



STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION
 Procurement Division
 402 W Washington Street, Room W468
 Indianapolis, Indiana 46204
 317 / 232-3053

Award Recommendation Letter

Date: June 11, 2015

To: Debby Walker, Deputy Commissioner
 Indiana Department of Administration

From: Leslie Jones, Strategic Sourcing Analyst
 Indiana Department of Administration

Subject: Recommendation for Selection for ASA-15-082
 Road Salt

Total Estimated Value of Award: \$41,391,742.78

Based on the State’s evaluation of bids received for ASA-15-082, **Cargill Inc., Compass Minerals America, Inc., The Detroit Salt Company, and Morton Salt, Inc.** are recommended for a split award to provide Road Salt for All State Agencies and Other Governmental Bodies by the line items specified below. Terms of the award recommendation are outlined in this letter.

Cargill, Inc. Line Items 10, 16, 22-33

Compass Minerals America, Inc. Line Items 1-2, 4-5, 7-9 (Other State Agencies Only), 13, 17-21

The Detroit Salt Company Line Items 3, 6

Morton Salt, Inc. Line Items 11-12, 14-15

After careful consideration, the State has decided not to award the INDOT portion of line items 7-9 but plans to reissue a bid for those line items in the future. The two “Other State Agencies” associated with these line items will be awarded under this bid.

ASA-15-082 requested the items listed below.

Untreated Salt

LINE	INDOT DISTRICT	UNTREATED SALT FOR ENTITY	COMMITMENT RANGE	2015/2016 TOTAL EARLY FILL QUANTITY (100%)	2015/2016 TOTAL SEASONAL QUANTITY (100%)	DELIVERY METHOD
1	10-Crawfordsville	INDOT & Other State Agencies	80-120	15,500	30,900	Delivered
2						Delivered + Loaded
3		Local Governmental Entities	80-120	n/a	22,600	Delivered
4	20-Fort Wayne	INDOT & Other State Agencies	80-120	32,500	40,900	Delivered
5						Delivered + Loaded
6		Local Governmental Entities	80-120	n/a	26,321	Delivered

7	30-Greenfield	INDOT & Other State Agencies	80-120	36,852	17,335	Delivered
8						Delivered + Loaded
9						
10		Local Governmental Entities	80-120	n/a	18,165	Delivered
11	40-LaPorte	INDOT & Other State Agencies	80-120	15,000	58,110	Delivered
12						Delivered + Loaded
13						Local Governmental Entities
14	50-Seymour	INDOT & Other State Agencies	80-120	16,900	24,900	Delivered
15						Delivered + Loaded
16						Local Governmental Entities
17	60-Vincennes	INDOT & Other State Agencies	80-120	18,300	12,500	Delivered
18						Delivered + Loaded
19						N/A
20						Pick Up
21		Local Governmental Entities	80-120	n/a	11,560	Delivered

Treated Salt

LINE	INDOT DISTRICT	TREATED SALT FOR ENTITY	COMMITMENT RANGE	2015/2016 EARLY FILL QUANTITY (100%)	2015/2016 TOTAL SEASONAL QUANTITY (100%)	DELIVERY METHOD
22	10-Crawfordsville	INDOT & Other State Agencies	80-120	1,200	410	Delivered
23		Local Governmental Entities	80-120	0	12,592	Delivered
24	20-Fort Wayne	INDOT & Other State Agencies	80-120	0	0	Delivered
25		Local Governmental Entities	80-120	0	4,480	Delivered
26	30-Greenfield	INDOT & Other State Agencies	80-120	6,900	1,925	Delivered
27		Local Governmental Entities	80-120	0	45,740	Delivered
28	40-LaPorte	INDOT & Other State Agencies	80-120	0	0	Delivered
29		Local Governmental Entities	80-120	0	29,620	Delivered
30	50-Seymour	INDOT & Other State Agencies	80-120	0	400	Delivered
31		Local Governmental Entities	80-120	0	13,090	Delivered
32	60-Vincennes	INDOT & Other State Agencies	80-120	0	40	Delivered
33		Local Governmental Entities	80-120	0	1,380	Delivered

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

- Cargill, Inc.

- Compass Minerals America Inc.
- The Detroit Salt Company
- 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. The Detroit Salt Company 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.

Although Cargill, Inc. claimed the U.S. Manufactured Preference for Line item #13, it was determined that there was a significant cost savings by awarding to the low bidder, instead of the U.S. Manufactured Bidder, for Line Item #13. Please refer to the attached .xls file, **Attachment A**, for detailed bid prices 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-15-082. Please refer to the attached .xls file, **Attachment A**, for a detailed summary.

Bidder	Line Items Awarded	Total Evaluation Amount	Preferences	Total Award Amount
Cargill, Inc.	10, 16, 22-33	\$12,432,697.10	Indiana Business Preference and US Manufactured	\$12,601,795.97
Compass Minerals America, Inc.	1-2, 4-5, 7-9 (Other State Agencies Only), 13, 17-21	\$17,109,532.60	US Manufactured	\$17,109,532.60
The Detroit Salt Company	3, 6	\$3,734,097.51	US Manufactured	\$3,734,097.51
Morton Salt, Inc.	11-12, 14-15	\$7,946,316.70	US Manufactured	\$7,946,316.70
				\$41,391,742.78

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.