

CHANGE NOTICE FORM

Collective Numbers: 6100053321/6100056192
SAP Contract Number: 4600016537, 4600016538, 4600016539, 4600016540, 4600016542
Change Number: 2
Change Effective Date: August 1, 2023

For: All Using Agencies
Subject: Sodium Chloride (Bulk Road Salt)
Contract Period: Beginning 8/5/2021 and Ending 7/31/2023
(renewed through 7/31/2024 or 7/31/2025)
Commodity Specialist: John Jones 717-346-3848 jojones@pa.gov

CHANGE SUMMARY:

The following contracts have been renewed for **one (1)** additional year, through 7/31/2024:

- Cargill, Inc. – 4600016538
- Morton Salt – 4600016539
- Compass Minerals – 4600016540

This is the second of four (4) renewals allowed under the terms and conditions of the contract.

The following contracts have been renewed for **two (2)** additional years, through 7/31/2025:

- American Rock Salt – 4600016537
- Eastern Salt – 4600016542

This is the second & third of four (4) renewals allowed under the terms and conditions of the contract.

See the attached 2023-24 Sodium Chloride, Bulk Road Salt Renewal Summary for details of the renewal agreed to by each supplier. The county-by-county renewal pricing agreed to with each supplier is listed on Attachment A.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

2023-24 Sodium Chloride, (Bulk Road Salt) Renewal Summary

American Rock Salt Co. (4600016537)

- Agreed to a 2-year renewal term (August 1, 2023 – July 31, 2025)
- Agreed to waive storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2022-23 season.
- Agreed to waive any potential future storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2023-24 season as well as the 2024-25 season.

Cargill, Inc. (4600016538)

- Agreed to a 1-year renewal term (August 1, 2023 – July 31, 2024)
- Agreed to waive storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2022-23 season.

Morton Salt (4600016539)

- Agreed to a 1-year renewal term (August 1, 2023 – July 31, 2024)
- Agreed to waive storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2022-23 season.

Compass Minerals America (4600016540)

- Agreed to a 1-year renewal term (August 1, 2023 – July 31, 2024)
- Agreed to waive storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2022-23 season.

Eastern Salt (4600016542)

- Agreed to a 2-year renewal term (August 1, 2023 – July 31, 2025)
- Agreed to waive storage fees and to release COSTARS members from their outstanding tonnage required to meet 60% minimum for the 2022-23 season.

Attachment A

American Rock Salt 4600016537			
County	Pricing 2022-2023	Pricing 2023-2024	Pricing 2024-2025
Allegheny	\$77.88	\$82.55	\$87.50
Armstrong	\$78.36	\$83.06	\$88.04
Bedford	\$89.61	\$94.99	\$100.69
Berks	\$68.27	\$72.37	\$76.71
Blair	\$80.64	\$85.48	\$90.61
Bradford	\$66.39	\$70.37	\$74.59
Cambria	\$84.47	\$89.54	\$94.91
Centre	\$84.46	\$89.53	\$94.90
Chester	\$72.12	\$76.45	\$81.04
Clearfield	\$79.21	\$83.96	\$89.00
Clinton	\$83.41	\$88.41	\$93.71
Dauphin	\$80.55	\$85.38	\$90.50
Elk	\$83.80	\$88.83	\$94.16
Fayette	\$75.84	\$80.39	\$85.21
Forest	\$71.82	\$76.13	\$80.70
Fulton	\$88.88	\$94.21	\$99.86
Greene	\$81.88	\$86.79	\$92.00
Indiana	\$80.05	\$84.85	\$89.94
Jefferson	\$70.03	\$74.23	\$78.68
Juniata	\$87.42	\$92.67	\$98.23
Lackawanna	\$73.87	\$78.30	\$83.00
Lancaster	\$71.28	\$75.56	\$80.09
Lebanon	\$78.36	\$83.06	\$88.04
Lehigh	\$77.20	\$81.83	\$86.74
McKean	\$63.38	\$67.18	\$71.21
Mifflin	\$94.62	\$100.30	\$106.32
Monroe	\$72.10	\$76.43	\$81.02
Montour	\$75.15	\$79.66	\$84.44
Northampton	\$72.44	\$76.79	\$81.40
Northumberland	\$81.04	\$85.90	\$91.05
Perry	\$88.13	\$93.42	\$99.03
Schuylkill	\$77.40	\$82.04	\$86.96
Snyder	\$84.67	\$89.75	\$95.14
Somerset	\$83.13	\$88.12	\$93.41
Sullivan	\$68.45	\$72.56	\$76.91
Union	\$74.01	\$78.45	\$83.16
Washington	\$77.21	\$81.84	\$86.75

Attachment A

Cargill Inc. 4600016538		
County	Pricing 2022-2023	Pricing 2023-2024
Beaver	\$79.28	\$81.26
Bucks	\$72.09	\$73.89
Cameron	\$83.20	\$85.28
Carbon	\$85.18	\$87.31
Columbia	\$75.17	\$77.05
Franklin	\$88.67	\$90.89
Huntingdon	\$90.69	\$92.96
Lawrence	\$71.09	\$72.87
Luzerne	\$80.26	\$82.27
Lycoming	\$69.45	\$71.19
Montgomery	\$71.60	\$73.39
Pike	\$84.09	\$86.19
Potter	\$69.64	\$71.38
Susquehanna	\$62.41	\$63.97
Tioga	\$61.41	\$62.95
Wayne	\$74.81	\$76.68
Wyoming	\$72.28	\$74.09
Morton Salt 4600016539		
County	Pricing 2022-2023	Pricing 2023-2024
Adams	\$79.65	\$84.43
Clarion	\$72.01	\$76.33
Cumberland	\$82.86	\$87.83
Philadelphia	\$73.86	\$78.29
Compass Minerals 4600016540		
County	Pricing 2022-2023	Pricing 2023-2024
Butler	\$79.05	\$85.78
Crawford	\$58.17	\$62.24
Erie	\$50.54	\$54.08
Mercer	\$59.48	\$63.64
Venango	\$62.92	\$67.32
Warren	\$63.86	\$68.33
Westmoreland	\$79.34	\$84.89
York	\$79.55	\$85.12

Attachment A

Eastern Salt 4600016542			
County	Pricing 2022-2023	Pricing 2023-2024	Pricing 2024-2025
Delaware	\$73.49	\$73.49	\$73.49

CHANGE NOTICE FORM

Collective Numbers: 6100053321
SAP Contract Number: 4600016537, 4600016538,
4600016539, 4600016540, 4600016542
Change Number: 1
Change Effective Date: August 1, 2022

For: All Using Agencies
Subject: Sodium Chloride (Bulk Road Salt)
Contract Period: Beginning 8/5/2021 and Ending 7/31/2022
(renewed through 7/31/2023)
Commodity Specialist: John Jones 717-346-3848 jojones@pa.gov

CHANGE SUMMARY:

A.) The following contracts have been renewed for **one (1)** additional year, through 7/31/2023:

American Rock Salt – 4600016537 (excluding the counties of Lehigh and Mifflin)
Cargill, Inc. – 4600016538
Morton Salt – 4600016539
Compass Minerals – 4600016540 (excluding the counties of Armstrong, Butler, Clarion, Indiana and Jefferson)
Eastern Salt – 4600016542

This is the first of four (4) renewals allowed under the terms and conditions of the contract.

See the attached 2022-23 Sodium Chloride, Bulk Road Salt Renewal Summary for details of the renewal agreed to by each supplier. The county-by-county renewal pricing agreed to with each supplier is listed on Attachment A.

B.) Additionally, the following counties were re-bid and awarded through supplemental IFB 6100056192:

Armstrong, Indiana, Jefferson, Lehigh & Mifflin – American Rock Salt ([4600016537](#))
Clarion & Philadelphia – Morton Salt ([4600016539](#))
Butler - Compass Minerals ([4600016540](#))
County-by-county award pricing also listed on Attachment A.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

2022-23 Sodium Chloride, (Bulk Road Salt) Renewal Summary

American Rock Salt Co. (4600016537)

- Agreed to a 1-year renewal term (August 1, 2022 – July 31, 2023)
- Renewal applies to all counties except for: Lehigh and Mifflin
- Agreed waive storage fees to COSTARS members for outstanding tonnage required to meet 60% minimum from the 2021-22 season.

Cargill, Inc. (4600016538)

- Agreed to a 1-year renewal term (August 1, 2022 – July 31, 2023)

Morton Salt (4600016539)

- Agreed to a 1-year renewal term (August 1, 2022 – July 31, 2023)
- Agreed waive storage fees to COSTARS members for outstanding tonnage required to meet 60% minimum from the 2021-22 season.

Compass Minerals America (4600016540)

- Agreed to a 1-year renewal term (August 1, 2022 – July 31, 2023)
- Renewal applies to all counties except for: Armstrong, Butler, Clarion, Indiana and Jefferson.

Eastern Salt (4600016542)

- Agreed to a 1-year renewal term (August 1, 2022 – July 31, 2023)

Attachment A - 2022-2023 Contract Pricing

American Rock Salt 4600016537	
County	Pricing 2022-2023
Allegheny	\$77.88
Armstrong	\$78.36
Bedford	\$89.61
Berks	\$68.27
Blair	\$80.64
Bradford	\$66.39
Cambria	\$84.47
Centre	\$84.46
Chester	\$72.12
Clearfield	\$79.21
Clinton	\$83.41
Dauphin	\$80.55
Elk	\$83.80
Fayette	\$75.84
Forest	\$71.82
Fulton	\$88.88
Greene	\$81.88
Indiana	\$80.05
Jefferson	\$70.03
Juniata	\$87.42
Lackawanna	\$73.87
Lancaster	\$71.28
Lebanon	\$78.36
Lehigh	\$77.20
McKean	\$63.38
Mifflin	\$94.62
Monroe	\$72.10
Montour	\$75.15
Northampton	\$72.44
Northumberland	\$81.04
Perry	\$88.13
Schuylkill	\$77.40
Snyder	\$84.67
Somerset	\$83.13
Sullivan	\$68.45
Union	\$74.01
Washington	\$77.21
Cargill Inc. 4600016538	
County	Pricing 2022-2023
Beaver	\$79.28
Bucks	\$72.09
Cameron	\$83.20
Carbon	\$85.18
Columbia	\$75.17
Franklin	\$88.67
Huntingdon	\$90.69
Lawrence	\$71.09
Luzerne	\$80.26
Lycoming	\$69.45
Montgomery	\$71.60
Pike	\$84.09
Potter	\$69.64
Susquehanna	\$62.41
Tioga	\$61.41
Wayne	\$74.81
Wyoming	\$72.28

Attachment A - 2022-2023 Contract Pricing

Morton Salt 4600016539	
County	Pricing 2022-2023
Adams	\$79.65
Clarion	\$72.01
Cumberland	\$82.86
Philadelphia	\$73.86
Compass Minerals 4600016540	
County	Pricing 2022-2023
Butler	\$79.05
Crawford	\$58.17
Erie	\$50.54
Mercer	\$59.48
Venango	\$62.92
Warren	\$63.86
Westmoreland	\$79.34
York	\$79.55
Eastern Salt 4600016542	
County	Pricing 2022-2023
Delaware	\$73.49