

29773



Joe Lauro, CPPO/PPPB  
Director

**INTEROFFICE MEMO**

To: Robert S. LaSala, County Administrator  
From: Joseph Lauro, Director of Purchasing  
Subject: Award of Bid – Sod: Pick Up and Installation (Co-op)  
Contract No. 089-0236-B (SS)  
Date: May 21, 2009

**RECOMMENDATION:** I RECOMMEND THE COUNTY ADMINISTRATOR AWARD THE BID FOR SOD: PICK UP AND INSTALLATION (CO-OP) WITH TOM'S SOD SERVICE, INC., CLEARWATER, FLORIDA, ON THE BASIS OF BEING THE LOWEST RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. BIDS ARE ON FILE IN THE PURCHASING DEPARTMENT.

|   |                     |
|---|---------------------|
| CO-OP ESTIMATED ANNUAL EXPENDITURE NOT TO EXCEED:           | \$ 95,630.00        |
| PINELLAS COUNTY ESTIMATED ANNUAL EXPENDITURE NOT TO EXCEED: | <u>\$128,550.00</u> |
| TOTAL CONTRACT ESTIMATED ANNUAL EXPENDITURE NOT TO EXCEED:  | \$224,180.00        |

Funding is provided through each using departments operating budget.

**DISCUSSION:** This is a cooperative bid for sod, picked up or delivered and installed, administered by Pinellas County, including the cities of Belleair Beach, Dunedin, Oldsmar, Pinellas Park and Tarpon Springs and will be purchased on an as needed basis. The cooperative participants will be responsible for their funding and issuance of purchase authorizations.

Contract Period: 7/6/09 THROUGH 7/5/10  N/A – One Time Purchase

Term Extension: Terms Length of  None  
Remaining Each Term  
3 12 Months

Increase Allowances: Producer Price Index (PPI) for Series PCU444220444220; Industry: Nursery, garden, and farm supply stores; Product: Nursery, garden, and farm supply stores; Base Date: 200212, for the twelve months prior to renewal

Section 2-176 of the Pinellas County Code delegates authority to the County Administrator to award contracts for purchases of goods or services of \$250,000 or less, and the Director of Purchasing for purchases of \$100,000 or less within the budget of the using department.

APPROVED   
ROBERT S. LASALA  
County Administrator

Date of Approval: 5/27/09

- Attachments:
1. Contract Review
  2. Bid Tabulation

**Bid Tabulation**

**BID #: 089-0236-B (SS)**

**Bid Title : Sod: Pick Up and Installation  
(Co-op)**

**Date & Time Due: April 28, 2009 @  
3:00pm**

|  |  |                            |         | Ameri-Pride, Inc.         |                     | Barhoum Construction Group |                     | Jerry's Custom Landscaping |                         | Tom's Sod Service, Inc.   |                         |
|--|--|----------------------------|---------|---------------------------|---------------------|----------------------------|---------------------|----------------------------|-------------------------|---------------------------|-------------------------|
| COUNTY   | EST. COUNTY ANNUAL QUANTITY                                | EST. CO-OP ANNUAL QUANTITY |         | PRICE PER SQ. FT          | EXTENDED PRICE      | PRICE PER SQ. FT           | EXTENDED PRICE      | PRICE PER SQ. FT           | EXTENDED PRICE          | PRICE PER SQ. FT          | EXTENDED PRICE          |
| ITEM #   | DESCRIPTION  |                            |         |                           |                     |                            |                     |                            |                         |                           |                         |
| <b>GROUP 1 - SOD PICK UP ONLY</b>                |  |                            |         |                           |                     |                            |                     |                            |                         |                           |                         |
| 6507   | Argentine Bahia (sand grown) (0-2,000 s.f.)                | 40,000                     | 125,000 | \$ 0.36                   | \$ 59,400.00        | \$ 0.20                    | \$ 33,000.00        | \$ 0.75                    | \$ 123,750.00           | \$ 0.16                   | \$ 26,400.00            |
| 6507   | Argentine Bahia (sand grown) (2,001-5,000 s.f.)            | 55,000                     | 45,000  | \$ 0.28                   | \$ 28,000.00        | \$ 0.20                    | \$ 20,000.00        | \$ 0.75                    | \$ 75,000.00            | \$ 0.16                   | \$ 16,000.00            |
| 6507   | Argentine Bahia (sand grown) (5,001 + s.f.)                | 22,000                     | 55,000  | \$ 0.24                   | \$ 18,480.00        | \$ 0.20                    | \$ 15,400.00        | \$ 0.75                    | \$ 57,750.00            | \$ 0.15                   | \$ 11,550.00            |
| 23354  | Floratom (St. Augustine) (muck grown) (1-2,000 s.f.)       | 58,000                     | 67,000  | \$ 0.49                   | \$ 61,250.00        | \$ 0.32                    | \$ 40,000.00        | \$ 0.60                    | \$ 75,000.00            | \$ 0.25                   | \$ 31,250.00            |
| 23354  | Floratom (St. Augustine) (muck grown) (2,001-5,000 s.f.)   | 40,000                     | 25,000  | \$ 0.41                   | \$ 26,650.00        | \$ 0.32                    | \$ 20,800.00        | \$ 0.60                    | \$ 39,000.00            | \$ 0.22                   | \$ 14,300.00            |
| 23354  | Floratom (St. Augustine) (muck grown) (5,000 + s.f.)       | 35,000                     | 20,000  | \$ 0.36                   | \$ 19,800.00        | \$ 0.32                    | \$ 17,600.00        | \$ 0.60                    | \$ 33,000.00            | \$ 0.20                   | \$ 11,000.00            |
|  |  |                            |         | <b>TOTAL GROUP 1: \$</b>  | <b>213,580.00</b>   | <b>TOTAL GROUP 1: \$</b>   | <b>146,800.00</b>   | <b>TOTAL GROUP 1: (a)</b>  | <b>\$403,500.00</b>     | <b>TOTAL GROUP 1: (a)</b> | <b>\$110,500.00</b>     |
| <b>GROUP 2 - SOD: DELIVERED &amp; INSTALLED</b>  |  |                            |         |                           |                     |                            |                     |                            |                         |                           |                         |
| 20368  | Argentine Bahia (sand grown) (0-15,000 s.f.)               | 100,000                    | 39,000  | \$ 0.57                   | \$ 79,230.00        | \$ 0.20                    | \$ 27,800.00        | \$ 0.95                    | \$ 132,050.00           | \$ 0.28                   | \$ 38,920.00            |
| 20368  | Argentine Bahia (sand grown) (15,001-35,000 s.f.)          | 55,000                     | 25,000  | \$ 0.52                   | \$ 41,600.00        | \$ 0.20                    | \$ 16,000.00        | \$ 1.25                    | \$ 100,000.00           | \$ 0.25                   | \$ 20,000.00            |
| 20368  | Argentine Bahia (sand grown) (35,001 + s.f.)               | 65,000                     | 10,000  | \$ 0.47                   | (a) \$35,250.00     | \$ 0.20                    | \$ 15,000.00        | \$ 1.25                    | \$ 93,750.00            | \$ 0.20                   | \$ 15,000.00            |
| 25837  | Floratom (St. Augustine) (muck grown)                      | 25,000                     | 17,000  | \$ 0.67                   | \$ 28,140.00        | \$ 0.32                    | \$ 13,440.00        | \$ 1.25                    | \$ 52,500.00            | \$ 0.28                   | \$ 11,760.00            |
| 20371  | <u>Unit Price 3: Staking of Sod:</u>                       | 5,000                      | 2,500   | \$ 0.11                   | \$ 825.00           | \$ 0.02                    | \$ 150.00           | \$ 1.50                    | \$ 11,250.00            | \$ 0.15                   | \$ 1,125.00             |
|  | Indicate any min. size quantities for STAKING of SOD here: |                            |         |                           |                     |                            |                     |                            |                         |                           |                         |
|  | <u>Unit Price 4: Sod Removal/Disposal</u>                  | 5,000                      | 2,500   | \$ 0.37                   | \$ 2,775.00         | \$ 0.20                    | \$ 1,500.00         | \$ 1.50                    | \$ 11,250.00            | \$ 0.25                   | \$ 1,875.00             |
|  |  |                            |         | <b>TOTAL GROUP 2: (a)</b> | <b>\$187,820.00</b> | <b>TOTAL GROUP 2: \$</b>   | <b>73,890.00</b>    | <b>TOTAL GROUP 2: (a)</b>  | <b>\$400,800.00</b>     | <b>TOTAL GROUP 2: (a)</b> | <b>\$88,680.00</b>      |
| <b>GENERAL INFO NOT FACTORED IN BID SUMMARY:</b> |  |                            |         |                           |                     |                            |                     |                            |                         |                           |                         |
|  | <u>Unit Price 1: Delivery</u>                              |                            |         |                           | \$ 20.00            |                            | \$ 135.00           |                            | \$ 135.00               |                           | \$ 10.00                |
| 20373  | <u>Unit Price 2: Pallet Charge:</u>                        |                            |         |                           | \$ 7.50             |                            | \$ 5.00             |                            | \$ 85.00                |                           | \$ 6.00                 |
| <b>UNSPECIFIED WORK:</b>                         |  |                            |         |                           | \$ 25,000.00        |                            | \$ 25,000.00        |                            | \$ 25,000.00            |                           | \$ 25,000.00            |
| <b>BID TOTAL:</b>                                |  |                            |         |                           | <b>\$426,400.00</b> | <b>BID TOTAL:</b>          | <b>\$245,690.00</b> | <b>BID TOTAL:</b>          | <b>(a) \$829,300.00</b> | <b>BID TOTAL:</b>         | <b>(a) \$224,180.00</b> |

(a) Error in extension

**SUBMIT TO:**

PINELLAS COUNTY BOARD OF  
COUNTY COMMISSIONERS  
400 S. FT. HARRISON AVENUE  
ANNEX BUILDING - 6<sup>TH</sup> FLOOR  
CLEARWATER, FL 33756

**INVITATION TO BID****ISSUE DATE:**

April 8, 2009

**BID SUBMITTALS RECEIVED AFTER SUBMITTAL DATE & TIME WILL NOT BE  
CONSIDERED**

**TITLE: Sod: Pick Up and Installation (Co-op)****BID NUMBER:**

089-0236-B (SS)

**SUBMITTAL DUE: April 28, 2009@ 3:00 P.M.**

AND MAY NOT BE WITHDRAWN FOR 90 DAYS FROM DATE LISTED ABOVE.

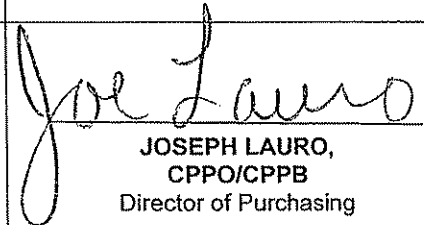
**PRE-BID DATE & LOCATION:**  
NOT APPLICABLE**DEADLINE FOR WRITTEN QUESTIONS: April 22, 2009 BY 3:00 P.M.**

SUBMIT QUESTIONS TO: SUE STEELE, CPPB AT [ssteele@pinellascounty.org](mailto:ssteele@pinellascounty.org)  
Phone: 727-464-4776 Fax: 727-464-3925

**COMMISSIONERS**

CALVIN D. HARRIS - CHAIRMAN  
KAREN WILLIAMS SEEL - VICE CHAIRMAN  
NANCY BOSTOCK  
NEIL BRICKFIELD  
SUSAN LATVALA  
JOHN MORRONI  
KENNETH T. WELCH

**THE MISSION OF PINELLAS COUNTY**  
Pinellas County Government is committed to  
progressive public policy, superior public service,  
courteous public contact, judicious exercise of  
authority and sound management of public  
resources to meet the needs and concerns of our  
citizens today and tomorrow.

  
**JOSEPH LAURO,**  
CPPO/CPPB  
Director of Purchasing

**NOTE: BIDS ARE TO BE SUBMITTED IN DUPLICATE****BIDDER MUST COMPLETE THE FOLLOWING**

BIDDERS ARE CAUTIONED THAT THE POLICY OF THE BOARD OF COUNTY COMMISSIONERS, PINELLAS COUNTY, IS TO ACCEPT THE LOWEST RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. NO CHANGES REQUESTED BY A BIDDER DUE TO AN ERROR IN PRICING WILL BE CONSIDERED AFTER THE BID OPENING DATE AS ADVERTISED. BY SIGNING THIS PROPOSAL FORM BIDDERS ARE ATTESTING TO THEIR AWARENESS OF THIS POLICY AND ARE AGREEING TO ALL OTHER BID TERMS AND CONDITIONS.

PAYMENT TERMS: \_\_\_\_\_% \_\_\_\_\_ DAYS, NET **45** (PER F.S. 218.70) \*BID DEPOSIT, IF REQUIRED, IS ATTACHED IN THE AMOUNT OF \$ \_\_\_\_\_

**BIDDER (COMPANY NAME):** Tom's Sod Service, Inc D/B/A \_\_\_\_\_  
**MAILING ADDRESS:** 11413 49th St. N. CITY / STATE / ZIP Clearwater, FL 33762  
**COMPANY EMAIL ADDRESS:** sales@tomsod.com PHN: (727) 571-1119 FAX: (727) 571-1330  
**\*REMIT TO NAME:** Tom's Sod Service, Inc CONTACT NAME: Mary M. Goss  
(As Shown On Company Invoice) PRINT NAME: Mary M. Goss

Proper Corporate Identity is needed when you submit your bid, especially how your firm is registered with the Florida Division of Corporations. Please visit [www.sunbiz.org](http://www.sunbiz.org) for this information. It is essential to return a copy of your W-9 with your bid. Thank you.

EMAIL ADDRESS: m.goss@tomsod.com

**I HEREBY AGREE TO ABIDE BY ALL CONDITIONS OF THIS BID &  
CERTIFY I AM AUTHORIZED TO SIGN THIS BID FOR THE BIDDER.**

**AUTHORIZED SIGNATURE:** Mary M. Goss  
**PRINT NAME/TITLE:** Mary M. Goss, Office Manager

| FORMS CHECKLIST         |                                     |
|-------------------------|-------------------------------------|
| COPY OF COMPANY INVOICE | <input checked="" type="checkbox"/> |
| W-9 (TAXPAYER ID)       | <input checked="" type="checkbox"/> |

**SEE PAGE 16 AND 17, SECTION F FOR BID PRICING SUMMARY****THIS FORM MUST BE RETURNED WITH YOUR RESPONSE**

## SECTION F - BID SUMMARY

BID TITLE: Sod: Pick Up & Installation (Co-op)  
 BID NUMBER: 089-0236-B (SS)

GROUP 1 - SOD - PICK UP ONLY

| COUNTY ITEM   | DESCRIPTION   | ESTIMATED COUNTY ANNUAL QUANTITY | ESTIMATED CO-OP ANNUAL QUANTITY | PRICE PER SQ. FT | EXTENDED PRICE |
|---------------|---|----------------------------------|---------------------------------|------------------|----------------|
| 6507          | Argentine Bahia (sand grown)<br>(0 - 2,000 s.f.)              | 40,000                           | 125,000                         | \$ .16           | \$20,000.00    |
| 6507          | Argentine Bahia (sand grown)<br>(2,001 - 5,000 s.f.)          | 55,000                           | 45,000                          | \$ .16           | \$7,200.00     |
| 6507          | Argentine Bahia (sand grown)<br>(5,001 + s.f.)                | 22,000                           | 55,000                          | \$ .15           | \$8,250.00     |
| 23354         | Floritam (St. Augustine) (muck grown)<br>(1 - 2,000 s.f.)     | 58,000                           | 67,000                          | \$ .25           | \$16,750.00    |
| 23354         | Floritam (St. Augustine) (muck grown)<br>(2,001 - 5,000 s.f.) | 40,000                           | 25,000                          | \$ .22           | \$5,500.00     |
| 23354         | Floritam (St. Augustine) (muck grown)<br>(5,001 + s.f.)       | 35,000                           | 20,000                          | \$ .20           | \$4,000.00     |
| TOTAL GROUP 1 |   |                                  |                                 |                  | \$61,700.00    |

\$110,500

Sod Pick Up Location(s):

|  |          |
|--|----------|
| Address: 11413 49 <sup>th</sup> St. N.<br>Clearwater, FL 33762 | Address: |
| Phone: 727-571-1119  | Phone:   |
|  |          |

**SECTION F - BID SUMMARY PAGE - CONTINUED**

**GROUP 2: SOD, DELIVERED & INSTALLED**

| COUNTY ITEM          | DESCRIPTION  | ESTIMATED COUNTY ANNUAL QUANTITY | ESTIMATED CO-OP ANNUAL QUANTITY | PRICE PER SQ. FT | EXTENDED PRICE     |
|----------------------|--|----------------------------------|---------------------------------|------------------|--------------------|
| 20368                | Argentine Bahia (sand grown) (0 – 15,000 s.f.)   | 100,000                          | 39,000                          | \$ .28           | \$ 10,920.00       |
| 20368                | Argentine Bahia (sand grown) 15,001 – 35,000 s.f.)   | 55,000                           | 25,000                          | \$ .25           | \$ 6,250.00        |
| 20368                | Argentine Bahia (sand grown) (35,001 + s.f.)   | 65,000                           | 10,000                          | \$ .20           | \$ 2,000.00        |
| 25837                | Floritam (St. Augustine) (muck grown)  | 25,000                           | 17,000                          | \$ .28           | \$ 4,760.00        |
| 20371                | <b>Unit Price 3: Staking of Sod:</b><br>Provide a unit price per sq. ft. to stake sod on deep slope areas. Upon special request.   | 5,000                            | 2,500                           | \$ .15           | \$ 375.00          |
|                      | <b>Indicate any minimum size quantities for STAKING OF SOD here:</b> _____   |                                  |                                 |                  |                    |
|                      | <b>Unit Price 4: Sod Removal/Disposal</b><br>Provide a square foot unit price for removal and disposal of undesirable sod and finish grading for preparation of new sod installation. Unit price shall include grading, hauling away of debris, finish raking and final preparation. Please indicate any minimums or maximum area limits here: | 5,000                            | 2,500                           | \$ .25           | \$ 625.00          |
| <b>TOTAL GROUP 2</b> |  |                                  |                                 |                  | <b>\$24,930.00</b> |

\$ 88,680

**GENERAL INFORMATION THAT WILL NOT BE FACTORED IN THE BID SUMMARY:**

|       |   |  |  |  |                          |
|-------|---|--|--|--|--------------------------|
|       | <b>Unit Price 1: Delivery:</b><br>Provide a unit price per 1 full pallet of sod in the event delivery only is needed. Deliveries shall be offloaded at site by vendor. (Delivery shall be a firm fixed cost and shall not include the cost of sod in Group 1 only). |  |  |  | \$ 10.00<br>(per pallet) |
| 20373 | <b>Unit Price 2: Pallet Charge:</b><br>For each lost or non-returned pallet   |  |  |  | \$ 6.00<br>(per pallet)  |

|   |  |  |  |             |
|---|--|--|--|-------------|
| <b>UNSPECIFIED WORK:</b><br>Unspecified work is defined as goods or services that may be required due to an expected condition or event. Unspecified work is not guaranteed as part of the contract and must be properly authorized by the County or participating entity before performed. |  |  |  | \$25,000.00 |
| All Unspecified purchases shall be identified as a separate line item on invoices.  |  |  |  |             |

\$ 224,180

DELIVERY   1   DAYS AFTER RECEIPT OF ORDER