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State Road Salt Contracts for 2026-27: Some Municipalities May Benefit from State Pricing

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The State of Vermont has received new road salt pricing for the 2026-2027 season, including updated pricing for 31 municipalities. The prices are 10 to 15 percent higher than for the 2025-2026 season. The State of Vermont received pricing for state purchases between $88.62 and $117.60 per ton this year.

The State of Vermont now has contracts in place for all nine maintenance districts, using seven different contracts with six vendors. Municipalities may purchase salt off many of these contracts, though most will need to negotiate their own pricing.

The Vermont Building and General Services Agency (BGS) received updated pricing on five contracts issued last year. **To view the contracts and updated pricing, visit the BGS Current Statewide Contracts webpage and scroll down to "Road Salt Suppliers".**

The following towns received pricing ranging from $97.02 to $120.11 per ton in the BGS contracts.

District 1: Bennington, Halifax, Manchester, Old Bennington, Pownal, Rupert, Shaftsbury
District 2: Brattleboro

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District 3: Wallingford

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

District 7: Newbury

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

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

Late last spring, VTRANS issued a road salt request for proposals for state garages in districts 5, 6, and 7, which were underrepresented in the vendors that responded to the BGS request for proposals last year. VTRANS included a list of 35 towns in those districts that had expressed interest in purchasing off the state contract. The two successful bidders, Cargill and Eastern Salt Company, chose not to bid on the municipal business. However, municipalities are encouraged to call both of those vendors to inquire about getting quotes.

To view the pricing the State of Vermont received by maintenance district garage and town/city as well as contact information for each vendor, **see our 2026-2027 Road Salt Pricing list.**

Attachments

2026-2027 Road Salt Pricing Vermont State and Towns

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