



Memo

To: Board of Directors
From: Robert McLeod, Board Director Golf Committee
Date: March 16, 2022
Re: Motion - Approve purchase of Ronstar with Polyon Pre-Emerge and Fertilizer

Motion

I move to approve the purchase of 93 tons of Ronstar with Polyon from Harrell's at the agency pricing cost of \$194,850.

Background

All eight HSVPOA golf courses require seasonal application of Spring/Summer pre-emerge products. These chemicals are essential for keeping the courses in good condition throughout the year. The pre-emerge products can only be purchased with agency pricing, meaning the prices are fixed for all suppliers and, therefore, are not biddable.

Although agency pricing is in effect, Harrell's offers a cash rebate of \$11,691, shipping to one location, \$3,000 additional fungicide at no cost, and savings on ten additional fertilizer applications with the bulk purchase of this product. Harrell's will also provide a large spreader at no additional cost, which will allow staff to complete the application in one day per course as opposed to the normal weekly time period without this equipment. Due to these additional offers, the recommendation is to purchase the product from Harrell's.

2022 Budget for the pre-emergent products at all eight courses is \$205,000.



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Donald

Harrell's in conjunction with Bayer is excited to be partnering with you this Spring to provide you with your granular pre-emerge. As we discussed Harrell's only uses Ronstar which is 100% backed by Bayer. Their representative Jimmy Johnson will be on site several times this year to check in with each superintendent. Harrell's has committed to supplying a guaranteed fertilizer analysis with 1% Ronstar, delivered in mini bulk bags. Our truck with donkey will distribute product from Ponce de Leon golf course to all other locations. We will also be providing the Adams spreader for 2 weeks to aid in the process of applying the fertilizer. This fertilizer will also be eligible for rebate in the Partnership Program that Hot Spring Village and Harrell's have agreed on.

We look forward to serving Hot Spring Village and providing the very best products so that we can help in the success of your property

Thank You

Tim Schaefer

Harrell's

ATTN: ACCOUNTS PAYABLE
895 DESOTO BLVD
HOT SPRINGS VILLAGE, AR
71909

Analysis: 33-0-8

% Organic: 1.00

In: Pro Combo w/Poly Regular

DRAFT 33-0-8

Total Tons: 0

Ton Price: \$2,050.00

Sub Total: \$0.00

33 Nitrogen		0 Phosphorous		8 Potash		Minors		Slow Release Units	
POLYON-44	33.000%			GR. MOP	8.000%			33 N from POLYON-44	
								Other Materials (lbs)	
								Filler	210.83 lbs
								Jeffsol Ag	10.97 lbs
								Ronstar 99%	20.20 lbs

Balboa - 13 Tons - \$26,650
 Coronado - 7 Tons - \$14,350
 Granada - 14 Tons \$28,700
 Isabella - 15 Tons \$30,750
 Cortez - 9 Tons \$18,450

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HOT SPRINGS VILLAGE, AR
71909

Analysis: 10-0-20
% Organic: 1.00

In: Pro Combo Regular (yello
DRAFT 10-0-20

Total Tons: 0 Ton Price: \$1,750.00 Sub Total: \$0.00

10 Nitrogen		0 Phosphorous		20 Potash		Minors		Slow Release Units	
UREA	10.000%			GR. MOP	20.000%				
								Other Materials (lbs)	
								Filler	888.83 lbs
								Jeffsol Ag	10.97 lbs
								Ronstar 99%	20.20 lbs

Ponce - 14 Tons - \$24,500

ATTN: ACCOUNTS PAYABLE
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Analysis: 41-0-0
% Organic: 1.00

In: Pro Fertilizer w/Poly OS (
DRAFT 41-0-0

Total Tons: 0 Ton Price: \$2,450.00 Sub Total: \$0.00

41 Nitrogen		0 Phosphorous	0 Potash	Minors	Slow Release Units
POLYON-42	41.000%				41 N from POLYON-42
					Other Materials (lbs)
					Filler 16.83 lbs
					Jeffsol Ag 10.97 lbs
					Ronstar 99% 20.20 lbs

Magellan - 11 Tons - \$26,950
Desoto - 10 Tons - \$24,500

Ronstar Totals 2022

Balboa- 33-0-8 (13 Tons)
Coronado- 33-0-8 (7 tons)
Desoto- 41-0-0 (10 Tons)
Granada - 33-0-8 (14 tons)
Ponce- 10-0-20 (14 Tons)
Isabella- 33-0-8 (15 Tons)
Cortez- 33-0-8 (9 Tons)
Magellan- 41-0-0 (11 Tons)

Total Price \$194,850.00