

November 10, 2025

UPDATE: State Finalizes Road Salt Contracts with Pricing for 32 Towns





Editor's Note: This is an update to [our October 28 announcement](#) about the State of Vermont's first two road salt contracts for this season.

The State of Vermont has completed issuing the long-awaited road salt contracts that include provisions allowing municipalities to purchase off the new contracts. In addition, 32 municipalities that expressed interest to VLCT last spring received bids from contractors ranging from \$88.20 a ton to \$105.36 a ton. Unfortunately, a majority of the municipalities expressing interest did not receive bids.

As of November 6, five new road salt contracts were available on the Vermont Department of Buildings and General Services (BGS) website. The following municipalities received bids:

District 1: Bennington, Halifax, Manchester, Old Bennington, Pownal, Rupert, Shaftsbury

District 3: Wallingford

District 4: Pomfret, Royalton, Strafford, West Windsor, Windsor

District 7: Newbury, St. Johnsbury



District 8: Cambridge, Fletcher, Franklin, Georgia, Montgomery, North Hero

District 9: Albany, Barton, Barton Village, Coventry, Holland, Irasburg, Lowell, Newport Town, Orleans, Westmore

To see the pricing and terms offered to the 32 municipalities that received bids, visit [the BGS contracts website](#) and access the Compass Minerals America, Eastern Salt Company, and Morton Salt Company contract documents. American Rock Salt and Apalachee did not offer any town-specific pricing. Municipalities that did not receive a specific bid may still use the contract documents to do business with any of the five contractors, as all of the contracts include provisions allowing municipalities to purchase off the contract. However, the pricing for non-quoted municipalities must be negotiated separately.

VLCT members are encouraged to visit the [Highway Equipment and Materials section of the state contracts webpage](#) now to view the currently available "Road Salt suppliers" contracts. While these contracts only contain specific pricing for 32 municipalities, municipalities may be interested in the pricing to compare their contracts to these publicly available documents.

