



# 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: June 10, 2022

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

From: Abigail Chittenden, Director of Vendor Management  
Indiana Department of Administration

Subject: Recommendation for Award of Negotiated Bid ASA-22-71384  
Road Salt for INDOT, Other State Agencies, and Local Government Entities

Total Estimated Value of Awards: \$47,298,026.79

Based on the State's evaluation of bids received for ASA-22-71384, **Cargill, Incorporated, Compass Minerals America Inc, 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, Incorporated
4-5	Crawfordsville District	Local Government Entities	Cargill, Incorporated
6-8	Fort Wayne District	INDOT and Other State Agencies	Cargill, Incorporated
9-10	Fort Wayne District	Local Government Entities	Cargill, Incorporated
11-13	Greenfield District	INDOT and Other State Agencies	Cargill, Incorporated
14-15	Greenfield District	Local Government Entities	Cargill, Incorporated
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, Incorporated
21-23	Seymour District	INDOT and Other State Agencies	Cargill, Incorporated
24-25	Seymour District	Local Government Entities	Cargill, Incorporated
26-28	Vincennes District	INDOT and Other State Agencies	Cargill, Incorporated
29-30	Vincennes District	Local Government Entities	Cargill, Incorporated

### UNTREATED SALT

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

ASA-22-71384 requested the items listed below.

**TREATED SALT**

Line Item	INDOT District	Entity	Commitment Range	2022/2023 Early Fill Quantity (100%)	2022/2023 Seasonal Quantity (100%)	Unit of Measure	Delivery Method	2022/2023 Early Fill Price Per Ton
1	10-Crawfordsville	INDOT & Other State Agencies	80%-120%	0	3,242	TON	Delivered	
2						TON	Delivered & Loaded	
3						TON	Pick Up	
4		Local Governmental Entities	80%-120%	0	14,735	TON	Delivered	
5						TON	Pick Up	
6	20-Fort Wayne	INDOT & Other State Agencies	80%-120%	0	20	TON	Delivered	
7						TON	Delivered & Loaded	
8						TON	Pick Up	
9		Local Governmental Entities	80%-120%	0	5,072	TON	Delivered	
10						TON	Pick Up	
11	30-Greenfield	INDOT & Other State Agencies	80%-120%	0	175	TON	Delivered	
12						TON	Delivered & Loaded	
13						TON	Pick Up	
14		Local Governmental Entities	80%-120%	0	51,615	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	28,990	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	16,290	TON	Delivered	
25						TON	Pick Up	
26	60-Vincennes	INDOT & Other State Agencies	80%-120%	0	70	TON	Delivered	
27						TON	Delivered & Loaded	
28						TON	Pick Up	
29		Local Governmental Entities	80%-120%	0	1,565	TON	Delivered	
30						TON	Pick Up	

**UNTREATED SALT**

Line Item	INDOT District	Entity	Commitment Range	2022/2023 Early Fill Quantity (100%)	2022/2023 Seasonal Quantity (100%)	Unit of Measure	Delivery Method
31	10-Crawfordsville	INDOT & Other State Agencies	80%-120%	2,000	46,000	TON	Delivered
32						TON	Delivered & Loaded
33						TON	Pick Up
34		Local Governmental Entities	80%-120%	0	14,364	TON	Delivered
35						TON	Pick Up
36	20-Fort Wayne	INDOT & Other State Agencies	80%-120%	0	65,000	TON	Delivered
37						TON	Delivered & Loaded
38						TON	Pick Up
39		Local Governmental Entities	80%-120%	0	36,830	TON	Delivered
40						TON	Pick Up
41	30-Greenfield	INDOT & Other State Agencies	80%-120%	0	71,459	TON	Delivered
42						TON	Delivered & Loaded
43						TON	Pick Up
44		Local Governmental Entities	80%-120%	0	12,660	TON	Delivered
45						TON	Pick Up
46	40-LaPorte	INDOT & Other State Agencies	80%-120%	0	79,650	TON	Delivered
47						TON	Delivered & Loaded
48						TON	Pick Up
49		Local Governmental Entities	80%-120%	0	66,280	TON	Delivered
50						TON	Pick Up
51	50-Seymour	INDOT & Other State Agencies	80%-120%	0	34,100	TON	Delivered
52						TON	Delivered & Loaded
53						TON	Pick Up
54		Local Governmental Entities	80%-120%	0	17,010	TON	Delivered
55						TON	Pick Up
56	60-Vincennes	INDOT & Other State Agencies	80%-120%	14,000	18,000	TON	Delivered
57						TON	Delivered & Loaded
58						TON	Pick Up
59		Local Governmental Entities	80%-120%	0	10,080	TON	Delivered
60						TON	Pick Up

The State of Indiana received responses from three (3) bidders:

- Cargill, Incorporated
- Compass Minerals America Inc
- Morton Salt, Inc.

Cargill, Incorporated claimed but did not qualify for the Indiana Business Preference. Cargill claimed and qualified for the U.S. Manufactured Preference for all line items bid. Compass Minerals America Inc claimed and qualified for the U.S. Manufactured Preference for select line items bid. Morton Salt, Inc. claimed and qualified for the U.S. Manufactured Preference for all line items bid. 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-22-71384. 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, 6-10, 11-15, 19-20, 21-25, 26-30 <u>Untreated Salt:</u> Line items 31-33, 36-40, 41-45	\$27,614,433.93	U.S. Manufactured	\$27,614,433.93
Compass Minerals America, Inc.	<u>Untreated Salt:</u> Line items 56-60	\$3,779,260.80	U.S. Manufactured	\$3,779,260.80
Morton Salt, Inc.	<u>Untreated Salt:</u> Line items 34-35, 46-50, 51-55	\$15,904,332.06	U.S. Manufactured	\$15,904,332.06
				<b>\$ 47,298,026.79</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.

---

Abigail Chittenden, Director of Vendor Management  
Indiana Department of Administration