



# City Council Report

**Date:** October 2, 2017  
**To:** City Council  
**Through:** Mike Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Three-Year Term Contract for Fertilizer for the Parks, Recreation and Community Facilities Department **(Citywide)**

## **Purpose and Recommendation**

Council is requested to approve the Term Contract for Fertilizer as recommended.

The Parks, Recreation and Community Facilities (PRCF) Department and Purchasing recommend awarding the contract to lowest, responsive and responsible bidders: Wilbur Ellis; Horizon Distribution; Target Specialty Products; and J.R. Simplot Company; cumulatively not to exceed \$160,000.00 annually, based on estimated requirements.

## **Background / Discussion**

This contract will provide fertilizer to promote turf health at PRCF facilities (Dobson Ranch Golf Course, Mesa Cemetery, Aquatics Facilities, Parks Retention Basins and Sports Fields.

This solicitation was completed using a reverse auction which allows bidders to compete head to head in a dynamic live auction. 5 vendors were qualified to submit bids; only 4 vendors bid. During the reverse auction that lasted 23-minutes, there were 130 bids placed. The City realized a 17% reduction to the previous contracted rate.

## **Alternatives**

Council may choose not to authorize the purchase and new responses will be solicited.

## **Fiscal Impact**

The annual contract amount is funded by the Parks, Recreation and Commercial Facilities Department operating budget through the Environmental Compliance Fee, General Fund, Cemetery Fund, Enterprise Funds – Cubs Spring Training Facility and Hohokam/Fitch Sports Complex.

## **Coordinated With**

Parks, Recreation and Community Facilities, and Purchasing

## **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2017212

Vendors Registered: ProcureAZ (323) and Vendor Self Service (31)

Advertising: ProcureAZ and Purchasing Website

Downloads: Not available

Responses: 5

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, one-year renewal subject to future Council consideration

Prices: Future price increases are capped by the Producer Price Index

Pricing Available to Other Cooperative Agencies: Yes

## **Vendors submitted a bid for reverse auction qualification effective July 27, 2017**

Horizon Distribution - Phoenix, AZ

JR Simplot - Tempe, AZ

SiteOne Landscape Supply - Cleveland, OH

Rentokil North America, Inc. dba Target Specialty Products - Tempe, AZ

Wilbur Ellis - Tempe, AZ

## **AWARD RECOMMENDATION**

Description
Fertilizer per Agreement No. 2017212; Exhibits – Scope of Work, Pricing, Mesa Standard Terms and Conditions and Reverse Auction Procedures; Solicitation including any addenda; and Contractor Response
<u>Items 1, 3, 5, 6, 7, 10, 11 and *12</u> <b><i>Wilbur Ellis - Tempe, AZ</i></b>
<u>Items 2, 9 and *12</u> <b><i>Horizon Distribution - Phoenix, AZ</i></b>
<u>Items 4A, 4B and *12</u> <b><i>Target Specialty Products - Tempe, AZ</i></b>
<u>Items 8 and *12</u> <b><i>J.R. Simplot Company - Tempe, AZ</i></b>
<b>Annual Contract Amount: <u>\$160,000.00</u></b> (cumulatively not to exceed, and includes applicable Sales Taxes)
*All vendors are awarded line 12, which is a percentage discount off list price.