

# VEH119: Road Salt

**UPDATED:** October 23, 2025

**Contract #:** VEH119  
**MMARS MA #:** VEH1190000000000000 (no asterisk)  
**Initial Contract Term:** September 1, 2023 – August 31, 2028  
**Maximum End Date:** August 31, 2028  
**Current Contract Term:** **MOU/Season Term:** September 1, 2025 – August 31, 2026  
**Contract Manager:** Sean Corbin, sean.corbin2@mass.gov  
**This Contract Contains:** Prompt Pay Discounts (PPD)  
**UNSPSC Codes:** 46-16-00 – Public Safety and Control  
**Notes:** Non-Executive Agency customers are required to sign a Memorandum of Understanding (MOU) and Estimated Usage Form each year.

**Updates Since Last Published:** Adjusted link to MOU. FINAL price changes for 2025-2026 season. Added Appendix C: Truck Safety Standards Issues by RMV

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

## Table of Contents:

(NOTE: To access hyperlinks below, scroll over desired section and CTL + Click)

- [Contract Summary](#)
- [Contract Categories](#)
- [Benefits and Cost Savings](#)
- [Find Bid/Contract Documents](#)
- [Who Can Use This Contract](#)
- [Subcontractors](#)
- [Supplier Diversity Requirements](#)
- [Pricing, and Purchase Options](#)
- [Instructions for MMARS Users](#)
- [Environmentally Preferable Products](#)
- [Emergency Services](#)
- [Shipping/Delivery>Returns](#)
- [Additional Information/FAQ's](#)
- [Strategic Sourcing Team Members](#)
- [VENDOR LIST AND INFORMATION](#)
- [Appendix A: Vendor Pricing](#)
- [Appendix B: MassDOT Areas by Cities & Towns](#)
- [Appendix C: Truck Safety Standards as Issued by RMV](#)

**TIP: To return to the first page throughout this document, use the CTL + Home command.**

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on mass.gov/osd.

Updated: October 23, 2025

Template version: 8.1

Page 1 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527

## Contract Summary

This is a Statewide Contract for the supply of Road Salt, Treated Rock Salt, and Solar Salt to the Eligible Entities within the Commonwealth of Massachusetts for de-icing/anti-icing purposes. The Contract is also available for use by other Eligible Entities who sign an annual Memorandum of Understanding (MOU) to use the contract each year. Each Commonwealth Agency or Eligible Entity is responsible for executing their own purchase orders and paying their own invoices for goods and services acquired from this Statewide Contract.

The contract is awarded by 18 MassDOT Areas, each area has a single vendor awarded for Road Salt, a single vendor awarded for Treated Rock Salt, and a single vendor awarded for Solar Salt. Pricing for each area and salt type is available in [Appendix A: Vendor Pricing](#). A list of the 18 MassDOT Areas and the corresponding cities and towns is available in [Appendix B: MassDOT Areas by Cities & Towns](#).

## Contract Categories

This contract includes 3 categories of products as listed below:

- Category 1:** Road Salt - traditional mined sodium chloride rock salt.
- Category 2:** Treated Rock Salt - Rock Salt treated with corrosion inhibited Liquid Magnesium Chloride, which includes Organic Based Performance Enhancer (OBPE) to be kept in closed storage.
- Category 3:** Solar Salt

## Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

This contract contains:

- Prompt Payment Discounts (PPD)

## Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, and other attachments, visit [COMMBUYS.com](https://www.commbuys.com) and search for VEH 119 to find related Master Blanket Purchase Order (MBPO's) information. All common contract documents are located in the "Master Contract Record" Master Blanket Purchase Order (MBPO) for VEH119 and can be accessed directly by visiting [MBPO PO-24-1080-OSD03-OSD03-30274](#).
- To find vendor-specific documents, including price sheets, see links to individual vendor MBPOs on the [Vendor Information](#) page.

## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](https://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 2 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](https://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527



## Eligible Entities

Please see the standard list of Eligible Entities on our [Eligible Entities Which May Use Statewide Contracts](#) webpage.

## Subcontractors

The awarded vendor's use of subcontractors for delivery is subject to the provisions of the Commonwealth's Terms and Conditions and Standard Contract Form, as well as other applicable terms of this Statewide Contract. Prior approval of the department is required for any subcontracted service of the Contract. Contractors are responsible for the satisfactory performance and adequate oversight of their subcontractors.

## Supplier Diversity Requirements

**When selecting vendor(s) without soliciting quotes or a statement of work, Executive Departments should follow below guidance:**

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the "Programs (SDO and SBPP)" tab for current certification and small business status of contractors on this contract.

**When selecting vendor(s) from multiple quotes and statement of work, Executive Departments should follow below guidance:**

Requirements of the Small Business Purchasing Program for Small Procurements (expected annual value of \$250,000 or less) or the Supplier Diversity Program for Large Procurements (expected annual value exceeding \$250,000) apply to Executive Departments soliciting quotes or issuing statements of work.

**Small Business Award Preference:** In accordance with the Supplier Diversity Office's SBPP Policy, Departments must award contracts for Small Procurements to SBPP-participating small business bidders if both of the following conditions are met:

- The response is received from an eligible small business; AND
- The response meets the Department's best value criteria as defined in the RFR or RFQ.

**SDP Commitment:** Businesses awarded large Commonwealth contracts for goods and services (also called prime contractors or prime vendors) are required to make measurable financial commitments to do business with one or more diverse businesses (often called SDP Partners). This business-to-business relationship requirement applies to all Large Procurements for goods and services, which were historically defined as those expected to exceed \$150,000 in total spending. Effective July 1, 2021, Large Procurements will be defined as those expected to exceed \$250,000 in annual spending.

Executive departments should take into consideration contracted vendors SDP commitments when evaluating responses. Specifically, the following fields of the new SDP Plan Form correspond to the goals stated above:

Type of information collected from bidders	Possible use of the information by the SST
SDP focus statement	

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](#).

Updated: October 23, 2025

Template version: 8.1

Page 3 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](#) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527



## OPERATIONAL SERVICES DIVISION

SDP policy link or attachment (if any)	Assess the bidder's level of integration of supplier diversity into company operations.
Additional creative initiatives (if any)	
SDP commitment – subcontracting	Evaluate the bidder's SDP commitment.
SDP commitment – ancillary	
SDP commitment – total	
List of proposed partners	Assess the likelihood of the bidder meeting their SDP commitment.
Company prior year spending with the list of partners (if available)	
Company average, gross annual revenue	If deemed necessary by the Agency or Statewide Contract Strategic Sourcing Team (SST) and included in the evaluation criteria, consider the bidder's company size during the evaluation of the ancillary SDP commitments and total prior year spending.

### Key Evaluation Requirements

The following key requirements apply to the evaluation of submitted SDP Plans:

- At least 25% of the available evaluation score must be dedicated to the evaluation of the bidder's SDP Commitment.
- The majority of the SDP evaluation score should be dedicated to the bidder's SDP commitment.
- bidders offering more value in their SDP Plan submissions must receive higher scores.

### Other Requirements:

Expected annual value of the RFQ	RFQ process requirements
Less than or equal to \$250,000/year	<ul style="list-style-type: none"> <li>• <b>Notify at least two small businesses</b> capable of providing the product or service of the opportunity, if available.</li> <li>• Include SBPP contract language and place it prominently within the RFQ. <a href="#">See SDO Template Language.</a></li> <li>• Evaluate bids received from, and award a contract to, an SBPP-participating small business that meets the department's best value criteria.</li> <li>• Award to a large business only if there is no SBPP participating business meeting departments' best value criteria.</li> <li>• Conduct a clarification/BAFO/negotiation before disqualifying an SBPP-participating business based on price or desirable criteria.</li> <li>• See the <a href="#">Best Value Evaluation of Responses to Small Procurements: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li> </ul>

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 4 of 14

**One Ashburton Place, Room 1608 Boston, MA, 02108-1552**

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527



## OPERATIONAL SERVICES DIVISION

More than \$250,000/year	<ul style="list-style-type: none"><li>• <b>Notify at least two diverse and/or small businesses</b> capable of providing the product or service of the opportunity, if available.</li><li>• Make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.</li><li>• See the <a href="#">Best Value Evaluation of SDP Plan Forms: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li></ul> <p><b>Note:</b> Departments may ask the prime Contractor for an additional SDP commitment specifically related to the Department’s purchase or engagement. SDP spending for such a purchase or engagement must be reported by the Contractor using the SDP Reporting Form directly to the Department and may not be included in any other SDP reporting filed by the Contractor.</p>
--------------------------	---

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

## Pricing, Purchase Options

### Purchase Options

The purchase options identified below are the only acceptable options that may be used on this contract:

- Purchases made through this contract will be direct, outright purchases. Buyers are recommended to call vendors for orders (see vendor contact info on the [Vendor List and Information](#) page). Always reference VEH119 when ordering to get contract pricing.

### Pricing Options

- **Ceiling/Not-to-Exceed:** Contract discounts and other pricing published under the contract represents “ceiling” or “not-to-exceed” pricing and may be further negotiated.
- To view awarded pricing for each category type and 18 MassDOT Areas see [Appendix A: Awarded Pricing](#)

### Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth’s electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or [OSDhelpdesk@mass.gov](mailto:OSDhelpdesk@mass.gov).

*Per **801 CMR 21.00**, Executive Branch Departments must use established statewide contracts for the purchase of commodities and services. Specifically, Executive Departments are required to use OSD’s statewide contracts, including designated statewide contracts, if available, for their specific commodity and service needs. Exceptions will only be permitted with prior written approval from the Assistant Secretary for Operational Services, or designee.*

When contacting a vendor on statewide contract, always reference VEH119 to receive contract pricing.

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 5 of 14

**One Ashburton Place, Room 1608 Boston, MA, 02108-1552**

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: [@Mass\\_OSD](https://twitter.com/Mass_OSD) | Fax: (617) 727 - 4527



## OPERATIONAL SERVICES DIVISION

### Quick Search in COMMBUYS

Log into COMMBUYS and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

### How to Purchase from the Contract

- **Directly purchase fixed price items through COMMBUYS**

This contract allows buyers to find and quickly purchase specific products/services with pricing within COMMBUYS. In other words, it allows you to create a Release Requisition in COMMBUYS, submit the requisition for approval, and send the vendor a Release Purchase Order. Customers are recommended to call vendors for orders (see vendor contact info on the Vendor List and Information page). Always reference VEH119 when ordering.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage and select:

- The *COMMBUYS Requisitions* section and choose the *Make a Statewide Contract Purchase in COMMBUYS* job aid.

### Instructions for MMARS Users

MMARS users must reference the MA number – VEH1190000000000000 - in the proper field in MMARS when placing orders with any contractor. Please note no asterisk (\*) is needed at the end of the MA number.

### Environmentally Preferable Products (EPP)

- All vendors are required to be participants in the EPA's SmartWay Partnership
- Any ingredients utilized in Treated Rock Salt must be non-toxic and meet the "Safer Choice" criteria set by the U.S. EPA and/or be listed on the Clear Roads QPL and desirable to also be Bio Preferred.

### Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Response Supplies, Services and Equipment Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

### Shipping/Delivery/Returns

- All pricing under VEH119 is inclusive of delivery to the locations indicated and in accordance with schedules prescribed by the Purchasing Entities. The intent of VEH119 is for all orders to be delivered by the vendor.
- Deliveries will be bulk, tailgate delivery. Bulk, tailgate delivery is defined as the delivery of Road Salt, Treated Rock Salt, and Solar Salt in trucks to an indicated location and dumped in a pile as directed by the Eligible Entity.
- VEH119 Customers are not required to pay for delivered quantities exceeding the total quantities shown in the purchase order.
- In the event of Extreme Emergencies defined in Section 4.3 of the VEH119 RFR, the Commonwealth may require that the vendor allow for orders to be picked up.

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 6 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527

## Additional Information/FAQs

### Geographical Service Area

For the purposes of the VEH119 contract there are 18 MassDOT Services Areas. A list of the 18 MassDOT Areas and the corresponding cities and towns is available in [Appendix B: MassDOT Areas by Cities & Towns](#).

### Other Discounts

- **Prompt Pay Discounts:** A discount given to the buyer if paid within a certain time period. These discounts may be found in the [Vendor List and Information](#) section below. All discounts offered will be taken in cases where the payment issue date is within the specified number of days listed by vendor and in accordance with the Commonwealth's Bill Paying Policy. Payment days will be measured from the date goods are received and accepted / performance was completed OR the date an invoice is received by the Commonwealth, whichever is later to the date the payment is issued as an EFT (preferred method) or mailed by the State Treasurer. The date of payment "issue" is the date a payment is considered "paid" not the date a payment is "received" by a Contractor.
- **Early Order Discounts:** Vendors may provide an early order discount to Eligible Entities as an incentive to fill up their salt sheds early. Eligible Entities should enquire about early order discounts when placing their orders with the vendors.

### If the Needed Product Can Not be Found

If a product or service cannot be found in the vendor's catalog, it is recommended to contact the vendor directly to inquire if it is available for purchase on this contract. If the product or service meets the scope of the product category, the vendor may be able to add it to their product offerings.

A request for the addition of commodities and/or services to the VEH119 Statewide Contract must be submitted by the Purchasing Entity in writing to the Contract Manager. New products or services may be accepted or rejected at the discretion of the SST, based on a variety of factors that determine the benefit to contract users. The Contract Manager, along with the SST, reserves the right to add additional products or services within the scope of this RFR but beyond those stated as the needs of the Purchasing Entities require. If the product is not listed in the scope of the product category, a buyer may contact the SST to inquire whether the product may be purchased.

### Memorandum of Understanding

Eligible Entities who are not required to follow [ML - 801 CMR 21](#) must complete a Memorandum of Understanding and Estimated Usage Form (MOU) [by October 17, 2025](#) in order to access the VEH119 contract for the following winter season. If you are inquiring about this contract and it is beyond October 17<sup>th</sup>, please contact [Sean Corbin](#) to get more information on your ability to use VEH119. For VEH119, this applies to Towns, Cities, Schools, Authorities, and any other non-Executive Branch entities that are not required to use statewide contracts.

Download the form [here](#).

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](#).

Updated: October 23, 2025

Template version: 8.1

Page 7 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](#) | TDD: (617) 727 - 2716 | Twitter: [@Mass\\_OSD](#) | Fax: (617) 727 - 4527



# Contract User Guide for VEH 119

## Strategic Sourcing Team Members

- William (Bill) McGuinness, Massachusetts Department of Transportation
- John Gendall, Massachusetts Department of Transportation
- Mark Goldstein, Massachusetts Department of Transportation
- Michael Phillips, Operational Services Division
- Erin Powers, Operational Services Division
- Matthew (Matt) Bucklin, Operational Services Division
- Katheryn Laboy, Operational Services Division (Inactive)
- Kelly Thompson Clark (Inactive)
- Nicauris Santana, Operational Services Division
- Sean Corbin, Operational Services Division

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.0

Page 8 of 14

**One Ashburton Place, Room 1608 Boston, MA, 02108-1552**

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass\_OSD | Fax: (617) 727 - 4527





OPERATIONAL SERVICES DIVISION

# Contract User Guide for VEH 119

## Vendor List and Information\*

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Discounts (PPD)	SDP Commitment Percentage
**Master Contract Record	<a href="#">PO-24-1080-OSD03-OSD03-30274</a>	Sean Corbin	617-720-3105	<a href="mailto:sean.corbin2@mass.gov">sean.corbin2@mass.gov</a>	N/A	N/A
American Rock Salt Company, LLC.	<a href="#">PO-23-1080-OSD03-OSD03-30304</a>	Jamie A. McClain	585-991-6817	<a href="mailto:jamie.mcclain@americanrocksalt.com">jamie.mcclain@americanrocksalt.com</a>	10 days – 3% 15 days – 2% 20 days – 1% 30 days – 1%	1%
Cargill Incorporated dba Salt, Road Safety	<a href="#">PO-23-1080-OSD03-OSD03-30305</a>	Adam Donegan	800-600-7258	<a href="mailto:salt_customer@careroadsafety.com">salt_customer@careroadsafety.com</a> <a href="mailto:adam_donegan@cargill.com">adam_donegan@cargill.com</a>	10 days – 0.125% 15 days – 0.125% 20 days – 0.125% 30 days – 0.125%	10%
Eastern Salt Company, Inc.	<a href="#">PO-23-1080-OSD03-OSD03-30298</a>	Jason Archambault	978-251-8553	<a href="mailto:jarchambault@easternsalt.com">jarchambault@easternsalt.com</a>	10 days – 1%	1%
Morton Salt, Inc.	<a href="#">PO-23-1080-OSD03-OSD03-30350</a>	Andrew Lorenzini	312-807-2859	<a href="mailto:alorenzini@mortonsalt.com">alorenzini@mortonsalt.com</a>	10 days – 1%	1%
Saltine Warrior, Inc.	<a href="#">PO-23-1080-OSD03-OSD03-30271</a>	John Pearson	401-862-5343	<a href="mailto:saltinewarrior1@gmail.com">saltinewarrior1@gmail.com</a>	10 days – 1%	2%

\*Note: COMMBUYS is the official system of record for vendor contact information.

\*\*The Master Contract Record MBPO is the central repository for all common contract files.

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.0

Page 9 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass OSD | Fax: (617) 727 - 4527



## Appendix A: Vendor Pricing

### Category 1: Road Salt

MassDOT Area	Vendor	\$/ton
1A	Eastern Salt Company	\$89.00
1B	Morton Salt, Inc.	\$71.77
1C	Eastern Salt Company	\$89.50
2A	Eastern Salt Company	\$84.36
2B	Eastern Salt Company	\$83.17
2C	Eastern Salt Company	\$80.34
3A	Eastern Salt Company	\$75.71
3B	Eastern Salt Company	\$75.19
3C	Eastern Salt Company	\$75.19
4A	Eastern Salt Company	\$73.08
4B	Eastern Salt Company	\$73.08
4C	Eastern Salt Company	\$73.08
5A	Morton Salt, Inc.	\$70.82
5B	Morton Salt, Inc.	\$69.96
5C	Saltine Warrior, Inc.	\$68.55
5D	Saltine Warrior, Inc.	\$73.25
5E	Saltine Warrior, Inc.	\$181.70
6ABCD	Eastern Salt Company	\$72.46

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 10 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass OSD | Fax: (617) 727 - 4527



## Category 2: Treated Rock Salt

MassDOT Area	Vendor	\$/ton
1A	Morton Salt, Inc.	\$112.34
1B	Morton Salt, Inc.	\$108.77
1C	Morton Salt, Inc.	\$113.29
2A	Eastern Salt Company	\$111.24
2B	Cargill Incorporated	\$102.86
2C	Eastern Salt Company	\$105.06
3A	Eastern Salt Company	\$103.00
3B	Eastern Salt Company	\$103.00
3C	Eastern Salt Company	\$103.00
4A	Eastern Salt Company	\$107.12
4B	Eastern Salt Company	\$107.12
4C	Eastern Salt Company	\$107.12
5A	Saltine Warrior, Inc.	\$106.15
5B	Saltine Warrior, Inc.	\$105.80
5C	Saltine Warrior, Inc.	\$108.45
5D	Saltine Warrior, Inc.	\$109.15
5E	Saltine Warrior, Inc.	\$225.00
6ABCD	Eastern Salt Company	\$111.24

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 11 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass OSD | Fax: (617) 727 - 4527



OPERATIONAL SERVICES DIVISION

### Category 3: Solar Salt

MassDOT Area	Vendor	\$/ton
1A	Eastern Salt Company	\$117.32
1B	Eastern Salt Company	\$117.32
1C	Eastern Salt Company	\$117.32
2A	Eastern Salt Company	\$114.23
2B	Eastern Salt Company	\$114.23
2C	Eastern Salt Company	\$114.23
3A	Eastern Salt Company	\$100.84
3B	Eastern Salt Company	\$98.78
3C	Eastern Salt Company	\$101.87
4A	Eastern Salt Company	\$96.72
4B	Eastern Salt Company	\$95.69
4C	Eastern Salt Company	\$95.69
5A	Morton Salt, Inc.	\$91.32
5B	Morton Salt, Inc.	\$90.96
5C	Morton Salt, Inc.	\$93.61
5D	Morton Salt, Inc.	\$98.80
5E	Morton Salt, Inc.	\$205.00
6ABCD	Eastern Salt Company	\$98.78

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on [mass.gov/osd](http://mass.gov/osd).

Updated: October 23, 2025

Template version: 8.1

Page 12 of 14

One Ashburton Place, Room 1608 Boston, MA, 02108-1552

Tel: (617) 720 - 3300 | [www.mass.gov/osd](http://www.mass.gov/osd) | TDD: (617) 727 - 2716 | Twitter: @Mass OSD | Fax: (617) 727 - 4527

## Appendix B: MassDOT Areas by Cities & Towns

City/Town	MassDOT Area	City/Town	MassDOT Area	City/Town	MassDOT Area	City/Town	MassDOT Area	City/Town	MassDOT Area	City/Town	MassDOT Area
Abington	5B	Chelsea	6ABCD	Hadley	2A	Medfield	3B	Petersham	2A	Taunton	5C
Acton	3A	Cheshire	1A	Halifax	5A	Medford	4B	Phillipston	2A	Templeton	2A
Acushnet	5C	Chesterfield	1C	Hamilton	4C	Medway	3B	Lee	1B	Tewksbury	4A
Adams	1A	Granville	1C	Hampden	2C	Melrose	4B	Plainfield	1A	Tisbury	5E
Agawam	2B	Chicopee	2B	Hancock	1A	Mendon	3B	Plainville	5B	Richmond	1B
Becket	1C	Chilmark	5E	Hanover	5A	Merrimac	4A	Plymouth	5A	Topsfield	4C
Amesbury	4A	Clarksburg	1A	Hanson	5A	Methuen	4A	Plympton	5A	Townsend	3A
Amherst	2A	Clinton	3A	Hardwick	2C	Middleborough	5A	Princeton	3A	Truro	5D
Andover	4A	Cohasset	5A	Harvard	3A	Tolland	1C	Provincetown	5D	Turners Falls	2A
Aquinnah	5E	Colrain	1A	Harwich	5D	Middleton	4C	Quincy	6ABCD	Tyngsborough	4A
Arlington	4A	Concord	4B	Hatfield	2A	Milford	3B	Randolph	6ABCD	Sheffield	1B
Ashburnham	3A	Conway	1A	Haverhill	4A	Millbury	3B	Raynham	5B	Upton	3B
Ashby	3A	Cummington	1A	Hawley	1A	Millis	3B	Reading	4B	Uxbridge	3B
Ashfield	1A	Dalton	1A	Heath	1A	Millville	3C	Rehoboth	5C	Wakefield	4B
Ashland	3B	Danvers	4C	Hingham	5A	Milton	6ABCD	Revere	4C	Wales	2C
Assonet	5C	Dartmouth	5C	Hinsdale	1A	Monroe	1A	Lenox	1B	Walpole	5B
Athol	2A	Dedham	6ABCD	Holbrook	5B	Monson	2C	Rochester	5C	Waltham	4B
Attleboro	5B	Deerfield	2A	Holden	3A	Montague	2A	Rockland	5A	Ware	2C
Auburn	3C	Dennis	5D	Holland	2C	Washington	1C	Rockport	4C	Wareham	5D
Avon	5B	Dighton	5C	Holliston	3B	Worthington	1C	Bowen	1A	Warren	2C
Ayer	3A	Douglas	3C	Holyoke	2B	Alford	1B	Rowley	4C	Warwick	2A
Barnstable	5D	Dover	6ABCD	Hopedale	3B	Nabant	4C	Royalston	2A	Stockbridge	1B
Barre	2A	Dracut	4A	Hopkinton	3B	Nantucket	5E	Monterey	1B	Watertown	6ABCD
Blandford	1C	Dudley	3A	Hubbardston	3A	Natick	3B	Rutland	3C	Wayland	3B
Bedford	4A	Dunstable	3A	Hudson	3B	Needham	6ABCD	Salem	4C	Webster	3C
Belchertown	2C	Duxbury	5A	Hull	5A	New Ashford	1A	Salisbury	4A	Wellesley	6ABCD
Bellingham	3B	East Bridgewater	5B	Otis	1C	New Bedford	5C	Mt. Washington	1B	Wellesley	5D
Belmont	4A	East Brookfield	3C	Hyannis	5D	New Braintree	2C	Sandwich	5D	Wendell	2A
Berkley	5C	East Longfellow	2B	Ipswich	4C	Egremont	1B	Saugus	4C	Wenham	4C
Berlin	3B	Eastham	5D	Kingston	5A	New Salem	2A	Savoy	1A	West Boylston	3A
Bernardston	2A	Easthampton	2A	Lakeville	5A	Newbury	4C	Scituate	5A	West Bridgewater	5B
Beverly	4C	Easton	5B	Lancaster	3A	Newburyport	4C	Seekonk	5C	West Brookfield	2C
Billerica	4A	Edgartown	5E	Lanesborough	1A	Newton	6ABCD	Sharon	5B	West Newbury	4C
Blackstone	3C	Huntington	1C	Lawrence	4A	Norfolk	5B	New Marlborough	1B	West Springfield	2B
Chester	1C	Erving	2A	Russell	1C	North Adams	1A	Shelburne	1A	Tyringham	1B
Bolton	3B	Essex	4C	Leicester	3C	North Andover	4A	Sherborn	3B	West Tisbury	5E
Boston	6ABCD	Everett	4B	Sandisfield	1C	North Attleborough	5B	Shirley	3A	Westborough	3B
Bourne	5D	Fairhaven	5C	Leominster	3A	North Brookfield	3C	Shrewsbury	3B	Westfield	2B
Boxborough	3A	Fall River	5C	Leverett	2A	North Reading	4B	Shutesbury	2A	Westford	3A
Boxford	4C	Falmouth	5D	Lexington	4B	Northampton	2A	Somerset	5C	Westhampton	2A
Boylston	3A	Fitchburg	3A	Leyden	2A	Northborough	3B	Somerville	4C	Westminster	3A
Braintree	6ABCD	Florida	1A	Lincoln	4B	Northbridge	3B	South Hadley	2B	Weston	6ABCD
Brewster	5D	Foxborough	5B	Littleton	3A	Northfield	2A	Southampton	2B	Westport	5C
Bridgewater	5B	Framingham	3B	Longmeadow	2B	Norton	5B	Southborough	3B	Westwood	6ABCD
Brighton	4A	Franklin	3B	Lowell	4A	Norwell	5A	Southbridge	3C	Weymouth	6ABCD
Brimfield	2C	Freetown	5C	Ludlow	2C	Norwood	5B	Southwick	2B	Whately	2A
Brockton	5B	Gardner	3A	Lunenburg	3A	Oak Bluffs	5E	Spencer	3C	Whitman	5B
Brookfield	3C	Gay Head	5D	Lynn	4C	Oakham	3C	Springfield	2B	Wilbraham	2C
Brookline	6ABCD	Georgetown	4C	Lynnfield	4B	Orange	2A	Sterling	3A	Williamsburg	1A
Buckland	1A	Gill	2A	Malden	4B	Orleans	5D	Pittsfield	1B	Williamstown	1A
Burlington	4B	Gloucester	4C	Manchester By The Sea	4C	Great Barrington	1B	Stoneham	4B	Wilmington	4B
Cambridge	6ABCD	Goshen	1A	Mansfield	5B	Oxford	3C	Stoughton	5B	Winchendon	2A
Canton	6ABCD	Grafton	3B	Marblehead	4C	Palmer	2C	Stow	3B	Winchester	4B
Carlisle	4B	Granby	2B	Marion	5C	Paxton	3C	Sturbridge	3C	Windsor	1A
Carver	5A	Middlefield	1C	Marlborough	3B	Peabody	4C	Sudbury	3B	Winthrop	6ABCD
Charlemont	1A	Montgomery	1C	Marsfield	5A	Pelham	2C	Sunderland	2A	Woburn	4B
Charlton	3C	Greenfield	2A	Mashpee	5D	Pembroke	5A	Sutton	3C	Worcester	3A
Chatham	5D	Groton	3A	Mattapoisett	5C	Pepperell	3A	Swampscott	4C	West Stockbridge	1B
Chelmsford	4A	Groveland	4C	Maynard	3B	Peru	1A	Swansea	5C	Wrentham	5B
NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on <a href="http://mass.gov/osd">mass.gov/osd</a> .											5D
Updated: October 23, 2025			Template version: 8.1						Page 13 of 14		

## Appendix C: Truck Safety Standards Issued by RMV

### Truck Safety Standards

The RMV enacted new regulations (540 CMR 4.10 to 4.13) that apply to certain registered motor vehicles, trailers, semi-trailers and semi-trailer units classified as class 3 or above by the Federal Highway Administration, with a gross vehicle weight (GVW) rating of 10,001 pounds or more (“Heavy Vehicles”). Heavy Vehicles that are (1) leased or purchased by the Commonwealth on or after January 1, 2023, or (2) operated under contracts with the Commonwealth executed on or after January 1, 2025, that require the use of Heavy Vehicles in writing or by necessary implication, must be equipped with the following truck safety devices:

- Lateral protective devices (LPD), commonly called “Side Guards,”
- Convex mirrors,
- Crossover mirrors, and
- Back-up cameras.

For snow and ice management and removal services and towing services, these regulations apply to Heavy Vehicles operated under contracts with the Commonwealth that were executed on or after July 1, 2025. Heavy Vehicles affected by the RMV regulations must be certified as compliant with these requirements beginning 12/31/2025 using the RMV portal. Please refer to MassDOT’s guidance [here](#) for information about updates on truck safety devices, the certification and waiver process, and guidance for contractors. Further guidance will soon be available on the OSD website.