



Highway Department Salt Bid - Addendum #1
Issued April 29, 2026

Questions and Answers

1. **How does the Montgomery County envision vendors balancing capacity readiness with the absence of minimum purchase commitments, and are there mechanisms to revisit pricing if demand materially deviates from expectations?** We understand vendors must balance capacity, but we wouldn't renegotiate pricing outside of what's set in the bid/contract—we plan to stick to those terms.
With demand largely driven by weather, it can be tough for either side to line up exact volume expectations. That said, we can commit to a minimum purchase amount, with the expectation that we'll buy more if needed. This should provide some predictability while keeping pricing consistent.
2. **Will Montgomery County consider contractual mechanisms (e.g., minimums, guaranteed purchases) to share in product availability risk, borne entirely by suppliers in your current bid/contract language?** Yes, we will provide a 4,000-ton minimum. Please refer to the updated Bid Table below.
3. **Please confirm that under this agreement all demand variability, inventory exposure, and readiness costs reside exclusively with the supplier, with no guaranteed purchase volume or cost recovery provisions.** Yes, that exposure is on the vendor outside of the minimum.
4. **Can Montgomery County provide any historical usage data, demand forecasts, or planning assumptions to help vendors size inventory, and logistics resources, given that purchase volumes are not guaranteed under the contract?** We can't always predict demand since it really depends on how the weather plays out, so we tend to look at our historical usage as a guide. Over the past few years, our salt purchases have been consistent—FY25 was 4,600 tons, FY24 was 4,700 tons, FY23 dropped to 2,064.3 tons, and FY22 was around 3,000 tons.

We have the capacity to store up to 8,000 tons, and during a typical event we'll use about 2,500–3,500 tons. That said, this current fiscal year has been more demanding than usual, and we ended up using our entire stock.

Please use the chart below for pricing proposal.

Item	Quantity (tons)	Price per ton Delivered	Total Delivered Cost	Price per ton Picked Up	Total Picked Up Cost
Coarse Salt – Minimum	4,000				
Coarse Salt – if needed	3,500				
Add Alternate – Coarse Salt	5,000				