

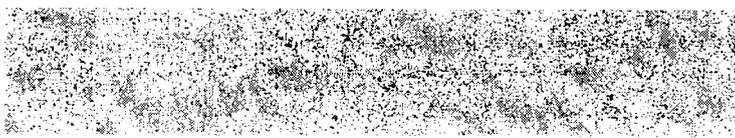
Memorandum

To: Linda Bruer, Director
CC: John Hoffman, Deputy Director
From: John Hawkins Golf Course Superintendent
Date: February 25, 2013
Re: Bids for Fertilizer and Chemicals

February 22nd 2013, was the formal bid opening for the purchase of fertilizers and chemicals to be used on the golf course. The total amount budgeted for the purchase of these products was \$45,825.00. This breaks down into three separate line items fertilizers \$11,000.00, fungicides \$19,960.00 and insecticides/herbicides \$14,865.00. There were three companies that showed an interest in giving us bids.

Attached is a spreadsheet of bid results by chemical category including product name, quantity needed, bid unit price and total price. Just like last year not all of the products on the spreadsheet will be used. Weather conditions will dictate which chemicals will be used and in what quantities. Also just like last year the vendors have indicated that the fertilizer prices are only good for 30 days; all other prices are good for the year. The fertilizer prices are unstable due to the fact that pricing is dependent on how many acres of corn and soybeans the farmers are going to raise. Any product with an asterisk next to it indicates that the product is agency priced; meaning the company that distributes the product sets the selling price and the distributors cannot deviate from that price.

If you look at the spreadsheet you will see that Helena is low bid on the majority of the products. However, my recommendation would be the same as last year and that is allowing the price of each individual product to dictate which vendor we use. For example, if we choose a particular product and Helena has the lowest price then obviously we would choose them. But, if we happen to choose a product where two vendors have the same price then I would recommend choosing a vendor other than Helena. This would give other vendors a chance at our business.



Ballwin Golf Course Fertilizer Bid Comparison Chart (Budget Code 010441212020) (Budgeted Amount \$11,000)

Product	Quantity Needed	John Deere Landscapes			Helena			Supreme Turf		
		Price Per Lb/Gal	\$ Per Bag	Total Price	Price Per Lb/Gal	\$ Per Bag	Total Price	Price Per Lb/Gal	\$ Per Bag	Total Price
Milorganite 6-2-0 Fairway Grade	260 Bags		\$9.54	\$2,480.40		\$9.50	\$2,470.00		no bid	
Milorganite 6-2-0 Greens Grade	40 Bags		\$9.54	\$381.00		\$10.50	\$420.00		no bid	
18-0-18 50% SCU/ 4% Fe	160 Bags		\$21.90	\$3,504.00		\$17.81	\$2,849.60		no bid	
5-5-30 All Mineral	80 Bags		\$23.97	\$1,917.60		\$21.55	\$1,724.00		no bid	
12-0-18 All Ammonical Greens Grade	80 Bags		\$24.44	\$1,955.20		\$31.00	\$2,480.00		no bid	
16-24-12 20% SCU	120 Bags		no bid			\$19.79	\$2,374.80		no bid	
18-24-12	120 Bags		\$25.29	\$3,034.80		\$21.93	\$2,631.60		no bid	
29-0-11 30% MESA	120 Bags		\$25.64	\$3,076.80		\$20.36	\$2,443.20		no bid	
18-3-6	60 Gals	\$17.15		\$1,029.00	\$8.50		\$510.00		no bid	
0-0-25	30 Gals	\$13.48		\$404.40	\$22.00		\$660.00		no bid	
8-8-16 Liquid	30 Gals	\$20.02		\$600.60		no bid			no bid	
12-0-12	30 Gals	\$14.78		\$443.40	\$12.00		\$360.00		no bid	
14-2-14 Liquid Coron+ Micro pack	60 Gals	\$11.22		\$673.20	\$18.00		\$1,080.00		no bid	
Brexil LPCA Chelated Micro Package	160 lbs		no bid		\$9.00		\$1,440.00		no bid	
15-0-0 6% Fe Ele-Max Turf Nectar AC	30 Gals	\$11.22		\$336.60	\$10.00		\$300.00		no bid	
Woodace 14-14-14	100 /lbs	\$1.00	\$40.19	\$100.00	\$0.80	\$31.96	\$80.00		no bid	
Gypsum (greens grade)	200 /lbs	\$0.27	\$13.55	\$54.20	\$0.22	\$10.98	\$44.00		no bid	
Limestone (greens grade)	200 /lbs	\$0.15	\$7.25	\$30.00	\$0.20	\$10.00	\$40.20		no bid	
Magnesium Sulfate	50/lbs	\$0.40	\$20.00	\$20.00		no bid			no bid	
20-20-20	75 /lbs	\$1.68	\$42.03	\$126.00	\$1.50	\$37.50	\$112.50		no bid	
32-16-32	75 /lbs	\$1.65	\$41.18	\$123.75		no bid			no bid	
32-3-8	75/lbs	\$0.46	\$23.26	\$34.89	\$0.37	\$18.71	\$28.07		no bid	

*Agency Priced

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Not all the products listed will be used. Depending on weather conditions, some products may be used more than others.

Ballwin Golf Course Fungicide Bid Comparison Chart (Budget Code 010441212019) (Budgeted Amount \$19,960)

Product	John Deere Landscapes				Helena			Supreme Turf		
	Quantity Needed	Price Per Lb/Gal		Total Price	Price Per Lb/Gal		Total Price	Price Per Lb/Gal		Total Price
Banner Maxx*	3 Gals	\$214.00		\$342	\$214.00		\$342.00	\$214.00		\$342.00
Propiconazole(generic)	3 Gals	\$92.38		\$277	\$80.00		\$240.00		no bid	
Banol	2 Gals	\$370.00		\$925	\$370.00		\$925.00	\$370.00		\$925.00
Proplant(generic)	2 Gals	\$468.98		\$938	\$340.00		\$760.00		no bid	
Bayleton*	1 case	\$600.00		\$3,000.00	\$510.00		\$510.00	\$600.00		\$3,000.00
Daconil Zn *	30 Gals	\$46.70		\$1,401.00	\$46.70		\$1,401.00	\$46.70		\$1,401.00
Daconil Action	20 Gals	\$69.00		\$1,380.00	\$69.00		\$1,380.00	\$69.00		\$1,380.00
Disarm	1 Gal	\$2,080.00		\$10,400.00	\$2,080.00		\$10,400.00		no bid	
Endorse	33 lbs	\$21.50		\$709.50	\$18.46		\$609.12	\$19.10		\$630.00
Insignia*	8lbs	\$11.60		\$1,415.20	\$11.36		\$1,385.92	\$12.42		\$1,515.24
Instrata*	7.5 Gals	\$158.00		\$1,185.00	\$158.00		\$1,185.00	\$158.00		\$1,185.00
Chipco 26GT	15 Gals	\$161.86		\$2,427.90	\$126.00		\$1,890.00	\$136.00		\$2,040.00
Iprodione(generic)	15 Gals	\$62.82		\$942.30	\$55.00		\$825.00		no bid	
Medallion	4.5 lbs	\$23.76		\$190.08	\$16.22		\$129.76	\$258.40		\$1,292.00
Prostar	20 lbs	\$71.18		\$1,423.60	\$54.32		\$1,086.40		no bid	
Spectro 90	75 lbs	no bid			\$11.49		\$861.75		no bid	
Tartan*	5 Gals	\$440.00		\$2,200.00	\$440.00		\$2,200.00	\$440.00		\$2,200.00
Thiophanate-methly	20 Gals	\$98.90		\$1,978.00	\$100.00		\$2,000.00		no bid	
Triton*	4 Gals	\$637.50		\$2,550.00		no bid		\$637.50		\$2,550.00
Subdue Maxx*	2 Gals	\$506.00		\$1,012.00	\$506.00		\$1,012.00	\$506.00		\$1,012.00
Mefenoxam (generic)	2 Gals	\$468.68		\$937.36	\$390.00		\$780.00		no bid	
Vinclozolin*	28 lbs	\$32.00		\$896.00	\$35.36		\$990.00	\$32.00		\$896.00
Cutlass*	price per lb	948.95/gal		\$2,372.46	5.83/lb		\$122.50		no bid	
Proxy	5 Gals	\$38.80		\$194.00	\$38.95		\$194.75		no bid	
Primo*	2 Gals	\$283.00		\$566.00	\$283.00		\$566.00	\$283.00		\$566.00
Podium (generic)	2 Gals	\$220.58		\$441.16	\$185.00		\$370.00		no bid	
Trimmit	2.5 Gals	\$430.00		\$1,075.00	\$398.00		\$995.00	\$398.00		\$995.00
Paclobutrazole(generic)	2 Gals	\$306.00		\$612.00	\$245.00		\$490.00		no bid	
Legacy*	5 Gals	\$380.00		\$1,900.00	\$380.00		\$1,900.00		no bid	
Zerotol	40 Gals	\$57.62		\$2,304.88	\$40.80		\$1,632.00		no bid	
Quanta	20 Gals		no bid		\$50.00		\$1,000.00		no bid	
Briskway	5 Gals	\$1,250.00		6,250.00	\$1,250.00		\$6,250.00	\$1,250.00		\$6,250.00
Tourney	5 Gals	131.84/lb		659.20	\$131.84		\$659.20	\$131.84		\$659.52

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Ballwin Golf Course Herbicides Bid Comparison Chart (Budget Code 010441212018) (Budgeted Amount \$10,800)

Herbicide Product	Quantity Needed	John Deere Landscapes			Helena			Supreme Turf		
		Price per Unit		Total Price	Price per Unit		Total Price	Price per Unit		Total Price
Acclaim	2 Gals	\$681.06		\$ 1,362.12	\$487.00		\$974.00		no bid	
Battleship	20 Gals	\$25.24		\$ 504.80	\$48.00		\$960.00		no bid	
Barricade Liquid*	10 Gals	\$142.00		\$ 1,420.00	\$137.00		\$1,370.00	\$142.00		\$1,370.00
Prodiamine (generic)	10lbs	\$15.01		\$ 150.01	11.50/lb		\$115.00		no bid	
Bensumec	20 Gals	\$125.44		\$ 2,508.80	\$102.96		\$2,059.20		no bid	
Copper Sulfate	20lbs	\$4.77		\$ 95.40	\$2.00		\$40.00		no bid	
Dismiss	6 qts	\$368.96		\$ 2,213.76	\$281.92		\$1,691.49		no bid	
Fusilade	4 Qt	\$81.00		\$ 324.00	\$60.67		\$242.68		no bid	
Katana	30 Ozs	\$236.20		\$ 2,362.00	\$159.00		\$1,590.00		no bid	
Milorganite w/Barricade	8000 Lbs		no bid		\$18.36		\$2,937.60		no bid	
Pennant	2 Gals	\$259.41		\$ 518.82	\$173.11		\$346.22		no bid	
Revolver*	6 qts	540/87oz		\$ 1,620.00	212.77/32oz		\$1,276.62	\$540.00		\$1,620.00
Ronstar Sprayable	15 Gals	\$160.00		\$ 2,400.00	\$160.00		\$2,400.00	\$160.00		\$2,400.00
Ronstar 5-0-20	100 bags	\$43.28		\$ 4,328.00	\$39.22		\$3,922.00		no bid	
Round up	15 Gals		no bid		\$58.00		\$3,922.00		no bid	
Honcho Plus(generic)	15	\$20.18		\$ 302.70	\$18.00		\$270.00		no bid	
Sedge-Hammer	10 bottles	\$89.46		\$ 894.60	\$86.00		\$860.00		no bid	
Prosege(generic)	10	\$87.64		\$ 879.40	\$79.00		\$790.00		no bid	
Snapshot	100 Lbs	\$89.28		\$ 178.56	\$82.00		\$164.00		no bid	
Hardball	15	\$92.88		\$ 1,393.20	\$30.00		\$450.00		no bid	
Speedzone	20 Gals	\$83.28		\$ 134.24	\$63.19		\$1,263.80		no bid	
Tupersan	price per/lb	\$33.56		\$ 33.56	\$26.89		\$26.89		no bid	
Turflon Ester	5 Gals	\$151.08		\$ 755.40	\$128.22		\$641.10		no bid	
0-0-7 + .15% Dimension	7000 Lbs	\$24.95		\$ 3,493.00	\$16.90		\$2,366.00		no bid	
17-0-3 + .22% Dimension	6000	\$25.69		\$ 3,082.80	\$20.77		\$2,492.40		no bid	

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Ballwin Golf Course Insecticide Bid Comparison Chart (Budget Code 010441212018) (Budgeted Amount \$4,000)

Insecticide Product	John Deere				Helena			Supreme Turf		
	Quantity Needed	Price per Unit		Total price	Price per unit		total price	price per unit		total price
Acelepryn		\$ 897.50		\$ 897.50	\$897.50		\$897.50	897.5		\$ 897.50
Horticultural Oil	1 gal	\$ 16.12		\$ 16.12	\$11.00		\$11.00		no bid	
Meridian*	2 bottles	\$ 102.00		\$ 204.00	\$274.55		\$549.10	102		\$ 204.00
Sevin	5 gals		no bid		\$49.39				no bid	
Carbaryl (generic)	5 gals	\$ 43.84		\$ 219.20		no bid			no bid	
Safari	12oz	\$ 107.00		\$ 107.00	\$87.82		\$87.82		no bid	
Talstar	3 gals	\$ 86.31		\$ 258.93	\$38.17		\$114.51		no bid	
Bifenthrin Prp(generic)	3 gals	\$ 46.19		\$ 138.57	\$38.17		\$114.51		no bid	
0-0-7 + .2% Merit	40 bags	\$ 18.48		\$ 739.20	\$17.57		\$702.80		no bid	
imidacloprid (generic)	1 gal	50.53/bag	40 bags	\$ 2,021.20	75/gal	1 gal	\$75.00		no bid	
Miscellaneous Product										
	Quantity Needed	Price per Unit		Total price	Price per unit		total price	price per unit		total price
Request (Buffering Agent)	10 gals		no bid		\$25.00		\$250.00		no bid	
Induce (Sticker)	20 gals	\$27.08		\$ 541.60	\$22.00		\$440.00		no bid	
Reservoir (Granular Wetting)	100lbs		no bid		\$1.60		\$160.00		no bid	
Humic Acid - 14%	35 gals		no bid		\$17.50		\$612.50		no bid	
Focus	35 gals	\$41.20		\$ 1,442.00	\$34.67		\$1,213.00		no bid	
Spray Indicator	30 gals	\$28.00		\$ 840.00	\$26.50		\$795.00		no bid	
Lake Colorant	8 boxes	\$45.58		\$ 364.54	\$35.88		\$287.64		no bid	
Long Term Wetting Agent	30 gals	\$55.10		\$ 1,653.00	\$62.00		\$1,860.00		no bid	

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