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State Salt Bids Same as Last Year for Towns

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Sender : David Gunn <dgunn@vlct.org>**Subject :** State Salt Bids Same as Last Year for Towns**To :** Info <Info@vlct.org>

The State Office of Purchasing and Contracting has extended its existing contracts for highway salt with the same providers as last year under the same contract provisions. American Rock Salt did not bid on municipal provision of sale but did reduce its pricing for the state by 3%. Cargill's prices remain the same. Cargill is the only company that agreed to a contract price for towns through the state's bid. The table below shows the results of the 2015-2016 contract that has been extended through July 31, 2017:

CONTRACT FOR CITIES AND TOWNS		
STATE HIGHWAY DISTRICT	COMPANY AWARDED BID	PRICE PER TON
1	Cargill	\$92.89
2	Cargill	\$85.13
3	Cargill	\$81.91
4	Cargill	\$86.03
5	Cargill	\$74.35
7	Cargill	\$80.56
8	Cargill	\$80.79
9	Cargill	\$84.73

If you have not yet received a quote directly from Cargill, you should contact Jean Davis (jean_davis@cargill.com or 800-600-7258) or your local distributor soon to lock in the amount you wish to have delivered and begin working on delivery timetables. The fact that American Rock Salt did not agree to a contract price for cities and towns does not necessarily mean the company may not be willing to provide cities and towns with salt this coming winter. It might be worth your time and effort to contact your American distributor to what they may be willing to do. We stress that only Cargill agreed to lock in a price and to provide salt to all Vermont cities and towns.

There is also no guarantee that we will not run into the supply issues experienced in prior winters. We do not know the status of the companies' stocks and whether they have recovered from the depletion of two recent severe winters (not 2016!), but if you are in a position to get your deliveries early, it may behoove you to do so.

Good luck!
