



# STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

## Award Recommendation Letter

Date: May 11, 2018

To: Erin Kellam, Deputy Commissioner  
Indiana Department of Administration

From: Austin Jones, Senior Strategic Sourcing Analyst  
Indiana Department of Administration

Subject: Recommendation for Award of Negotiated Bid ASA-18-062  
Road Salt for INDOT, Other State Agencies, and Local Government Entities

**Total Estimated Value of Awards: \$41,719,425.26**

Based on the State's evaluation of bids received for ASA-18-062, **Cargill Inc., Compass Minerals America, Inc., Detroit Salt Company LLC, and Morton Salt, Inc.** are recommended for a split award to provide Road Salt for INDOT, Other State Agencies and Local Government Entities by the salt types, districts, and entities specified below. Terms of the award recommendation are outlined in this letter.

### TREATED SALT

| Line Items | INDOT District          | Entity Type                    | Recommended Bidder                       |
|------------|-------------------------|--------------------------------|--|
| 1-3        | Crawfordsville District | INDOT and Other State Agencies | Cargill Inc.                             |
| 4-5        | Crawfordsville District | Local Government Entities      | Cargill, Inc.                            |
| 6-8        | Fort Wayne District     | INDOT and Other State Agencies | N/A – No Services Requested in this Area |
| 9-10       | Fort Wayne District     | Local Government Entities      | Cargill, Inc.                            |
| 11-13      | Greenfield District     | INDOT and Other State Agencies | Cargill, Inc.                            |
| 14-15      | Greenfield District     | Local Government Entities      | Cargill, Inc.                            |
| 16-18      | LaPorte District        | INDOT and Other State Agencies | N/A – No Services Requested in this Area |
| 19-20      | LaPorte District        | Local Government Entities      | Cargill, Inc.                            |
| 21-23      | Seymour District        | INDOT and Other State Agencies | Cargill, Inc.                            |
| 24-25      | Seymour District        | Local Government Entities      | Cargill, Inc.                            |
| 26-28      | Vincennes District      | INDOT and Other State Agencies | Cargill, Inc.                            |
| 29-30      | Vincennes District      | Local Government Entities      | Cargill, Inc.                            |

### UNTREATED SALT

| Line Items | INDOT District          | Entity Type                    | Recommended Bidder       |
|------------|-------------------------|--------------------------------|--------------------------|
| 31-33      | Crawfordsville District | INDOT and Other State Agencies | Detroit Salt Company     |
| 34-35      | Crawfordsville District | Local Government Entities      | Detroit Salt Company     |
| 36-38      | Fort Wayne District     | INDOT and Other State Agencies | Detroit Salt Company     |
| 39-40      | Fort Wayne District     | Local Government Entities      | Detroit Salt Company     |
| 41-43      | Greenfield District     | INDOT and Other State Agencies | Compass Minerals America |
| 44-45      | Greenfield District     | Local Government Entities      | Detroit Salt Company     |
| 46-48      | LaPorte District        | INDOT and Other State Agencies | Morton Salt              |
| 49-50      | LaPorte District        | Local Government Entities      | Morton Salt              |
| 51-53      | Seymour District        | INDOT and Other State Agencies | Morton Salt              |
| 54-55      | Seymour District        | Local Government Entities      | Morton Salt              |
| 56-58      | Vincennes District      | INDOT and Other State Agencies | Compass Minerals America |
| 59-60      | Vincennes District      | Local Government Entities      | Compass Minerals America |

ASA-18-062 requested the items listed below.

**TREATED SALT**

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| Line Item | INDOT District    | Entity                       | Commitment Range | 2018/2019 Early Fill Quantity (100%) | 2018/2019 Seasonal Quantity (100%) | Unit of Measure | Delivery Method    |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|
| 1         | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120%         | 0                                    | 4,580                              | TON             | Delivered          |
| 2         |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 3         |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 4         |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 14,574                             | TON             | Delivered          |
| 5         |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 6         | 20-Fort Wayne     | INDOT & Other State Agencies | 80%-120%         | 0                                    | 0                                  | TON             | Delivered          |
| 7         |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 8         |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 9         |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 2,455                              | TON             | Delivered          |
| 10        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 11        | 30-Greenfield     | INDOT & Other State Agencies | 80%-120%         | 400                                  | 8,415                              | TON             | Delivered          |
| 12        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 13        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 14        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 43,565                             | TON             | Delivered          |
| 15        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 16        | 40-LaPorte        | INDOT & Other State Agencies | 80%-120%         | 0                                    | 0                                  | TON             | Delivered          |
| 17        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 18        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 19        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 21,900                             | TON             | Delivered          |
| 20        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 21        | 50-Seymour        | INDOT & Other State Agencies | 80%-120%         | 0                                    | 400                                | TON             | Delivered          |
| 22        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 23        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 24        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 19,410                             | TON             | Delivered          |
| 25        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 26        | 60-Vincennes      | INDOT & Other State Agencies | 80%-120%         | 0                                    | 25                                 | TON             | Delivered          |
| 27        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 28        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 29        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 610                                | TON             | Delivered          |
| 30        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |

## UNTREATED SALT

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| Line Item | INDOT District    | Entity                       | Commitment Range | 2018/2019 Early Fill Quantity (100%) | 2018/2019 Seasonal Quantity (100%) | Unit of Measure | Delivery Method    |
|-----------|-------------------|------------------------------|------------------|--------------------------------------|------------------------------------|-----------------|--------------------|
| 31        | 10-Crawfordsville | INDOT & Other State Agencies | 80%-120%         | 11,700                               | 29,320                             | TON             | Delivered          |
| 32        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 33        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 34        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 17,590                             | TON             | Delivered          |
| 35        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 36        | 20-Fort Wayne     | INDOT & Other State Agencies | 80%-120%         | 6,000                                | 55,000                             | TON             | Delivered          |
| 37        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 38        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 39        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 31,325                             | TON             | Delivered          |
| 40        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 41        | 30-Greenfield     | INDOT & Other State Agencies | 80%-120%         | 9,650                                | 41,470                             | TON             | Delivered          |
| 42        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 43        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 44        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 13,820                             | TON             | Delivered          |
| 45        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 46        | 40-LaPorte        | INDOT & Other State Agencies | 80%-120%         | 15,000                               | 44,050                             | TON             | Delivered          |
| 47        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 48        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 49        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 73,100                             | TON             | Delivered          |
| 50        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 51        | 50-Seymour        | INDOT & Other State Agencies | 80%-120%         | 0                                    | 28,100                             | TON             | Delivered          |
| 52        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 53        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 54        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 12,570                             | TON             | Delivered          |
| 55        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 56        | 60-Vincennes      | INDOT & Other State Agencies | 80%-120%         | 11,000                               | 17,075                             | TON             | Delivered          |
| 57        |                   |                              |                  |                                      |                                    | TON             | Delivered & Loaded |
| 58        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |
| 59        |                   | Local Governmental Entities  | 80%-120%         | 0                                    | 10,805                             | TON             | Delivered          |
| 60        |                   |                              |                  |                                      |                                    | TON             | Pick Up            |

The State of Indiana received responses from four (4) bidders:

- Cargill, Inc.
- Compass Minerals America Inc.
- Detroit Salt Company LLC
- Morton Salt, Inc.

Cargill, Inc. claimed and qualified for the Indiana Business Preference, as well as the U.S. Manufactured Preference for all line items. Compass Minerals America, Inc. claimed and qualified for the U.S. Manufactured Preference for select line items bid. Detroit Salt Company LLC claimed and qualified for the U.S. Manufactured Preference for all line items bid. Morton Salt, Inc. claimed and qualified for the U.S. Manufactured Preference for select line items bid. Pricing preferences were applied to qualified bids and were included during price evaluation. Please refer to the attached .xls file, **Attachment A**, for detailed preference information by line item.

When necessary, the bidders were asked to clarify their responses in order to ensure State needs were met. The bids were evaluated by the Indiana Department of Administration according to the criteria established in the bid documents.

## Award Summary

The table below outlines the award summary for ASA-18-062. Please refer to the attached .xls file, **Attachment A**, for a detailed summary.

| <b>Bidder</b>                         | <b>Line Items Awarded</b>                           | <b>Total Evaluation Amount</b> | <b>Preferences</b>                              | <b>Total Award Amount</b> |
|---------------------------------------|---|--------------------------------|---|---------------------------|
| <b>Cargill, Inc.</b>                  | <u>Treated Salt:</u><br>Line items 1-5, 9-15, 19-30 | \$10,048,391.04                | Indiana Business Preference and US Manufactured | \$10,194,940.46           |
| <b>Compass Minerals America, Inc.</b> | <u>Untreated Salt:</u><br>Line items 41-43, 56-60   | \$7,353,072.20                 | US Manufactured                                 | \$7,353,072.20            |
| <b>Detroit Salt Company</b>           | <u>Untreated Salt:</u><br>Line items 31-40, 44-45   | \$12,724,076.30                | US Manufactured                                 | \$12,724,076.30           |
| <b>Morton Salt, Inc.</b>              | <u>Untreated Salt:</u><br>Line items 46-55          | \$6,708,994.30                 | US Manufactured                                 | \$11,447,336.30           |
|                                       |   |                                |   | <b>\$41,719,425.26</b>    |

During the course of the evaluation, proposals were scrutinized to determine the viability of the proposed business solutions to meet the needs of the State.

The term of each initial contract shall be for a period of one (1) year from the date of contract execution. There may be three (3) one year renewals for a total of four (4) years at the State's option.