



Eric J. Holcomb, Governor

Indiana Government Center South  
402 West Washington Street, Room W469  
Indianapolis, IN 46204

Award Recommendation Letter

Date: June 10, 2024

To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration

*R/K @ 6/10/24*

From: Kevin March, Strategic Sourcing  
Indiana Department of Administration

Subject: Negotiated Bid # ASA-25-76028  
Pavement & Water Softener Salt

Recommendation of Award for a four-year contract.

Based on the evaluation of the responses received for Negotiated Bid #ASA-25-76028, **Bridgeway Supply Midco Inc. dba Davis Wholesale Supply** is recommended for award to provide Pavement & Water Softener Salt for All State Agencies (ASA). Terms of this recommendation are outlined in this letter.

The State received bids from two (2) Respondents:

- Bridgeway Supply Midco Inc. dba Davis Wholesale Supply
- R.B.S. Inc.

The solicitation was issued as a Negotiated Bid to establish a statewide Quantity Purchase Agreement (QPA) resulting in a four-year contract for the following items in Table 1:

Table 1

Line Item	Item Description	UOM	Estimated Annual Usage (lbs)
1	Water Softener Salt, solar, coarse, minimum 99.5% Sodium Chloride, truck	pounds	182475
2	Water Softener Salt, solar, coarse, minimum 99.5% Sodium Chloride, skid	pounds	181325
3	Water Softener Salt, evaporated, cube/pellet, high purity, with additive to prevent iron buildup, skid	pounds	266500

4	Water Softener Salt, evaporated, cube/pellet, high purity, truck	pounds	110250
5	Water Softener Salt, evaporated, cube/pellet, high purity, skid	pounds	237850
6	Halite Salt, working temperature 5° Fahrenheit, skid	pounds	229
7	Ice Melt, Sodium Chloride/Magnesium Chloride blend, working temperature -5°Fahrenheit, skid	pounds	187525
8	Ice Melt, Calcium Chloride/Magnesium Chloride blend, working temperature -10°Fahrenheit, skid	pounds	13700
9	Ice Melt, Calcium Chloride, working temperature -25°Fahrenheit, skid	pounds	24375
10	Ice Melt, Magnesium Chloride, working temperature -15°Fahrenheit, skid	pounds	1250
11	Bulk Coarse Rock Salt	pounds	3173630

**Bid Summary**

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements.

**Award Summary**

The State awarded to the overall lowest bidder meeting all specification requirements. The evaluation details are listed in Table 2 below.

Table 2 - Total Bid Amount

Bidder	Total Bid Amount	Met all Specifications
Bridgeway Supply Midco Inc. dba Davis Wholesale Supply	\$438,461.74	Yes
R.B.S. Inc.	\$455,478.87	Yes

Bridgeway Supply Midco Inc. dba Davis Wholesale Supply claimed the Buy Indiana preference and qualified for it. R.B.S. Inc. claimed the U.S. Manufactured preference and qualified for it. The Evaluation Amounts after preferences were applied are detailed in Table 3 below.

Table 3 - Evaluation Amount<sup>1</sup>

Bidder	Total Bid Amount	Met all Specifications	Preference Claimed / Eligibility	Evaluation Amount
<b>Bridgeway Supply Midco Inc. dba Davis Wholesale Supply</b>	<b>\$438,461.74</b>	<b>Yes</b>	<b>Buy Indiana / Yes</b>	<b>\$416,538.66</b>
R.B.S. Inc.	\$455,478.87	Yes	U.S. Manufactured / Yes	\$455,478.87

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

Pending successful negotiations, the term of the contract shall be for a period of four (4) years from the date of contract execution.

*Kevin March*

---

Kevin March  
Strategic Sourcing

<sup>1</sup> Indiana Code 5-22-15-21 subsection c, provides the state may make a purchase with the lower cost Bidder even if the other Bidder is eligible and claims the U.S. Manufactured preference.