



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: November 7, 2022

To: Erin Kellam, Deputy Commissioner, Procurement Division
Indiana Department of Administration

From: Teresa Deaton-Reese, CPPB, CPPO, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Award for 515-23-72543; Laundry Chemicals for Indiana Correctional Industries (ICI)

Estimated Amount of two (2) year contract: \$658,958.66

Based on the State's evaluation of responses received for Negotiated Bid 515-23-72543, Arrow Chemical Products, Inc. is recommended for award to provide ICI for Laundry Chemicals. Terms of the award recommendation are outlined in this letter.

The State of Indiana received proposals from one (1) bid:

- Arrow Chemical Products, Inc.

Bid Summary

The solicitation was issued as a negotiated bid for a contract for the following products:

Item #	Item Description	QUANTITY	UOM
1	Powdered Laundry Bleach - ICI Stock Code - 0614001- Bulk Power Product to Re-Package as the following Products. Powered Laundry Bleach Heavy Duty Chlorine Bleach Containing Special Water Conditioners and Bleaching Aids. For Commercial Use Only. Purchased in 330 Gallon Totes	8500	LB
2	Dryer Sheets - ICI Stock Code - LS-3460-S-Dryer Sheets. The original Fabric Softener Sheets - In Institutional Size Eliminates Static Cling, safe for all fabrics, Purchased in 330 Gallon Totes	37	CS
3	Liquid Detergent - ICI Stock Code - 06125001- Super Concentrate to use in the manufacturing of the following finished product. Constant clean Liquid Laundry Detergent. Heavy Duty Liquid Laundry Detergent - Highly Concentrated - Safe for all types - 330 GALLON DRUM	5520	GAL

4	Powdered Detergent - ICI Stock Code - 06141001-BULK POWDER PRODUCT TO RE-PACKAGE AS THE FOLLOWING PRODUCT. POWDERED LAUNDRY DETERGENT PHOSPHATE FREE POWDERED LAUNDRY DETERGENT FOR USE IN HOME TYPE WASHERS AS WELL AS COMMERCIAL MACHINES, 450 LB DRUM	11300	LB
5	Detergent - ICI Stock Code - 06145001 -BULK POWDER PRODUCT TO RE-PACKAGE AS THE FOLLOWING PRODUCT. LOW SUDSING POWDERED LAUNDRY DETERGENT A LOW SUDSING POWDERED LAUNDRY DETERGENT FOR USE IN HOME TYPE WASHERS AS WELL AS COMMERCIAL MACHINES - 450 LB DRUM	5850	LB
6	Industrial Liquid Laundry Sour - ICI Stock Code - 06127001 - SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. RUST-REMOVER LIQUID LAUNDRY SOUR NEUTRALIZING AGENT WHERE STRONG ALKALINE DETERGENT SYSTEMS ARE USED. 330 GALLON TOTE	7.22	TE
7	Cloud Soft Liquid Softner - ICI Stock Code - 06136001 - SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. LIQUID FABRIC SOFTENER ELIMINATES STATIC CLING - SAFE ON ALL FABRICS - REDUCES DRYING TIME AND FRESH CLEAN - 330 GALLON TOTE	2220	GAL
8	Liquid Laundry Booster-ICI Stock Code - 06015001- SUPER- CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. STAIN REMOVER LIQUID LAUNDRY BOOSTER HEAVY DUTY BUILDER DESIGNED TO SOFTEN AND REMOVE HARD-SET STAINS. - 330 GAL TOTE	1530	GAL
9	Powdered Laundry Booster - ICI Stock Code - 06139001 - BULK POWDER PRODUCT TO RE-PACKAGE AS THE FOLLOWING PRODUCT. STAIN BUSTER POWDERED LAUNDRY BOOSTER HEAVY DUTY STAIN REMOVER. HEAVY DUTY BUILDER DESIGNED TO SOFTEN AND REMOVE HARD-SET STAINS	2700	EA
10	White Wings Ultra - ICI Stock Code - L-3500-T-LAUNDRY DETERGENT 250 PACKETS/TUB 1.2 OZ. PACKET. WATER-SOLUBLE PRE- MEASURED AND PORTION-CONTROLLED. PACKAGED FOR INDUSTRIAL USE. ONE PACKET PER 16 LB.- 20 LB. LOAD. LOW FOAMING - BALANCED BLEND	270	EA
11	Color-Safe Non-Chlorine Bleach - ICI Stock Code - 06146001 - SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. COLOR-SAFE LIQUID BLEACH EXCELLENT ALTERNATIVE TO CHLORINE BLEACH. OXYGEN BLEACH THAT IS SAFE FOR WHITE - 50 LB	2367	GAL
12	Soap Built Liquid - ICI Stock Code - 06117001-SOAP BUILT LIQUID - 330 GALLON TOTE	6500	GAL

13	Bleach - ICI Stock Code - 01305001- SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. BLEACH-SANITIZER EPA REGISTERED. A LIQUID CHLORINE BLEACH FOR GENERAL LAUNDRY AND NONPOROUS SURFACE CLEANING AND SANITATION	14176	GAL
14	Lotion Soft Dish Detergent - ICI Stock Code - 06202001 - SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. MANUAL DISH DETERGENT BIODEGRADABLE - CONTAINS NO PHOSPHATES AND MILD TO HANDS. A SPECIAL BLEND OF DETERGET	1013	GAL
15	Delimer- ICI Stock Code -06205001- SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. DELIMER REMOVES LIME - FOOD FILM AND SCALE FROM STAINLESS STEEL - ALUMINUM - CERAMICS - GLASS EQUIPMENT - 330 GALLON TOTE	530	GAL
16	Pot and Pan Cleaner - ICI Stock Code - 06203001 -SUPER- CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. POT & PAN CLEANER BLEND OF DETERGENTS AND EMULSIFIERS FOR RAPID GREASE CUTTING ACTION; RINSES COMPLETELY	12950	GAL
17	Silverware Soak - ICI Stock Code - 06204001 - SUPER- CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. SILVERWARE SOAK PRE-SOAK SOLUTION FORMULATED TO REMOVE FOOD SOILS FROM STAINLESS STEEL FLATWARE.	450	GAL
18	Cholor Dish Detergent - ICI Stock Code - 06194001-Cholor dish detergent provided in bulk quantities to be rebottled and label into a RTU product	70	GAL
19	Quat Plus Dip Sanitizer - ICI Stock Code -W-1081-C- QUAT PLUS DIP SANITIZER - CASE	540	CS
20	Heavy Duty Rinse Agent - Pen Product Stock Code - 06201001- SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. FILM-AWAY RINSE AGENT REDUCES SURFACE TENSION - PROMOTING RAPID SHEETING OF WATER	1290	GAL
21	Color Safe Bleach Powder 50LB Stock code# PNAFB50 Non Chlorine powder, safe for colors and whites in 50LB Box	1200	LB
22	Calsoft, nonionic surfactant chemical of acceptable grade and quality that is used in detergent, wetting agent, and a thickener in hand soaps. ICI stock code# 06020001 Bio-Terge, AS40	7920	LB
23	SMS Duke - ICI Stock Code - 06200001-SUPER-CONCENTRATE TO USE IN THE MANUFACTURING OF THE FOLLOWING FINISHED PRODUCT. AUTOMATIC DISH DETERGENT INDUSTRIAL HEAVY DUTY WAREWASHING LIQUID CONCENTRATE. DESIGNED FOR ALL MECHANICAL SPRAY TYPE MACHINE 330 GALLON TOTES	1620	GAL

The proposals were evaluated by IDOA and ICI according to the criteria established in the bid documents. The supplier met the required and requested specifications. Therefore, the State evaluated the supplier on cost.

Award Summary

The table below outlines the award summary for 515-23-72543:

Respondent	Total Evaluation Amount	Preferences	Total Evaluation amount with Preference applied	Total Award Amount	Line Items Award
Arrow Chemical Products, Inc.	\$658,958.66	U.S. Manufacture	\$658,958.66	\$658,958.66	ALL

During the course of evaluation, the State scrutinized all proposals to determine the viability of each proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the proposal and awarded in accordance with the requirements set forth in the published process and pursuant to Indiana law.

Type of Award

The State intends to establish a contract for a period of two (2) years. The contract can be mutually renewed yearly for two additional years under the same terms and conditions.

Renewals are subject to the approval of the Department of Administration and the State Budget Agency. Total term of this agreement including all renewals, shall not exceed four years.