



# 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 10, 2019

To: Erin Kellam, Deputy Commissioner   
Indiana Department of Administration 5-10-19

From: Eric Klinefelter, Director of Account Management and Sourcing Operations  
Indiana Department of Administration

Subject: Recommendation for Award of Negotiated Bid ASA-19-086  
Road Salt for INDOT, Other State Agencies, and Local Government Entities

**Total Estimated Value of Awards: \$56,367,079.46**

Based on the State's evaluation of bids received for ASA-19-086, **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	Compass Minerals America
34-35	Crawfordsville District	Local Government Entities	Compass Minerals America
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	Cargill, Inc.
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	Compass Minerals America
56-58	Vincennes District	INDOT and Other State Agencies	Compass Minerals America
59-60	Vincennes District	Local Government Entities	Compass Minerals America

ASA-19-086 requested the items listed below.

**TREATED SALT**

Line Item	INDOT District	Entity	Commitment Range	2019/2020 Early Fill Quantity (100%)	2019/2020 Seasonal Quantity (100%)	Unit of Measure	Delivery Method
1	10-Crawfordsville	INDOT & Other State Agencies	80%-120%	0	4,655	TON	Delivered
2						TON	Delivered & Loaded
3						TON	Pick Up
4		Local Governmental Entities	80%-120%	0	17,370	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	2,640	TON	Delivered
10						TON	Pick Up
11	30-Greenfield	INDOT & Other State Agencies	80%-120%	0	12,315	TON	Delivered
12						TON	Delivered & Loaded
13						TON	Pick Up
14		Local Governmental Entities	80%-120%	0	49,840	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	32,310	TON	Delivered
20						TON	Pick Up
21	50-Seymour	INDOT & Other State Agencies	80%-120%	0	200	TON	Delivered
22						TON	Delivered & Loaded
23						TON	Pick Up
24		Local Governmental Entities	80%-120%	0	23,855	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	1,910	TON	Delivered
30						TON	Pick Up

**UNTREATED SALT**

Line Item	INDOT District	Entity	Commitment Range	2019/2020 Early Fill Quantity (100%)	2019/2020 Seasonal Quantity (100%)	Unit of Measure	Delivery Method
31	10-Crawfordsville	INDOT & Other State Agencies	80%-120%	34,803	42,955	TON	Delivered
32						TON	Delivered & Loaded
33						TON	Pick Up
34		Local Governmental Entities	80%-120%	0	20,865	TON	Delivered
35						TON	Pick Up
36	20-Fort Wayne	INDOT & Other State Agencies	80%-120%	10,000	55,000	TON	Delivered
37						TON	Delivered & Loaded
38						TON	Pick Up
39		Local Governmental Entities	80%-120%	0	30,108	TON	Delivered
40						TON	Pick Up
41	30-Greenfield	INDOT & Other State Agencies	80%-120%	21,000	30,080	TON	Delivered
42						TON	Delivered & Loaded
43						TON	Pick Up
44		Local Governmental Entities	80%-120%	0	16,740	TON	Delivered
45						TON	Pick Up
46	40-LaPorte	INDOT & Other State Agencies	80%-120%	15,000	63,950	TON	Delivered
47						TON	Delivered & Loaded
48						TON	Pick Up
49		Local Governmental Entities	80%-120%	0	77,890	TON	Delivered
50						TON	Pick Up
51	50-Seymour	INDOT & Other State Agencies	80%-120%	6,500	34,100	TON	Delivered
52						TON	Delivered & Loaded
53						TON	Pick Up
54		Local Governmental Entities	80%-120%	0	16,835	TON	Delivered
55						TON	Pick Up
56	60-Vincennes	INDOT & Other State Agencies	80%-120%	12,000	12,000	TON	Delivered
57						TON	Delivered & Loaded
58						TON	Pick Up
59		Local Governmental Entities	80%-120%	0	9,180	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-19-086. 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.	<u>Treated Salt:</u> Line items 1-5, 9-15, 19-30 <u>Untreated Salt:</u> Line items 44-45	\$15,108,783.36	Indiana Business Preference and US Manufactured	\$15,298,356.30
Compass Minerals America, Inc.	<u>Untreated Salt:</u> Line items 31-35, 41-43, 54-60	\$17,572,219.26	US Manufactured	\$17,572,219.26
Detroit Salt Company	<u>Untreated Salt:</u> Line items 36-40	\$8,148,636.60	US Manufactured	\$8,148,636.60
Morton Salt, Inc.	<u>Untreated Salt:</u> Line items 46-53	\$15,347,867.30	US Manufactured	\$15,347,867.30
				<b>\$56,367,079.46</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.

*Eric Klinefelter* 5/10/2019

Eric Klinefelter, Director of Account Management and Sourcing Operations  
Indiana Department of Administration