



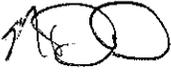
## STATE OF INDIANA

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 25, 2013

To: Nate Day, Director of Strategic Sourcing  
Indiana Department of Administration 

From: Stan Judson, Strategic Sourcing Analyst, IDOA

Subject: Recommendation for Selection for ASA 13-69, Road Salt

Based on the evaluation of the bids received, **Cargill, Detroit Salt, Morton, and North American Salt** are recommended for a split award. Terms of this recommendation are included in this letter. Cargill is awarded line items 6-14, 23-25, and 27-28. Detroit Salt is awarded line items 1-5. Morton is awarded line item 26. North American Salt is awarded line items 15-22. Cargill claimed and received the Indiana Business preference which was worth a 1% credit towards their bid amount, based on volume.

The State of Indiana received five (5) proposals from the following bidders:

- Cargill, Inc.
- Central Salt, LLC
- Detroit Salt Co.
- Morton Salt, Inc.
- North American Salt Co.

When necessary, the state clarified with respondents to ensure specifications were met for each item.

The proposals were evaluated by the Indiana Department of Administration (IDOA) according to the criteria established in the bid documents.

**Bid**

The State went to bid for the items listed in the tables below:

**UNTREATED SALT**

LINE	INDOT DISTRICT	UNTREATED SALT FOR ENTITY	COMMITMENT RANGE	2013/2014 TOTAL QUANTITY (100%)	DELIVERY METHOD
1	10-Crawfordsville	INDOT & Other State Agencies	80-150	40,500	Delivered
2					Delivered + Loaded
3		Local Governmental Entities	80-120	15,340	Delivered
4	20-Fort Wayne	INDOT & Other State Agencies	80-150	50,000	Delivered
5					Delivered + Loaded
6		Local Governmental Entities	80-120	26,285	Delivered
7	30-Greenfield	INDOT & Other State Agencies	80-150	62,670	Delivered
8					Delivered + Loaded
10					Pick Up
11		Local Governmental Entities	80-120	15,252	Delivered
12	40-LaPorte	INDOT & Other State Agencies	80-150	62,575	Delivered
13					Delivered + Loaded
14		Local Governmental Entities	80-120	43,765	Delivered
15	50-Seymour	INDOT & Other State Agencies	80-150	32,150	Delivered
16					Delivered + Loaded
17		Local Governmental Entities	80-120	17,850	Delivered
18	60-Vincennes	INDOT & Other State Agencies	80-150	22,500	Delivered
19					Delivered + Loaded
20					Dedicated Pile Fee
21					Pick Up
22		Local Governmental Entities	80-120	3,860	Delivered

TREATED SALT

LINE	INDOT DISTRICT	TREATED SALT FOR ENTITY	COMMITMENT RANGE	2013/2014 TOTAL QUANTITY (100%)	DELIVERY METHOD
23	10-Crawfordsville	Local Governmental Entities & Other State Agencies	80-120	7,570	Delivered
24	20-Fort Wayne	Local Governmental Entities	80-120	960	Delivered
25	30-Greenfield	Local Governmental Entities & Other State Agencies	80-120	33,165	Delivered
26	40-LaPorte	Local Governmental Entities	80-120	22,800	Delivered
27	50-Seymour	Local Governmental Entities	80-120	6,895	Delivered
28	60-Vincennes	Local Governmental Entities & Other State Agencies	80-120	600	Delivered

Respondents were given the opportunity to improve their initial pricing through a round of target pricing. The respondent's pricing below was used for evaluation.

**Evaluation**

The final evaluation is detailed in the table below. The highlighted evaluation price is the recommended vendor for award.

**UNTREATED SALT**

LINE	INDOT DISTRICT	UNTREATED SALT FOR ENTITY	CARGILL	CARGILL evaluation amount	CENTRAL SALT	DETROIT SALT	MORTON	NORTH AMERICAN
1	10-Crawfordsville	INDOT & Other State Agencies	\$75.18	\$74.43	no bid	\$56.01	\$79.13	\$69.72
2			\$79.18	\$78.39	no bid	\$60.01	\$82.63	\$73.47
3		Local Governmental Entities	\$75.10	\$74.35	no bid	\$56.10	\$78.06	\$69.72
4	20-Fort Wayne	INDOT & Other State Agencies	\$68.75	\$68.06	no bid	\$53.09	\$70.48	\$62.82
5			\$72.75	\$72.02	no bid	\$57.09	\$73.48	\$66.57
6		Local Governmental Entities	\$61.43	\$60.82	no bid	no bid	\$64.59	\$66.95
7	30-Greenfield	INDOT & Other State Agencies	\$63.88	\$63.24	no bid	no bid	\$79.51	\$69.58
8			\$67.88	\$67.20	no bid	no bid	\$82.51	\$73.33
10			\$63.00	\$62.37	no bid	no bid	\$70.00	\$67.58
11		Local Governmental Entities	\$63.79	\$63.15	no bid	no bid	\$80.81	\$70.41
12	40-LaPorte	INDOT & Other State Agencies	\$50.84	\$50.32	no bid	no bid	\$51.58	\$59.89
13			\$54.84	\$54.29	no bid	no bid	\$55.08	\$63.64
14		Local Governmental Entities	\$48.84	\$48.35	no bid	no bid	\$49.05	\$57.40
15	50-Seymour	INDOT & Other State Agencies	\$69.03	\$68.34	no bid	no bid	\$61.84	\$61.04
16			\$73.03	\$72.30	no bid	no bid	\$64.84	\$64.79
17		Local Governmental Entities	\$68.59	\$67.90	\$69.11	no bid	\$62.72	\$60.82
18	60-Vincennes	INDOT & Other State Agencies	no bid	no bid	no bid	no bid	\$69.61	\$63.87
19			no bid	no bid	no bid	no bid	\$74.61	\$67.62
20			no bid	no bid	no bid	no bid	\$3.00	\$1.00
21			no bid	no bid	no bid	no bid	\$68.25	\$61.87
22		Local Governmental Entities	\$71.14	\$70.43	no bid	no bid	\$67.46	\$61.51

TREATED SALT

INDOT DISTRICT	TREATED SALT FOR ENTITY	CARGILL	CARGILL evaluation amount	CENTRAL SALT	DETROIT SALT	MORTON	NORTH AMERICAN
10-Crawfordsville	Local Governmental Entities & Other State Agencies	74.74	\$73.99	no bid	no bid	no bid	\$75.90
20-Fort Wayne	Local Governmental Entities	75.14	\$74.39	no bid	no bid	no bid	\$79.80
30-Greenfield	Local Governmental Entities	72.37	\$71.65	no bid	no bid	no bid	\$74.26
40-LaPorte	Local Governmental Entities	73.10	\$72.37	no bid	no bid	\$64.05	\$69.01
50-Seymour	Local Governmental Entities	69.42	\$68.73	no bid	no bid	no bid	\$71.97
60-Vincennes	Local Governmental Entities & Other State Agencies	79.81	\$79.01	no bid	no bid	no bid	\$80.97

**Award Summary**

<b>Vendor</b>	<b>Total Bid Amount</b>	<b>Awarded Amount</b>
Cargill	\$ 28,493,622.38	\$ 15,474,371.98
Detroit Salt	\$ 5,783,479.00	\$ 5,783,479.00
Morton	\$ 27,623,319.72	\$ 1,460,340.00
North American	\$ 30,447,968.87	\$ 4,727,576.60

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

The term of the 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.



Stan Judson, Strategic Sourcing Analyst  
Indiana Department of Administration