

ITEM	9
MANAGER'S REPORT NO.	11
COUNCIL MEETING	1980 02 11

RE: TENDERS FOR HIGH DENSITY FERTILIZER

Following is a report from the Parks and Recreation Administrator regarding tenders for high density fertilizer.

The Purchasing Agent concurs with the recommendations.

RECOMMENDATION:

1. THAT the recommendations as contained in the report from the Parks and Recreation Administrator be adopted.

* * * * *

1980 February 07

TO: MUNICIPAL MANAGER

FROM: ADMINISTRATOR, PARKS AND RECREATION

RE: TENDER FOR HIGH DENSITY FERTILIZER

Recommendation:

1. THAT Council authorize the execution of a contract with Green Valley Fertilizer and Chemical Co. Ltd., for the supply and delivery of high-density fertilizer (using sulphur-coated urea) as per that company's tender in the amount of \$26,236.20.
2. THAT Council authorize the execution of a contract with O.M. Scott & Sons for the supply and delivery of high density fertilizer as per Items 3 and 4 of that Company's tender, in the amount of \$4,810.50.

REPORT

Two tenders for the supply and delivery of high-density fertilizer required during 1980 were received by the Purchasing Agent on 1980 January 29. A tabulation of quantities and prices quoted by O.M. Scott and Sons and Green Valley Fertilizer and Chemical Co. Ltd., is attached.

Green Valley has offered two alternatives - one formulated with urea-formaldehyde and one formulated with sulphur-coated urea - to the water insoluble methylene urea that was specified. The Scott company has offered the formulation specified but at a much higher cost than the Green Valley product. Green Valley has only quoted on three (3) of the five (5) different fertilizers, but in all cases offer their product at one-third the cost of the Scott product.

The Green Valley company recommends the sulphur-coated urea over the urea-formaldehyde "because of its more consistent nitrogen release rate and because it is more economical".

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Operations staff would recommend that the Green Valley products be used in 1980. As Green Valley did not quote prices on Items 3 and 4 of the attached tabulation, the supply of these items must be awarded to O.M. Scott and Sons.

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At its meeting of 1980 February 06 the Parks and Recreation Commission approved the purchase of fertilizer from Green Valley Fertilizer and Chemical Co. Ltd., in the amount of \$26,236.20 and from O.M. Scott and Sons in the amount of \$4,810.50.



Dennis Gaunt,
Administrator.

AG:df
Attach

c.c. Legal and Lands
Purchasing Agent
Municipal Treasurer

ITEM SUPPLEMENTARY 11
 ADMINISTRATOR'S REPORT NO. 2
 COMMISSION MEETING 80 02 06

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INTER-OFFICE COMMUNICATION

TO: Parks & Recreation ADMINISTRATOR DEPARTMENT: DATE: 1980 January 30
 FROM: Purchasing Agent DEPARTMENT: OUR FILE #
 SUBJECT: TENDER FOR HIGH DENSITY FERTILIZER YOUR FILE #

Requisition dated 1979 December 20th from your department called for the supply and delivery of High Density Fertilizer as required during 1980.

Two (2) tenders were received up to 1500 h, 1980 January 29th and opened in the presence of R. Constable and J. Hagen.

A tabulation of quantities and unit prices are as follows:

TENDER #1

O.M. Scott and Sons - Maryville, Ohio, 43040, U.S.A.

PRICE In Canadian Funds (Provincial Sales Tax Exempt)

- (1) 67,000 lbs. 31-3-10 high density turf fertilizer
 Bag Size 63 7/8 lb. Number of Bags 1,050 @ \$25.50 Cost per Bag \$ 26,775.00
- (2) 43,000 lbs. 30-5-3 high density turf fertilizer plus weed control
 Bag Size 66 lb. Number of Bags 652 @ \$44.25 Cost per Bag \$ 28,851.00
- (3) 2,100 lbs. 28-0-7 D.S.B. high density fertilizer with fungicide
 Bag Size 35 lb. Number of Bags 60 @ \$45.50 Cost per Bag \$ 2,730.00
- (4) 2,000 lbs. 14-3-3 high density fertilizer
 Bag Size 35 lb. Number of Bags 57 @ \$36.50 Cost per Bag \$ 2,080.50
- (5) 35,600 lbs. 34-3-7 high density fertilizer
 Bag Size 43 1/2 lb. Number of Bags 818 @ \$17.75 Cost per Bag \$ 14,519.50

TOTAL COST BEFORE DISCOUNTS \$ 74,956.00
 =====

- OPTION #1 - One Shipment (Less Discount) - \$64,462.16
 =====
- OPTION #2 - Three Shipments (Less Discount) - \$68,602.40
 (As per Burnaby Specification)

TENDER #2

Green Valley Fertilizer and Chemical Co. Ltd. - Surrey, B.C.

2. - ALTERNATE - Using Urea Formaldehyde

PRICE In Canadian Funds (Provincial Sales Tax Exempt)

- (1) 67,000 lbs. 31-3-10 high density turf fertilizer

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TENDER #2 (2. - ALTERNATE - Using Urea Formaldehyde) (cont'd)

- (1) Bag Size 25 kg. Number of Bags 1,220 @ \$ 10.75 Cost per Bag \$ 13,115.00
- (2) 43,000 lbs. 30-5-3 high density turf fertilizer plus weed control
 Bag Size 25 kg. Number of Bags 780 @ \$ 14.10 Cost per Bag \$ 10,998.00
- (3) 2,100 lbs. 28-0-7 D.S.B. high density fertilizer with fungicide
 Bag Size - Number of Bags - @ \$ - Cost per Bag \$ -
- (4) 2,000 lbs. 14-3-3 high density fertilizer
 Bag Size - Number of Bags - @ \$ - Cost per Bag \$ -
- (5) 35,600 lbs. 34-3-7 high density fertilizer
 Bag Size 25 kg. Number of Bags 648 @ \$ 8.85 Cost per Bag \$ 5,734.80

TOTAL DELIVERED COST = \$29,847.80
 =====

2.(A) - ALTERNATE - Using Sulphur Coated Urea

PRICE In Canadian Funds (Provincial Sales Tax Exempt)

- (1) 67,000 lbs. 31-3-10 high density turf fertilizer
 Bag Size 25 kg. Number of Bags 1,220 @ \$ 9.03 Cost per Bag \$ 11,016.60
- (2) 43,000 lbs. 30-5-3 high density turf fertilizer plus weed control
 Bag Size 25 kg. Number of Bags 780 @ \$ 12.70 Cost per Bag \$ 9,906.00
- (3) 2,100 lbs. 28-0-7 D.S.B. high density fertilizer with fungicide
 Bag Size - Number of Bags - @ \$ - Cost per Bag \$ -
- (4) 2,000 lbs. 14-3-3 high density fertilizer
 Bag Size - Number of Bags - @ \$ - Cost per Bag \$ -
- (5) 35,600 lbs. 34-3-7 high density fertilizer
 Bag Size 25 kg. Number of Bags 648 @ \$ 8.20 Cost per Bag \$ 5,313.60

TOTAL DELIVERED COST = \$26,236.20
 =====

Three (3) of the fertilizer formulas quoted by O.M. Scott and Sons have been purchased in each of the last two years. The following table shows the percentage increases in cost for each year:

			<u>1979</u>		<u>1980</u>
Item #1	31-3-10	up	14.81%	up again	27.50%
Item #2	30-5-3	up	18.64%	up again	26.43%
Item #3	28-0-7	up	15.08%	up again	25.52%

O.M. Scott & Sons Fertilizer is produced in the United States and the increased cost for the most part is a reflection of the devalued Canadian dollar and higher freight charges.

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I would also ask that you consider the supporting technical data with Green Valley's tender and their recommendation to supply the sulphur coated urea type for \$26,236.20.

Should the Parks Commission recommend acceptance of any tender, it will be necessary to advise the Municipal Manager so that he can obtain Council's approval to formalize a legal contract.

I have enclosed both tenders. Please return them with your report.


K.F. Williams,
PURCHASING AGENT.

RJC/gbw
Attachments.

c.c. Municipal Manager

