



Eric J. Holcomb, Governor

Indiana Government Center South  
402 West Washington Street, Room W469  
Indianapolis, IN 46204

**Award Recommendation Letter**

Date: January 31, 2024  
To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration  
From: Stephanie Nelson, Procurement Consultant  
Indiana Department of Administration  
Subject: Recommendation of Selection for Negotiated Bid #24-76080,  
Pool and Water Chemicals for All State Agencies

**Initial contract term of two (2) years, and two optional one (1) year renewals, with an estimated contract amount of \$1,370,205.65.**

Based on the evaluation of the response received for Negotiated Bid #24-76080, **Spear Corporation** is recommended for award to provide Pool and Water Chemical products for All State Agencies. Terms of this recommendation are outlined in this letter.

The State received one (1) bid from:

- Spear Corporation

The solicitation was issued as a Negotiated Bid to establish a statewide Quantity Purchase Agreement (QPA) for the following line items:

1	Pulsar Stabilizer (40 lb pail)	23	Potassium Permanganate (55.12 pail)
2	Pulsar Shock (25 lb pail)	24	Soda Ash, Dense (55 lb bags)
3	Pulsar, Briquettes (50 lb pail)	25	Alum Ground (50 lb bags)
4	Pulsar Acid Cleaner (Case = 12 quarts)	26	Liquid Sodium Hypochlorite (55 gallon drum)
5	Sodium Bisulfate (100 lb drum)	27	ProGuard Stabilizer (40lb pail)
6	ASA128-1 Acid Magic - (1 Gal)	28	Sodium Thiosulfate DeChlor (50lb pail)
7	ASA15G-1 Acid Magic - (15 Gal)	29	Soda Ash, adjust PH, white granular, (50lb pail)
8	AP 188 Alkalinity Tests (250ct)	30	Sodium Bisulfate 40% solution (50 gallon drum)
9	PM 188 Alkalinity Tests (50ct)	31	CC50 Calcium Chloride (50lb pail)
10	AP 013 Free Chlorine Tablets (DPD-XF) (250 ct)	32	GLB Algimycin 2000 (Case = 4 gallons)
11	AP 033/1 Total Chlorine (DPD-XT) (250ct)	33	Food Grade Salt (50 lb bags)
12	GLB Super Sequa Sol (20lb container)	34	PI 25 Chlorination Tablets
13	AP 130 Phenol Red (250 pack)	35	PI 25 Pulsar Infinity Tabs
14	Versachlor Tabs (37.5lb pail)	36	Dechlor Sodium Thiosupate (100lb drum)
15	PoolLife, Arch Chemicals, Inc, Shock (25lb pail)	37	Stabilizer (Cyanuric Acid) 40 lb
16	Clear blue Clarifier (Case = 12 quarts)	38	Hydrochloric Acid White/Clear Barrels (55 gallon drum)
17	ORB-3 Pool Enzymes Pro (5 gallon pail)	39	Ultra Filter Clean (bottle)
18	Muratic Acid, (Hydrochloric Acid) (55 gallon drum)	40	Aqua Perl/Perlite-Filter Media (25lb bag)
19	Muratic Acid, (Hydrochloric Acid) (1 gallon)	41	16' x 16' Flat VGBA Grates

20	Cleaner, GLB TLC, Liquid acid and detergent to clean vinyl pool paint, (1 qt/12/cs)	42	PPG Accu-Tab Chlorine Tablets (55lb pail)
21	Buffer (to raise total alkalinity) (50lb pail)	43	Thiosulfate Chlorine Neutralizer (50lb bag)
22	Caustic Soda 50% Diap Comm Grade - (3400lb totes)	44	CC2818 Brennfloc - Tech Grade Coagulant (300 Gal Totes)

Due to no bid response for line items #12, 14, 15, 22, 23, 25, 27, 30, 33, 36, 41, 42, and 44, no award was made for these line items only.

### **Bid Summary**

The bid submission from Spear Corporation was evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the Respondent to ensure specifications were met.

### **Purchasing Preferences Claimed**

***Spear Corporation*** claimed and qualified for the Buy Indiana/Indiana Business Preference.

Preferences claimed were applied to the bid and were considered in the evaluation<sup>1</sup>.

Additionally, the sole Respondent was given the opportunity to improve their pricing by providing a Best and Final Offer (BAFO).

### **Award Summary**

The final overall evaluation is detailed in the table below. The estimated award amount is merely an estimate of spend, not a guarantee.

Respondent	Total Bid Amount	Price Preference	Total Evaluation Amount	Estimated Award Amount	Line #'s Awarded
Spear Corporation	\$1,370,205.65	Indiana Business	\$1,301,695.37	\$1,370,205.65	1-11, 13, 16-21, 24, 26, 28-29, 31-32, 34-35, 37-40, 43

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful contract negotiations, the initial term of the contract shall be for a period of two (2) years from the date of contract execution. There may be one (1) two-year renewal for a total of four (4) years at the State's option.

Stephanie Nelson  
Procurement Consultant

<sup>1</sup> Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining\\_DPAPManual.pdf](#) – see page 39-40