



April 4, 2016

John E. Manning
District One

Cecil L. Pendergrass
District Two

Larry Kiker
District Three

Brian Hamman
District Four

Frank Mann
District Five

Roger Desjarlais
County Manager

Richard Wm. Wesch
County Attorney

Donna Marie Collins
Hearing Examiner

Mr. Robert Olinger
Forestry Resources Inc
4353 Michigan Link
Fort Myers, FL 33916

Subject: RENEWAL OF ANNUAL CONTRACT NO. B-150271
PURCHASE OF MULCH

Dear Mr. Olinger:

The above-referenced annual contract will expire on August 4, 2016 unless renewed. Lee County is requesting that this annual contract be renewed for an additional one year period (8/5/2016 – 8/4/2017). Therefore, we are requesting that you choose one of the following options and return this letter to Lee County Procurement Management, Attn: Diana Khan, P.O. Box 398, Ft. Myers, FL 33902-0398, (Fax: 239-485-8383 or email dkhan@leegov.com), within 15 calendar days from receipt.

 ✓ a. I want to continue performing under this annual contract for an additional one year period under the same terms and conditions as agreed upon in the above-referenced quotation.

** Renew with Attached Increases*

As a condition of this renewal, the vendor agrees to provide Lee County with an updated insurance certificate upon expiration of the original certificate on file with the County.

 b. I am not interested in extending this contract for an additional one-year period. Why? _____

X Robert Olinger
VENDOR AUTHORIZATION SIGNATURE

Thank you for your cooperation in this matter.

Sincerely,
Procurement Management

Diana Khan
Diana Khan
Procurement Manager

LEE COUNTY, FLORIDA
PROPOSAL QUOTE FORM
FOR
THE PURCHASE OF MULCH

DATE SUBMITTED: 6/5/2015

VENDOR NAME: Forestry Resources, Inc.

TO: The Board of County Commissioners
Lee County
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

NOTE REQUIREMENT: IT IS THE SOLE RESPONSIBILITY OF THE VENDOR TO CHECK LEE COUNTY PROCUREMENT MANAGEMENT WEB SITE FOR ANY PROJECT ADDENDA ISSUED FOR THIS PROJECT. THE COUNTY WILL POST ADDENDA TO THIS WEB PAGE, BUT WILL NOT NOTIFY.

The undersigned acknowledges receipt of Addenda numbers: _____

** 2016 New Pricing*

SECTION A: FLORI MULCH

PRICE PER YARD – PICKED UP	\$ 17.25 YD	17.75
PRICE PER YARD – DELIVERED	\$ 19.75 CU. YD.	20.25
MINIMUM NUMBER OF YARDS FOR DELIVERY	<u>80</u> CU. YD.	
PRICE PER 80 CU. YD. LOT – PICKED UP	\$ 17.25 CU. YD.	17.75
PRICE PER 80 CU. YD. LOT – DELIVERED	\$ 19.75 CU. YD.	20.25
BAGS OF FLORI MULCH	BAG SIZE <u>2</u> CU.FT.	
COST PER BAG – PICKED UP	\$ 1.59 PER BAG	1.65
COST PER BAG – DELIVERED	\$ 1.79 PER BAG	1.85
MINIMUM NUMBER OF BAGS FOR DELIVERY	<u>1260</u> BAGS	
DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD	<u>\$ 85.00</u>	

* 2016

SECTION B: VITA MULCH

PRICE PER YARD – PICKED UP \$ ~~14.00~~ YD 14.50

PRICE PER YARD – DELIVERED \$ ~~16.00~~ CU. YD. 16.50

PRICE PER 80 CU. YD. LOT – PICKED UP \$ ~~14.00~~ CU. YD. 14.50

PRICE PER 80 CU. YD. LOT – DELIVERED \$ ~~16.00~~ CU. YD. 16.50

MINIMUM NUMBER OF YARDS FOR DELIVERY 60 CU. YD.

BAGS OF VITA MULCH BAG SIZE 2 CU.FT.

COST PER BAG – PICKED UP \$ ~~1.40~~ PER BAG 1.49

COST PER BAG – DELIVERED \$ ~~1.60~~ PER BAG 1.69

MINIMUM NUMBER OF BAGS FOR DELIVERY 630 BAGS

DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD \$ 85.00

SECTION C: SPECIALTY RED/GOLD MULCH

PRICE PER YARD – PICKED UP \$ ~~19.00~~ YD 20.00

PRICE PER YARD – DELIVERED \$ ~~21.50~~ CU. YD. 22.50

MINIMUM NUMBER OF YARDS FOR DELIVERY 80 CU. YD.

PRICE PER 80 CU. YD. LOT – PICKED UP \$ ~~19.00~~ CU. YD. 20.00

PRICE PER 80 CU. YD. LOT – DELIVERED \$ ~~21.50~~ CU. YD. 22.50

BAGS OF SPECIALTY RED/GOLD MULCH BAG SIZE 2 CU.FT.

COST PER BAG – PICKED UP \$ ~~1.95~~ PER BAG 2.05

COST PER BAG – DELIVERED \$ ~~2.20~~ PER BAG 2.29

MINIMUM NUMBER OF BAGS FOR DELIVERY

700 BAGS

* 2016

DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD

\$ 85.00

SECTION D: ENGINEERED WOOD FIBER (EWF)

PRICE PER YARD - PICKED UP

\$ 24.76 YD ✓

PRICE PER YARD - DELIVERED

\$ 25.76 CU. YD. ✓

MINIMUM NUMBER OF YARDS FOR DELIVERY

100 CU. YD.

PRICE PER ~~100~~ CU. YD. LOT - PICKED UP

\$ 24.76 CU. YD. ✓

PRICE PER ~~100~~ CU. YD. LOT - DELIVERED

\$ 25.76 CU. YD. ✓

} EWF is 100 per truckload

BAGS

BAG SIZE 2 CU.FT. (Special order only)

COST PER BAG - PICKED UP

\$ 2.25 PER BAG ✓

COST PER BAG - DELIVERED

\$ 2.39 PER BAG ✓

* MINIMUM NUMBER OF BAGS FOR DELIVERY

1350 BAGS * 18 pallet minimum

DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD

\$ N/A (Special order)
* Must order FULL Loads

SECTION E: PRO EUC MULCH

PRICE PER YARD - PICKED UP

~~\$ 19.00~~ YD

20.00

PRICE PER YARD - DELIVERED

~~\$ 21.50~~ CU. YD.

22.50

MINIMUM NUMBER OF YARDS FOR DELIVERY

80 CU. YD.

PRICE PER 80 CU. YD. LOT - PICKED UP

~~\$ 19.00~~ CU. YD.

20.00

PRICE PER 80 CU. YD. LOT - DELIVERED

~~\$ 21.50~~ CU. YD.

22.50

BAGS OF PRO EUC MULCH

BAG SIZE 2 CU.FT.

COST PER BAG - PICKED UP

~~\$ 2.09~~ PER BAG

2.19

* 2016

COST PER BAG - DELIVERED \$ 2.29 PER BAG ✓

MINIMUM NUMBER OF BAGS FOR DELIVERY 700 BAGS

DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD \$ 85.00

SECTION F: PINE BARK

PRICE PER YARD - PICKED UP \$ ~~22.75~~ YD 23.25

PRICE PER YARD - DELIVERED \$ 25.00 CU. YD. ✓

MINIMUM NUMBER OF YARDS FOR DELIVERY 100 CU. YD.

PRICE PER 100 CU. YD. LOT - PICKED UP \$ ~~22.75~~ CU. YD. 23.25

PRICE PER 100 CU. YD. LOT - DELIVERED \$ 25.00 CU. YD. ✓

BAGS OF PINE BARK BAG SIZE 2 CU. FT.

COST PER BAG - PICKED UP \$ ~~2.25~~ PER BAG 2.35

COST PER BAG - DELIVERED \$ ~~2.45~~ PER BAG 2.50

MINIMUM NUMBER OF BAGS FOR DELIVERY 700 BAGS

DELIVERY CHARGE FOR A PARTIAL TRUCK LOAD \$ 85.00

SECTION G: PINE STRAW

COST PER BALE - PICKED UP \$ ~~3.85~~ YD 3.90

COST PER BALE - DELIVERED \$ 4.45 CU. YD. ✓

MINIMUM NUMBER OF BALES FOR DELIVERY 150 BALES.

SECTION H: WASHED SHELL

PICKED UP

- 1) 1/2" SIZE (Small)
- 2) 1" - 1 1/2" SIZE (Large)

* 2016

~~\$ 42.00~~ PER CUBIC YARD 45.00
~~\$ 42.00~~ PER CUBIC YARD 45.00

DELIVERED

- 1) 1/2" SIZE
- 2) 1" - 1 1/2" SIZE

~~\$ 47.00~~ PER CUBIC YARD 50.00
~~\$ 47.00~~ PER CUBIC YARD 50.00
20 CU. YD.

MINIMUM NUMBER OF YARDS FOR DELIVERY

SECTION I: BROWN RIVER ROCK

PICKED UP

- 1) 1/2" - 1" SIZE
- 2) 1 1/2" - 2" SIZE

~~\$ 105.00~~ PER CUBIC YARD 115.00
~~\$ 145.00~~ PER CUBIC YARD 160.00

DELIVERED

- 1) 1/2" - 1" SIZE
- 2) 1 1/2" - 2" SIZE

~~\$ 111.00~~ PER CUBIC YARD 122.00
~~\$ 151.00~~ PER CUBIC YARD 166.00
15 CU. YD.

MINIMUM NUMBER OF YARDS FOR DELIVERY

SECTION J: CRUSHED SHELL

PICKED UP

- 1) ~~1/2" - 1" SIZE~~ 1/4" - 1/2"
- 2) 1" - 1 1/2" SIZE

~~\$ 42.00~~ PER CUBIC YARD 45.00
~~\$ 42.00~~ PER CUBIC YARD 45.00

DELIVERED

- 1) ~~1/2" - 1" SIZE~~ 1/4" - 1/2"

~~\$ 47.00~~ PER CUBIC YARD 50.00

*2016

2) 1" - 1 1/2" SIZE

\$ ~~47.00~~ PER CUBIC YARD

50.00

MINIMUM NUMBER OF YARDS FOR DELIVERY

20 CU. YD.

SECTION K: BLOWN IN MULCH

PRICE PER CUBIC YARD FOR INSTALLATION:

- | | |
|------------------------------------|---------------------------------|
| 1. FLORA MULCH | \$ <u>N/A</u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 2. VITA MULCH | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 3. SPECIALTY RED OR GOLD MULCH | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 4. ENGINEERED WOOD FIBER (EWF) | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 5. PRO EUC MULCH | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 6. MEDIUM RUSTIC PINE BARK NUGGETS | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |
| 7. PINE STRAW | \$ <u> </u> PER CUBIC YARD |
| LABOR TO INSTALL | \$ <u> </u> PER CUBIC YARD |

TO BE STARTED WITHIN 3-4 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?
YES _____ NO ✓

Alternate options for Certified Playsafe Material
Bid # B-150271

* 2016

Product: Playsafe

Price per cubic yard picked up \$ 19.75 ✓

Price per cubic yard delivered \$ 22.25 ✓

Minimum number of cubic yards for delivery 80 yards

Size of bag 2CF

Cost per bag - picked up \$ 1.75 ✓

Cost per bag - delivered \$ 2.00 ✓

Minimum number of bags for delivery 650

Delivery Charge for a Partial truckload \$85⁰⁰

Submitted by: Forestry Resources, Inc

Signed: Robert Olney

Date: 6/5/15

Robert Olinger \ GOMULCH.COM

From: DeLaRosaLisett <LisettDeLaRosa@colliergov.net>
Sent: Monday, April 25, 2016 3:48 PM
To: Robert Olinger \ GOMULCH.COM
Subject: RE: Supporting documents

Mr. Olinger,

The Purchasing Director has redacted all references to the contractor and their source. She also located a document from the Florida Extension Office regarding the pine prices. She believes your increases seem to be reasonable and has approved your request. If you have any questions, please feel free to contact me at anytime.

Respectfully,
Lisett De La Rosa

From: Robert Olinger \ GOMULCH.COM [<mailto:rolinger@gomulch.com>]
Sent: Thursday, April 21, 2016 5:26 PM
To: DeLaRosaLisett
Subject: FW: Supporting documents

DeLa here is the cost increase for raw timber(wood fiber) 2014 -2015 from Lykes Brothers Inc. our primary wood supplier for Slash Pine and Eucalyptus tree species. This increase is far greater % than was passed on to Collier County whose mulch type uses primarily pine wood in manufacturing of product used. Please note, Forestry Resources requests that this information remain confidential understanding it has provided said documentation specifically at the request of Collier County.

We will hopefully receive the other documentation regarding increased charges for Pallet Cores this Friday and once I have received that I will also forward that information to you as well. If there are any question please feel free to contact me at your convenience.

Robert Olinger
Vice President, Sales / Marketing

Direct 239-425-1145
Cell 239-707-3911
Fax 239-334-4602
Email rolinger@gomulch.com
Certified Arborist SO-1108A
T.R.A.C Certified Arborist
Visit us at www.gomulch.com!

From: DeLaRosaLisett [<mailto:LisettDeLaRosa@colliergov.net>]
Sent: Wednesday, April 20, 2016 10:02 AM
To: Robert Olinger \ GOMULCH.COM
Subject: Supporting documents

Mr. Olinger,

Just to confirm our recent phone call, you have agreed to provide us with the supporting documents for the requested increase. Please provide this by 4/26/16 to proceed with the annual renewal.

Respectfully,

Lissett De La Rosa

Contracts Technician
Procurement Services
3327 Tamiami Trail East
Naples, FL 34112
Phone: (239)252-6020
Fax: (239)252-2860
Email: LissettDeLaRosa@colliergov.net

Under Florida Law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by telephone or in writing.

Robert Olinger \ GOMULCH.COM

From: Robert Olinger \ GOMULCH.COM
Sent: Monday, March 07, 2016 12:36 PM
To: 'CrouchJason'
Subject: RE: #15-6404 Price Increase

Jason, here are your answers to the 4 questions that you included if this looks acceptable I will move forward on sending the revised renewal.

Robert Olinger
Vice President, Sales / Marketing

Direct 239-425-1145
Cell 239-707-3911
Fax 239-334-4602
Email rolinger@gomulch.com
Certified Arborist SO-1108A
T.R.A.C Certified Arborist
Visit us at www.gomulch.com!

From: CrouchJason [<mailto:JasonCrouch@colliergov.net>]
Sent: Thursday, March 03, 2016 4:53 PM
To: DeLaRosaLissett
Cc: Robert Olinger \ GOMULCH.COM
Subject: RE: #15-6404 Price Increase

Thank you, Lissett.

Mr. Olinger,

I'm happy to help you. Just a few questions for you to get an idea of how your operation is supplied:

1. Forestry Resources does procure it's raw materials locally from developers, real estate projects, mitigation projects, etc., correct?
Currently Forestry Resources primarily obtains raw material (wood fiber) from contracts with large landowners and timber harvesting company's. We do also utilize the same from developers, real estate and mitigation but this overall percentage is much smaller portion than what is commercially harvested. Wood cost has increased from \$31.00 to \$35.00 @ \$4.00 per ton Impact of that increase is @ \$0.074 on a 2 cu ft. bag and \$0.111 on a 3 cu ft.
2. What about your plastics supplier (for bagged mulch)?
Plans to up upgrade bag line to fully automated will negate need to carry duplicate inventory of open top bags price should be stable.
3. Are your pallets supplied, or built in-house?
Pallets are both purchased and reconditioned here on site. Blended costs has increased from \$3.50 to \$4.50 for 4 way mulch pallets. This equates to @ \$0.02 cost per bag!
4. What about chemicals cost related to mulch treatment? Supplier(s) of dyes for mulch color variance?
Larger bulk purchases of colorant and greater efficiencies recognized will maintain costs!