



STATE OF INDIANA

Mike Braun, Governor

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: August 10, 2026

To: Robert Cohen, Category Director – Major Procurements
Indiana Department of Administration

Signed by:

Robert Cohen

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From: Mitchell Roeleck, Procurement Specialist
Indiana Department of Administration

Subject: Negotiated Bid 26-87380 & 26-87757
Road Salt QPA

Based on the evaluation of the responses received for Negotiated Bid 26-87380 and 26-87757, Cargill Inc., Compass Minerals Inc., and Morton Salt Inc., are recommended for award to provide treated and untreated road salt for the Indiana Department of Transportation (INDOT), All State Agencies (ASA), and participating local governments and other entities. Terms of this award recommendation are outlined in this letter.

The State received bids from three (3) Respondents:

- Cargill Inc. (Cargill)
- Compass Minerals Inc. (Compass Minerals)
- Morton Salt Inc. (Morton Salt)

The solicitation was issued as a Negotiated Bid for on demand purchasing of the following line items in Table 1:

Table 1

LINE ITEM	ITEM/DESCRIPTION	UOM
1	Untreated Road Salt	Tons
2	Treated Road Salt	Tons

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 – Winning Bids by Supplier**Cargill - Treated Salt**

Region	Delivery Type	Price per Ton - State	Price per Ton - Local
10 – Crawfordsville	Delivered	\$113.14	\$117.84
	Pick Up	\$114.00	\$118.00
20 – Fort Wayne	Delivered	n/a	\$119.11
	Pick Up	n/a	\$120.00
30 – Greenfield	Delivered	\$115.07	\$115.07
	Pick Up	\$116.00	\$116.00

Compass - Untreated Salt

Region	Delivery Type	Price per Ton - State	Price per Ton - Local
20 – Fort Wayne	Delivered	\$90.53	\$93.05
	Delivered & Loaded	\$106.53	n/a
	Pick Up	\$87.00	\$90.00
30 – Greenfield	Delivered	\$129.89	n/a
	Delivered & Loaded	\$145.89	n/a
	Pick Up	\$125.00	n/a
60 – Vincennes	Delivered	\$116.43	\$115.55
	Delivered & Loaded	\$132.43	n/a
	Pick Up	\$112.00	\$112.00

Morton Salt - Untreated Salt

Region	Delivery Type	Price per Ton - State	Price per Ton - Local
10 – Crawfordsville	Delivered	\$97.16	\$98.07
	Delivered & Loaded	\$117.16	n/a
	Pick Up	\$95.00	\$95.00
40 – La Porte	Delivered	\$82.88	\$81.55
	Delivered & Loaded	\$102.88	n/a
	Pick Up	\$81.00	\$81.00
50 – Seymour	Delivered	\$101.32	\$99.89
	Delivered & Loaded	\$121.32	n/a
	Pick Up	\$99.00	\$99.00

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 contract negotiations, purchases will be made as needed with Cargill Inc., Compass Minerals Inc., and Morton Salt Inc.