



REPORT TO COUNCIL

City of Sacramento

915 I Street, Sacramento, CA 95814-2604
[www. CityofSacramento.org](http://www.CityofSacramento.org)

CONSENT

September 5, 2006

Honorable Mayor and
 Members of the City Council

**Title: Agreement: Purchase of Chemicals and Fertilizers for Golf Course,
 Parks & Recreation and Utilities**

Location/Council District: Citywide

Recommendation: Adopt a **Resolution:** 1) Adopting specifications of Bid No. B061181098, 2) Accepting the lowest responsible bids received in response to Procurement's solicitation for golf course and park chemicals and fertilizers for use by Parks & Recreation, Capital City Golf and the Department of Utilities, and 3) Awarding contracts to Target Specialty Products and Western Farm Service in an annual amount not to exceed \$550,000.

Contact: Doug Parker, Golf Manager, 433-6314
 Marc Robles, Buyer II, Procurement Services, 808-6343

Presenters: None

Departments: Convention Culture & Leisure, Parks & Recreation, and Department of Utilities

Divisions: Capital City Golf, Parks Operations, Urban Forest Services and Field Services

Organization No: 3343, 4280, 4713, 4728

Description/Analysis

Issue: The Convention, Culture & Leisure, Parks & Recreation and Utilities Departments have a requirement for the purchase of chemicals and fertilizers in the maintenance of golf courses, parks and drainage areas. Therefore, the City is using one bid to fulfill the needs of multiple users.

Policy Considerations: This recommendation is consistent with the requirements for competitive bidding as detailed in Chapter 3.56.

Environmental Considerations: None

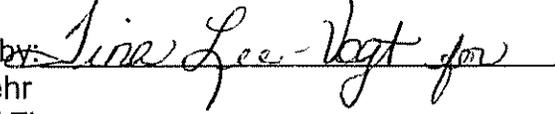
Rationale for Recommendation: The City of Sacramento has ongoing requirements for the purchase of chemicals and fertilizers. Attached is a tabulation of sealed bids received by the City Clerk for these requirements,

in accordance with the specifications used in the bidding process. Historical usage patterns and anticipated increases in usage in the coming year were used to establish quantities specified in the bid. However, due to the growth of acreage in parks and drainage areas in North Natomas and treatment of diseased trees in Sacramento's urban forest,-- coupled with the ongoing rising costs of raw materials used in chemicals and fertilizers-- a substantial expansion of the areas to be serviced with these chemicals and fertilizers is expected. This will result in marked growth in the use and overall cost of these products over the life of the three-year contracts. Therefore, staff recommends annual authorized expenditures of \$550,000 and award of Bid No. B061181098 to the lowest responsible bidders in their respective categories: Target Specialty Products and Western Farm Service. The recommended suppliers meet all specifications.

Financial Considerations: Sufficient funds are available in the operating budgets of the participating departments.

Emerging Small Business Development (ESBD): Neither vendor is certified as an Emerging/Small Business Enterprise. This is primarily due to the fact that large capital outlays are required to supply the quantities of chemicals and fertilizers the City needs, and generally, only larger vendors are able to supply the product volume required.

Reviewed/Approved by: 
Chris Stewart
Procurement Services Manager

Approved by: 
Russell Fehr
Director of Finance

Recommendation Approved:


CASSANDRA H.B. JENNINGS
City Manager

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BID NO. B061181098 – GOLF COURSE AND PARKS CHEMICALS & FERTILIZERS

Bidder	Category A Items (Incl. Sales Tax)	Category B Items (Incl. Sales Tax)	5% E/SBE Preference	Prompt Payment Discount	1% City Tax Preference	Evaluation Total
Sierra Pacific Turf Supply	\$264,501.03	\$95,390.27	None	None	None	\$359,891.30
Target Specialty Products	\$258,100.23	\$94,689.54	None	None	<\$3,274.15>	\$349,515.62
United Agricultural Products	\$273,330.75	NO BID	None	<\$1,268.36>	None	\$272,062.39
Western Farm Service	\$262,679.90	\$90,683.21	None	None	None	\$353,363.11
Willbur-Ellis Company	\$266,029.94	NO BID	None	None	None	\$266,029.94

Award of Contracts To: Target Specialty Products
524 Galveston St.
West Sacramento, CA 95691
Total Amount of Contract: \$550,000.00 (1)

Western Farm Service
PO Box 1117
Lodi, CA 95241
Total Bid Amount: \$348,783.44

Original Estimated Cost: \$400,000.00

Bid Due Date: July 12, 2006

Using Departments: Convention, Culture & Leisure, Parks & Recreation and Utilities

Total No. of Bids Solicited	No. of E/SBE Bids Solicited	No. of E/SBE Responses	Award to E/SBE Vendor?
20	1	0	No

(1) The lowest responsible bid total of \$348,783.44 represents the total for the estimated quantities selected for evaluation purposes only. Authorization is requested to enter into a contract in an amount not to exceed \$550,000.00 per year, which more accurately reflects the actual anticipated expenditures each year of this 3 year contract.

RESOLUTION NO. 2006-

Adopted by the Sacramento City Council

September 5, 2006

ADOPTION OF SPECIFICATIONS AND AWARD OF BID NO. B061181098 FOR THE PURCHASE OF CHEMICALS AND FERTILIZERS FOR GOLF COURSE, PARKS & RECREATION AND UTILITIES

BACKGROUND

- A. The Departments of Convention, Culture & Leisure, Parks & Recreation and Utilities have a requirement for the purchase of chemicals and fertilizers. Historical usage patterns and anticipated increases in usage in the coming year were used to establish quantities specified in the bid. However, a substantial expansion of the areas to be serviced with these chemicals and fertilizers, coupled with rising costs will result in marked growth in the usage and overall cost of these products over the life of the three year contracts, and;
- B. Staff requests that the Mayor and City Council accept the results of Bid No. B061181098 and award contracts in their respective categories to: Target Specialty Products, in an annual amount not to exceed \$425,000; and Western Farm Service, in an annual amount not to exceed \$125,000.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. The results of Bid No. B061181098 are hereby accepted for the purchase of chemicals and fertilizers and;
- Section 2. The City Manager is hereby authorized to award contracts for this purchase to: Target Specialty Products, 524 Galveston St., West Sacramento, CA, in an annual amount not to exceed \$425,000 and Western Farm Service, P.O. Box 1117, Lodi, CA in an annual amount not to exceed \$125,000. The combined total contracts will not exceed \$1,650,000 for the three-year contracts.

