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: May 11, 2016

To: Mark Hempel, Director of Account Management
Indiana Department of Administration

Mark A. Hempel Digitally signed by Mark A. Hempel
DN: cn=Mark A. Hempel, o=Indiana Department of Administration, ou=IDOA Procurement, email=mhempel@idoa.IN.gov, c=US
Date: 2016.05.11 12:10:39 -04'00'

From: Leslie Jones, Account Manager
Indiana Department of Administration

Leslie Jones Digitally signed by Leslie Jones
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Date: 2016.05.11 13:57:12 -04'00'

Subject: Recommendation for Award of Negotiated Bid ASA-16-094
Road Salt for INDOT, Other State Agencies, and Local Government Entities

Total Estimated Value of Awards: $38,745,506.81

Based on the State's evaluation of bids received for ASA-16-094, **Cargill Inc., Compass Minerals America, Inc., Detroit Salt Company, 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.
4-6	Crawfordsville District	Local Government Entities	Cargill, Inc.
7-9	Fort Wayne District	INDOT and Other State Agencies	N/A – No Services Requested in this Area
10-12	Fort Wayne District	Local Government Entities	Cargill, Inc.
13-15	Greenfield District	INDOT and Other State Agencies	Cargill, Inc.
16-18	Greenfield District	Local Government Entities	Cargill, Inc.
19-21	LaPorte District	INDOT and Other State Agencies	N/A – No Services Requested in this Area
22-24	LaPorte District	Local Government Entities	Cargill, Inc.
25-27	Seymour District	INDOT and Other State Agencies	Cargill, Inc.
28-30	Seymour District	Local Government Entities	Cargill, Inc.
31-33	Vincennes District	INDOT and Other State Agencies	Cargill, Inc.
34-36	Vincennes District	Local Government Entities	Cargill, Inc.

UNTREATED SALT

Line Items	INDOT District	Entity Type	Recommended Bidder
37-39	Crawfordsville District	INDOT and Other State Agencies	Detroit Salt Company
40-42	Crawfordsville District	Local Government Entities	Detroit Salt Company
43-45	Fort Wayne District	INDOT and Other State Agencies	Detroit Salt Company
46-48	Fort Wayne District	Local Government Entities	Detroit Salt Company
49-51	Greenfield District	INDOT and Other State Agencies	Detroit Salt Company
52-54	Greenfield District	Local Government Entities	Detroit Salt Company
55-57	LaPorte District	INDOT and Other State Agencies	Morton Salt
58-60	LaPorte District	Local Government Entities	Morton Salt
61-63	Seymour District	INDOT and Other State Agencies	Cargill, Inc.
64-66	Seymour District	Local Government Entities	Cargill, Inc.
67-69	Vincennes District	INDOT and Other State Agencies	Compass Minerals America
70-72	Vincennes District	Local Government Entities	Compass Minerals America

ASA-16-094 requested the items listed below.

TREATED SALT

Line Item	INDOT District	Entity	2016/2017 Early Fill Quantity (100%)	2016/2017 Seasonal Quantity (100%)	Unit of Measure	Delivery Method
1	10-Crawfordsville	INDOT & Other State Agencies	500	4,610	TON	Delivered
2					TON	Delivered & Loaded
3					TON	Pick Up
4		Local Governmental Entities	0	13,313	TON	Delivered
5					TON	Delivered & Loaded
6					TON	Pick Up
7	20-Fort Wayne	INDOT & Other State Agencies	0	0	TON	Delivered
8					TON	Delivered & Loaded
9					TON	Pick Up
10		Local Governmental Entities	0	3,530	TON	Delivered
11					TON	Delivered & Loaded
12					TON	Pick Up
13	30-Greenfield	INDOT & Other State Agencies	3,500	12,525	TON	Delivered
14					TON	Delivered & Loaded
15					TON	Pick Up
16		Local Governmental Entities	0	47,131	TON	Delivered
17					TON	Delivered & Loaded
18					TON	Pick Up
19	40-LaPorte	INDOT & Other State Agencies	0	0	TON	Delivered
20					TON	Delivered & Loaded
21					TON	Pick Up
22		Local Governmental Entities	0	28,325	TON	Delivered
23					TON	Delivered & Loaded
24					TON	Pick Up
25	50-Seymour	INDOT & Other State Agencies	0	450	TON	Delivered
26					TON	Delivered & Loaded
27					TON	Pick Up
28		Local Governmental Entities	0	12,685	TON	Delivered
29					TON	Delivered & Loaded
30					TON	Pick Up
31	60-Vincennes	INDOT & Other State Agencies	0	25	TON	Delivered
32					TON	Delivered & Loaded
33					TON	Pick Up
34		Local Governmental Entities	0	1,294	TON	Delivered
35					TON	Delivered & Loaded
36					TON	Pick Up

UNTREATED SALT

Line Item	INDOT District	Entity	Commitment Range	2016/2017 Early Fill Quantity (100%)	2016/2017 Seasonal Quantity (100%)	Unit of Measure	Delivery Method
37	10-Crawfordsville	INDOT & Other State Agencies	80%-120%	2,700	34,380	TON	Delivered
38						TON	Delivered & Loaded
39						TON	Pick Up
40		Local Governmental Entities	80%-120%	0	19,355	TON	Delivered
41						TON	Delivered & Loaded
42						TON	Pick Up
43	20-Fort Wayne	INDOT & Other State Agencies	80%-120%	20,000	50,000	TON	Delivered
44						TON	Delivered & Loaded
45						TON	Pick Up
46		Local Governmental Entities	80%-120%	0	28,376	TON	Delivered
47						TON	Delivered & Loaded
48						TON	Pick Up
49	30-Greenfield	INDOT & Other State Agencies	80%-120%	2,700	31,460	TON	Delivered
50						TON	Delivered & Loaded
51						TON	Pick Up
52		Local Governmental Entities	80%-120%	0	15,450	TON	Delivered
53						TON	Delivered & Loaded
54						TON	Pick Up
55	40-LaPorte	INDOT & Other State Agencies	80%-120%	19,190	60,935	TON	Delivered
56						TON	Delivered & Loaded
57						TON	Pick Up
58		Local Governmental Entities	80%-120%	0	68,695	TON	Delivered
59						TON	Delivered & Loaded
60						TON	Pick Up
61	50-Seymour	INDOT & Other State Agencies	80%-120%	10,608	28,042	TON	Delivered
62						TON	Delivered & Loaded
63						TON	Pick Up
64		Local Governmental Entities	80%-120%	0	22,330	TON	Delivered
65						TON	Delivered & Loaded
66						TON	Pick Up
67	60-Vincennes	INDOT & Other State Agencies	80%-120%	16,000	14,075	TON	Delivered
68						TON	Delivered & Loaded
69						TON	Pick Up
70		Local Governmental Entities	80%-120%	0	11,050	TON	Delivered
71						TON	Delivered & Loaded
72						TON	Pick Up

The State of Indiana received responses from four (4) bidders:

- Cargill, Inc.
- Compass Minerals America Inc.
- Detroit Salt Company
- 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 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-16-094. 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.	Treated Salt: Line items 1-6, 10-18, 22-36 Untreated Salt: Line items 61-66	S14,203,169.84	Indiana Business Preference and US Manufactured	$14,401,209.27
Compass Minerals America, Inc.	Untreated Salt: Line items 67-72	$3,039,083.50	US Manufactured	$3,039,083.50
Detroit Salt Company	Untreated Salt: Line items 37-54	$12,848,330.09	US Manufactured	$12,848,330.09
Morton Salt, Inc.	Untreated Salt: Line items 55-60	$8,456,883.95	US Manufactured	$8,456,883.95
				$38,745,506.81

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.