

## Sole Source Procurement Instructions

Department: Parks and Recreation Golf Course      Date: 7/16/2014

Vendor:      **GROWTH ENHANCER TURF CONSULTANTS**  
                 821 Stonegate Drive Number 6, Salem, VA

It is the policy of the City of Harrisonburg that contracts/products be awarded on a competitive basis and that the use of a sole source procurement must be limited to those instances where only one source is practicably available.

1. Explain why this is the only product or service that can meet the needs of the department making the purchase.

Heritage Oaks uses Growth Enhancer Turf Consultant's Floratine products line as part of a comprehensive, scientific, state law mandated, nutrient management plan on the golf course's Bent grass greens, tees and fairways.

1. Due to the uniqueness and variety of quality, formulations, and price, objective comparison of these type products based solely on low price per gallon in a manner used for other commodities is extremely difficult if not impossible. Growth Enhancer Turf Consultants (GETC) have demonstrated, in both theory and practice, that the Floratine line of products provide a singular value to the City through their high quality and low "cost per application". Other factors unique to this manufacturer's products:
  - a. Contain all three plant hormones in proper ratio
  - b. High grade natural carbons, organic acids, amino acids, biostimulants, anti-oxidants, and Food Grade nutrients throughout the product line
  - c. Ability to target specific plant deficiencies indicated by soil and tissue analysis without over supplying others, important for both cost savings, environmental protection, and legislatively mandated requirements for "nutrient management plan" based fertility programs
  - d. Products provide all 27 amino acids required by plants to produce mature complete proteins
  - e. Specifically engineered for "Low Mow" turf common to golf courses, not agricultural based products made for other crops.
  - f. "Food Grade" or "Technical Grade" 98%-96% pure, high quality products (superior to "Agricultural" and "Utility" grade, which are 90%-80% pure respectively).
  - g. GETC provides, at no additional cost, limited turf consultation services, to periodically monitor, track growing conditions, and prescribe sound agronomical solutions to problems associated specifically with low mow golf course turf grass. They also provide, at competitive prices,

soil testing services specific to low mow turf with subsequent analysis of findings included.

1. Explain why this vendor is the only practicably available source from which to obtain this product or service.

Growth Enhancer Turf Consultants are the only authorized vendors for Floratine products in our area.

2. Explain why the price is considered reasonable.

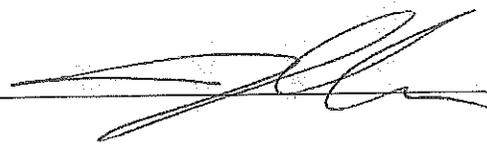
Growth Enhancer Turf Consultants provide Floratine products at Agency (Manufacturer's Set Minimum) prices. However, these products are sometimes offered at a discount off of list for various "Early Order", or other promotions. Floratine products are engineered for maximum plant uptake and utilization. Optimum plant health is achieved with lower application rates making the "Cost per application" low as compared to other products that may require much higher application rates to achieve the an equivalent plant response. Example: Floratine application recommendations at 1-3 ounces per 1000 sq. ft. with as good or often better results than the 4-9 ounces per 1000 sq. ft. recommended by other manufacturers.

3. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers.

When solicited as part of an IFB in 2008, Growth Enhancer Turf Consultants Floratine products were the only products to meet the quality specifications and, as such, were the lowest bid price. Also, though prices for these products are "Agency Priced", significant additional savings is realized by free shipping for products facilitated by the GETC representative. Savings from little or no freight charges are significant.

**Please attach this form to the Requisition and forward to Purchasing.**

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

7-18-14