

RESOLUTION #369 - 06/10/20

AWARDING BID TO SUPPLY AND DELIVER COARSE ROCK SALT  
AND TREATED SALT - HIGHWAY DEPARTMENT

BY: Mr. McGill

WHEREAS, Resolution #553 dated July 10, 2019 authorized the Purchasing Agent to solicit bids to supply and deliver Coarse Rock Salt and Treated Salt for the purpose of treating roads for snow and ice control; and

WHEREAS, bids were opened on Tuesday, May 19, 2020 and submitted as follows:

<b>Bidder</b>	<b>Bid Amount</b>	
	<b>Coarse Rock Salt</b>	<b>Treated Salt</b>
American Rock Salt Company, LLC P.O. Box 190 Mt. Morris, NY 14510	\$79.81/ton	\$96.90/ton
Apalachee, LLC 1423 Highland Avenue Rochester, NY 14620	\$83.89/ton	\$98.90/ton
Atlantic Salt, Inc. 134 Middle Street, Suite 210 Lowell, MA 01852	No Bid	No Bid
Cargill, Inc. Salt-Road Safety 24950 Country Club Boulevard, Suite 450 North Olmsted, OH 44070	\$88.81/ton	\$119.41/ton
Compass Minerals America, Inc. 9900 W 109 <sup>th</sup> Street, Suite 100 Overland Park, KS 66210	\$78.10/ton	No Bid
Morton Salt, Inc. 444 West Lake Street, Suite 3000 Chicago, IL 60606	\$89.20/ton	No Bid

BE IT RESOLVED, the Clinton County Legislature hereby awards the bid to American Rock Salt Company, Inc. at its submitted bid prices; and

BE IT FURTHER RESOLVED, the Chairperson is authorized to execute all necessary documents for the following:

Contractor: **American Rock Salt Company, LLC**  
Service: Supply and Deliver Coarse Rock Salt and Treated Salt to County of Clinton and Authorized Contract Users  
Rate: \$79.81/ton Coarse Rock Salt; \$96.90/ton Treated Salt  
Mileage: N/A  
Contract Amount: \$1,824,440 (Estimated-All Authorized Contract Users)  
County Cost: \$346,020 (Estimated-Highway Department, \$239,430-Coarse Rock Salt; \$106,590-Treated Salt)  
Period: 08/01/20 – 04/30/21 (Option to Renew for Two Additional Terms)  
New/Renewal: New  
Previous Year's Cost: \$2,175,477 (Estimated-All Authorized Contract Users, \$86.97/ton Salt; \$119.41 Thawrox)  
Previous County Cost: \$488,963 (Estimated-Highway Department, \$321,789 – Salt; \$167,174 – Treated Salt)  
Approved by a poll of the Transportation Committee conducted on June 5, 2020.

SECONDED BY: Mr. Potiker  
ADOPTED

“Yes” 10  
“No” 0  
Absent 0

STATE OF NEW YORK)  
COUNTY OF CLINTON) SS:  
LEGISLATIVE CHAMBERS)

I HEREBY CERTIFY, that the foregoing is a true copy of a resolution acted upon by the County Legislature in Regular Session on June 10, 2020.

A quorum being present, and a majority voting therefor.

(SEAL)

  
Michael E. Zurlo  
Clerk of the Legislature