Users are hereby relieved of their obligation to take 70% minimum (50% minimum for solar salt) of their 2020-21 filed requirements**, however, the Contractor is obligated to deliver up to 150% of the filed requirement for Road Salt and Treated Salt.