

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager
DATE: January 10, 2012
SUBJECT: Approve the Award of Competitive Bid No. 10117 to Various Vendors for Herbicides, Fertilizers and Grass Seeds in the Maximum Aggregate Amount of \$75,000.00

ACTION REQUESTED

Approve the award of competitive Bid No. 10117 to various vendors for herbicides, fertilizers, and grass seeds in the maximum aggregate amount of \$75,000.00, and authorize the Purchasing Manager to sign the resulting BPOs.

BACKGROUND

The Facility Services and Public Works Departments have a continuing need to purchase herbicides, fertilizers, and grass seeds on an as-needed basis to support their operations. The departments' blanket purchase orders for these products expired on September 30, 2011.

Procurement Services developed Invitation for Bids (IFB) No. 10117 for herbicides, fertilizers, and grass seeds. The IFB was distributed via the County's E-Bid system to thirty-three potential bidders and advertised on the County's website. A total of eight bid responses were received. The bids were evaluated on a line item basis and for compliance with the bid specifications, terms, and conditions. Prompt payment discounts and local vendor preference were also considered. Attachment A provides a comparison of the bids submitted by the responsive firms. Procurement Services recommends the following BPO awards:

<u>Bidder</u>	<u>BPO Amount</u>	<u>Department</u>
Helena Chemical Company	\$33,000.00	Facility Services
Crop Production Services	\$18,000.00	Facility Services
John Deere Landscapes	\$11,000.00	Facility Services
Wilbur-Ellis Company	\$3,000.00	Facility Services
<u>Crop Production Services</u>	<u>\$10,000.00</u>	Public Works
Aggregate Total	\$75,000.00	

FISCAL IMPACT

Upon your Board's approval, blanket purchase orders will be awarded in the total aggregate amount of \$75,000.00. Fiscal Impact Statements for Facility Services and Public Works are attached (refer to Attachments B and C).

Attachments: A. IFB 10117 Evaluation Spreadsheet
B. Department of Administrative Services' Fiscal Impact Statement
C. Department of Public Works' Fiscal Impact Statement

cc: Valerie Bayne, Administrative Services Manager
Kevin Taber, Public Works Manager

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COUNTY OF PLACER, AUBURN, CA

Bid Evaluation Award Recommendation - Attachment A

Bid No. 10117
Title: Herbicides, Fertilizers & Grass Seeds
Close Date: October 7, 2011
Buyer Name: Bob Bigney
Phone: 530-889-4265
Estimated Award Date: January 10, 2012

Table with columns for Bidder, Item #, Description, Qty, Terms, and various pricing columns (Bid, Extension, etc.) for items like Monsanto Round-Up Pro Concentrate, Surflan A.S., Dow Agro Gallery 75 DF, etc.

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COUNTY OF PLACER, AUBURN, CA

Bid Evaluation Award Recommendation - Attachment A

Bid No. 10117
Title: Herbicides, Fertilizers & Grass Seeds
Close Date: October 7, 2011
Buyer Name: Bob Bigney
Phone: 530-889-4255
Estimated Award Date: January 10, 2012

Table with columns for Bidder, Item Description, and Pricing. Bidders include Crop Production Services, Ewing Irrigation, Helena Chemical Company, John Deere Landscapes, Sierra Pacific Turf Supply, Target Specialty Products, Univar USA Inc., and Wilbur-Ellis Company. Items include various herbicides and fertilizers.

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COUNTY OF PLACER, AUBURN, CA

Bid Evaluation Award Recommendation - Attachment A

Bid No. 10117
Title: Herbicides, Fertilizers & Grass Seeds
Close Date: October 7, 2011
Buyer Name: Bob Bigney
Phone: 530-889-4255
Estimated Award Date: January 10, 2012

Table with columns for Bidder, Item Description, and various pricing columns (e.g., Price per 50-lb. sack, Total, LVP, Prompt Pay Disc, Ref. Price). Rows include items like Best One Shot Turf Fertilizer, Grass Seed, and 25% Tall Fescue.

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COUNTY OF PLACER, AUBURN, CA

Bid Evaluation Award Recommendation - Attachment A

Bid No. 10117
 Title: Herbicides, Fertilizers & Grass Seeds
 Close Date: October 7, 2011
 Buyer Name: Bob Bligney
 Phone: 530-889-4255
 Estimated Award Date: January 10, 2012

Bidder	Crop Production Services	Ewing Irrigation	Helena Chemical Company	John Deere Landscapes	Sierra Pacific Turf Supply	Target Specialty Products	Univar USA Inc.	Wilbur-Ellis Company
Address	PO Box 1954	3441 E. Harbour Dr.	3155 Southgate Lane	24110 Network Pl	510 Salmer Ave.	15415 S. Marquardt Ave.	File No. 56019	PO Box 45326
City/State/Zip	Greeley, CO 80632-1954	Phoenix, AZ 85004	Chico, CA 95928	Chicago, IL 60673	Campbell, CA 95008	Santa Fe Springs, CA 90670	Los Angeles, CA 90074-6019	San Francisco, CA 94145-0326
Contact person	Scott P. Canfield	Jerry Kaylor	Paul Smith	Keith O. McGlincy	Craig Thordson	Patricia Crespan	Jazmin Phan	Scott Johnson
Telephone	916-369-2891	916-652-9530	530-342-4786	216-706-9250	916-997-4278	533-0816-1650	916-371-3854	888-932-6486
FAX Number	916-369-7046	916-652-9533	530-343-9047	248-581-1433	916-434-0507	916-374-0900		916-991-1837
Invoice Terms	Net 60 days delivered	Net 30 days	Net 30 days	Net 30	Net 30	Net 30	Net 30	Net 30 days
Delivery	2-3 days	1 week	2 days	7-10 days ARO	5 days ARO	3-7 days	Not Stated	10 days or fewer ARO
	LVP Certified? no	LVP Certified? yes	LVP Certified? no	LVP Certified? no	LVP Certified? no	LVP Certified? no	LVP Certified? no	LVP Certified? no
22 2% Zinc Phosphide Bait, 50-lb. sack	4	\$ 351.50 \$ 1,406.00	\$ - \$ 75.00 \$ 300.00	\$ - \$ - \$ -	\$ 69.50 \$ 278.00	\$ 74.88 \$ 299.52	\$ 72.50 \$ 290.00	\$ 71.00 \$ 284.00
Price per 50-lb. sack	7.25% sales tax	\$ 101.94	\$ - \$ 21.75	\$ - \$ - \$ -	\$ 20.16	\$ 21.72	\$ 21.03	\$ 20.59
Total		\$ 1,507.94	\$ - \$ 321.75	\$ - \$ - \$ -	\$ 298.16	\$ 321.24	\$ 311.03	\$ 304.59
LVP		\$ -	\$ - \$ -	\$ - \$ - \$ -	\$ -	\$ -	\$ -	\$ -
Prompt Pay Disc		\$ -	\$ - \$ -	\$ - \$ - \$ -	\$ -	\$ -	\$ -	\$ -
Ref Price		\$ 1,507.94	No Bid \$ 321.75	No Bid	\$ 298.16	\$ 321.24	\$ 311.03	\$ 304.59

Discount not used in evaluation if less than 10 days per Purchasing Policy Manual Section 3.12(b).

** Per the bid, substitutes are not allowed for these line items.

Bid No. 10117 - Herbicides, Fertilizers and Grass Seed
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Rankings and Recommended Awards - Attachment A

Bid No. 10117

Herbicides, Fertilizers and Grass Seed

(This is not an order)

RANKINGS BY PRODUCT

Line Item No. 1

Monsanto Round-Up Pro Concentrate, 30-gal

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 12,693.04
2	Helena Chemical Company	\$ 13,030.88
3	Wilbur-Ellis Company	\$ 14,478.75
4	Target Specialty Products	\$ 16,827.53
5	Sierra Pacific Turf Supply	\$ 17,664.08
6	John Deere Landscapes	\$ 19,305.00
7	Univar USA Inc.	\$ 23,416.97
8	Ewing Irrigation	\$ 40,331.40

Line Item No. 2

Monsanto Round-Up ProMax, 1.67-gal

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 2,820.94
2	Helena Chemical Company	\$ 2,865.72
3	John Deere Landscapes	\$ 2,928.46
4	Wilbur-Ellis Company	\$ 2,955.27
5	Target Specialty Products	\$ 3,217.50
6	Sierra Pacific Turf Supply	\$ 3,249.68
7	Univar USA Inc.	\$ 3,507.61
8	Ewing Irrigation	\$ 3,910.19

Line Item No. 3

Surflan AS, 2.5-gal

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 3,432.00
2	Crop Production Services	\$ 3,612.18
3	Target Specialty Products	\$ 3,740.88
4	Wilbur-Ellis Company	\$ 3,946.80
5	Sierra Pacific Turf Supply	\$ 4,152.72
6	John Deere Landscapes	\$ 4,335.30
7	Univar USA Inc.	\$ 4,352.46

Line Item No. 4

Dow-Agro Gallery 75 DF Pre-emergent, 1-lb.

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 24,298.56
2	Wilbur-Ellis Company	\$ 25,534.08
3	Crop Production Services	\$ 25,770.89
4	Target Specialty Products	\$ 27,943.34
5	Ewing Irrigation	\$ 27,989.88
6	Sierra Pacific Turf Supply	\$ 28,005.12
7	John Deere Landscapes	\$ 28,828.80
8	Univar USA Inc.	\$ 31,114.51

Line Item No. 5

Syngenta Barricade, 65 WG, 10-lb.

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 5,603.81
2	Wilbur-Ellis Company	\$ 6,113.25
3	Helena Chemical Company	\$ 6,166.88
4	Target Specialty Products	\$ 6,315.42
5	Sierra Pacific Turf Supply	\$ 6,998.06

Line Item No. 6

Dow-Agro Snapshot, 2.5 TG Pre-emergent 50-lb.

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 3,625.05
2	Target Specialty Services	\$ 3,756.32
3	John Deere Landscapes	\$ 3,809.95
4	Wilbur-Ellis Company	\$ 3,818.10
5	Crop Production Services	\$ 4,000.43
6	Sierra Pacific Turf Supply	\$ 4,011.15
7	Univar USA Inc.	\$ 5,040.75
8	Ewing Irrigation	\$ 5,132.20

Line Item No. 7

Best Dimension 270G Pre-emergent, 50-lb.

Rank	Bidder	Reference Price
1	Univar USA Inc.	\$ 1,458.60
2	John Deere Landscapes	\$ 1,564.13
3	Wilbur-Ellis Company	\$ 1,628.91
4	Crop Production Services	\$ 1,630.20
5	Target Specialty Products	\$ 1,649.93
6	Helena Chemical Company	\$ 1,683.83
7	Sierra Pacific Turf Supply	\$ 1,705.28
8	Ewing Irrigation	\$ 1,780.59

Line Item No. 8

Remedy Herbicide, 1-gal.

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 691.76
2	Crop Production Services	\$ 696.59
3	Sierra Pacific Turf Supply	\$ 874.09
4	Univar USA Inc.	\$ 905.83
5	Wilbur-Ellis Company	\$ 943.80
6	Target Specialty Products	\$ 970.61

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Rankings and Recommended Awards - Attachment A

Bid No. 10117

Herbicides, Fertilizers and Grass Seed

(This is not an order)

Line Item No. 9

XL 2G Pre-emergent Herbicide, 50-lb.

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 579.15
2	Wilbur-Ellis Company	\$ 643.50
3	Sierra Pacific Turf Supply	\$ 662.81
4	Target Specialty Products	\$ 694.72
5	Crop Production Services	\$ 779.28
6	Ewing Irrigation	\$ 793.26

Line Item No. 10

Speedzone Southern, 1-gal.

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 2,226.51
2	Target Specialty Products	\$ 2,235.95
3	Wilbur-Ellis Company	\$ 2,311.88
4	Univar USA Inc.	\$ 2,338.05
5	Helena Chemical Company	\$ 2,423.85
6	Sierra Pacific Turf Supply	\$ 2,503.22
7	John Deere Landscapes	\$ 2,557.70
8	Ewing Irrigation	\$ 2,986.32

Line Item No. 11

Aquamaster, 2.5-gal.

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 348.56
2	Helena Chemical Company	\$ 396.91
3	Wilbur-Ellis Company	\$ 407.55
4	Target Specialty Products	\$ 411.84
5	Ewing Irrigation	\$ 565.72
6	Sierra Pacific Turf Supply	\$ 587.73

Line Item No. 12

Garlon 4 Ultra Herbicide, 2.5-gal.

Rank	Bidder	Reference Price
1	Crop Production Services	\$ 2,498.39
2	Helena Chemical Company	\$ 2,670.53
3	Target Specialty Products	\$ 2,696.27
4	Wilbur-Ellis Company	\$ 3,024.45
5	Sierra Pacific Turf Supply	\$ 3,281.85
6	John Deere Landscapes	\$ 3,467.44
7	Univar USA Inc.	\$ 3,572.71

Line Item No. 13

Foam Fighter Defoaming Agent, 1-gt.

Rank	Bidder	Reference Price
1	Helena Chemical Company	\$ 98.13
2	Target Specialty Products	\$ 112.61
3	Crop Production Services	\$ 138.35
4	Wilbur-Ellis Company	\$ 600.60

Line Item No. 14

19-4-4 Nitra King Fertilizer

Rank	Bidder	Reference Price
1	John Deere Landscapes	\$ 3,500.64
2	Crop Production Services	\$ 3,592.88
3	Sierra Pacific Turf Supply	\$ 3,753.75
3	Univar USA Inc.	\$ 3,753.75
3	Wilbur-Ellis Company	\$ 3,753.75
6	Ewing Irrigation	\$ 3,862.96
7	Target Specialty Products	\$ 3,903.90
8	Helena Chemical Company	\$ 4,118.40

Line Item No. 15

Best One Shot Turf Fertilizer, 50-lb.

Rank	Bidder	Reference Price
1	John Deere Landscapes	\$ 6,127.84
2	Wilbur-Ellis Company	\$ 6,294.29
3	Crop Production Services	\$ 6,306.30
4	Sierra Pacific Turf Supply	\$ 6,435.00
5	Helena Chemical Company	\$ 6,606.60
6	Target Specialty Products	\$ 6,803.94
7	Ewing Irrigation	\$ 7,527.61

Line Item No. 16

Grass Seed, 90% Kentucky Blue, 10% Perennial, 10-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 353.93
2	Target Specialty Products	\$ 787.75

Line Item No. 17

Grass Seed, 90% Kentucky Blue, 10% Perennial, 25-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 325.29
2	Ewing Irrigation	\$ 635.27
3	Target Specialty Products	\$ 723.94

Line Item No. 18

Grass Seed, 90% Kentucky Blue, 10% Perennial, 50-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 305.93
2	Ewing Irrigation	\$ 656.91
3	Target Specialty Products	\$ 700.73

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Bid No. 10117

Herbicides, Fertilizers and Grass Seed

(This is not an order)

Line Item No. 19

Grass Seed, 50% Perennial Rye, 25% Kentucky, 25% Tall Fescue, 10-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 318.00
2	Target Specialty Products	\$ 586.66

Line Item No. 20

Grass Seed, 50% Perennial Rye, 25% Kentucky, 25% Tall Fescue, 25-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 278.85
2	Target Specialty Products	\$ 492.06

Line Item No. 21

Grass Seed, 50% Perennial Rye, 25% Kentucky, 25% Tall Fescue, 50-lb.

Rank	Bidder	Reference Price
1	Wilbur-Ellis Company	\$ 271.56
2	Target Specialty Products	\$ 439.08
3	Ewing Irrigation	\$ 700.48

Line Item No. 22

2% Zinc Phosphide Bait, 50-lb.

Rank	Bidder	Reference Price
1	Sierra Pacific Turf Supply	\$ 298.16
2	Wilbur-Ellis Company	\$ 304.59
3	Univar USA Inc.	\$ 311.03
4	Target Specialty Products	\$ 321.24
5	Helena Chemical Company	\$ 321.75
6	Crop Production Services	\$ 1,507.94

RECOMMENDED BLANKET PURCHASE ORDER (BPO) AWARDS

Line #	Description	Bidder	Recommended Award Facility Svcs.	Recommended Award Facility Svcs. (Rounded)	Recommended Award Public Works	Recommended Award Public Works (Rounded)
1	Monsanto Round-Up Pro Concentrate	Crop Production Services	\$ 5,986.54		\$ 6,706.50	
2	Monsanto Round-Up ProMax	Crop Production Services	\$ 2,820.94			
5	Syngenta Barricade, 65 WG	Crop Production Services	\$ 5,603.81			
10	Speedzone Southern	Crop Production Services	\$ 2,226.51			
11	Aquamaster	Crop Production Services	\$ 348.56			
12	Garlon 4 Ultra Herbicide	Crop Production Services	\$ 1,249.19		\$ 1,249.20	
		Crop Production Services	\$ 18,235.55	\$ 18,000.00	\$ 7,955.70	\$ 10,000.00 ****
3	Surflan AS	Helena Chemical Company	\$ 3,432.00			
4	Dow-Agro Gallery 75 DF Pre-emergent	Helena Chemical Company	\$ 24,298.56			
6	Dow-Agro Snapshot 2.5 TG Pre-emergent	Helena Chemical Company	\$ 3,625.05			
8	Remedy Herbicide	Helena Chemical Company	\$ 691.76			
9	XL 2G Pre-emergent	Helena Chemical Company	\$ 579.15			
13	Foam Fighter Defoaming Agent	Helena Chemical Company	\$ 98.13			
		Helena Chemical Company	\$ 32,724.65	\$ 33,000.00		
7	Best Dimension 270G Pre-emergent	John Deere Landscapes *	\$ 1,564.13			
14	19-4-4 Nitra King Fertilizer	John Deere Landscapes	\$ 3,500.64			
15	Best One Shot Turf Fertilizer	John Deere Landscapes	\$ 6,127.84			
		John Deere Landscapes	\$ 11,192.61	\$ 11,000.00		
16	Grass Seed, 90% Blue, 10% Rye, 10 lb	Wilbur-Ellis Company	\$ 353.93			
17	Grass Seed, 90% Blue, 10% Rye, 25 lb	Wilbur-Ellis Company	\$ 325.29			
18	Grass Seed, 90% Blue, 10% Rye, 50 lb	Wilbur-Ellis Company	\$ 305.93			
19	G.S., 50% Rye, 25% Blue, 25% Fescue, 10 lb	Wilbur-Ellis Company	\$ 318.00			
20	G.S., 50% Rye, 25% Blue, 25% Fescue, 25 lb	Wilbur-Ellis Company	\$ 278.85			
21	G.S., 50% Rye, 25% Blue, 25% Fescue, 50 lb	Wilbur-Ellis Company	\$ 271.56			
22	2% Zinc Phosphide Bait	Wilbur-Ellis Company **	\$ 304.59			
		Wilbur-Ellis Company	\$ 2,158.15	\$ 3,000.00 ***		
Total Recommended BPO Awards:			Facility Services	\$ 65,000.00	DPW	\$ 10,000.00

* Considering the County's cost to issue and maintain blanket purchase orders (BPO), Procurement recommends awarding Line Item 7 to John Deere Landscapes, the next lowest bidder for Line Item 7. An award to Univar, the lowest bidder for Line Item 7, will result in a BPO in the approximate amount of \$1,458.60

** Considering the County's cost to issue and maintain blanket purchase orders (BPO), Procurement recommends awarding Line Item 22 to Wilbur-Ellis Company, the next lowest bidder for Line Item 22. An award to Sierra Pacific Turf Supply, the lowest bidder for Line Item 22, will result in a BPO in the approximate amount of \$298.16.

*** Rounded to \$3,000 due to Wilbur-Ellis's minimum order quantities for grass seed.

**** Rounded to \$10,000 per DPW's request.

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MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: Honorable Board of Supervisors
FROM: Ken Grehm, Director
DATE: January 10, 2012
SUBJECT: **Fiscal Impact Statement**

Sufficient funding is in the FY2011/2012 Budget to cover the Crop Production Services herbicide BPO for the Road Maintenance department.

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors
FROM: Valerie Bayne, Administrative Services Manager
DATE: January 10, 2012
SUBJECT: **Fiscal Impact Statement**
Placer County Herbicides and Fertilizer Service

The Department of Facility Services requires an annual blanket purchase order for herbicides and fertilizers on an as-needed basis throughout Placer County. The department utilizes this BPO to provide the most commonly purchased herbicides and fertilizers for the Parks & Grounds Division and to acquire the necessary Material Safety Data Sheets for use of these products. The Department has budgeted appropriately for these services for FY11/12.