

Town of Needham, Massachusetts  
 Bid Results 22DPW278G Turf Seed, Soil Amendments, and Fertilizer: Purchase, Application, and Knowledge-Based Services

Tom Irwin, Inc. - 13 A Street, Burlington, MA 01803							
X	Bid Form B: Bidder Information Response						
X	Bid Form C: Authentication Form						
X	Bid Form D: Certificate of Good Faith						
X	Bid Form E: Certificate of Compliance with MA Tax Laws						
X	Bid Form F: References						
X	Bid Form G: Certificate of Authority						
	Acknowledgment of Addendum						
Turf Seed, Soil Amendments, and Fertilizer: Purchase, Application, and Knowledge-Based Services – 22DPW278G							
Year One (July 1, 2022 - December 31, 2022)							
Item #	Description	Size	Unit Price	Unit Type	Estimated Quantity	Total Anticipated Cost	
Turf Seed							
1	50/50 Blue/Rye Mixture	(50 lb.)	\$241.00	bag	X	55	\$13,255.00
2	80/20 Blue/Rye Mixture	(50 lb.)	\$285.50	bag	X	40	\$11,420.00
3	High Performance Perennial Ryegrass Blend	(50 lb.)	\$212.00	bag	X	145	\$30,740.00
4	General Purpose High Traffic Blend	(50 lb.)	\$237.00	bag	X	40	\$9,480.00
5	Low Maintenance/ Low Traffic Seed Mixture	(50 lb.)	\$290.50	bag	X	15	\$4,357.50
Amendments, Fertilizer, and Application							
6	Organic Soil Recovery Amendment	(50 lb.)	\$70.78	bag	X	20	\$1,415.60
7	Bridged Carbon/Organic and Synthetic Fertilizer with Compost, Ammonium Sulfate, Methylene Urea and Sulfate of Potash (16-0-5)	(50 lb.)	\$68.50	bag	X	150	\$10,275.00
8	Organic Fertilizer from Poultry Layer Compost (5-4-5)	(50 lb.)	\$48.31	bag	X	448	\$21,642.88
9	Organic Microbial Soil Inoculant (3-3-3)	(40 lb.)	\$52.55	bag	X	20	\$1,051.00
10	Hybrid Organic/Synthetic Blend Fertilizer (28-0-10)	(50 lb.)	\$79.50	bag	X	100	\$7,950.00
11	Starter Fertilizer with Calcium and Humic Acids (16-24-10)	(50 lb.)	\$68.00	bag	X	25	\$1,700.00
12	Calcium Silicate Fertilizer/Soil Amendment	(2000 lb.)	\$1,593.00	Super Sack	X	26	\$41,418.00
13	Calcium Silicate Fertilizer/Soil Amendment	(50 lb.)	\$42.35	bag	X	10	\$423.50
14	Gypsum and Humic Acid Soil Amendment w/ Micro and Macro Nutrients (0-0-12)	(50 lb.)	\$84.08	bag	X	35	\$2,942.80
15	Granular Hydration Surfactant	(50 lb.)	\$82.65	bag	X	75	\$6,198.75
16	Penetrating/Flushing Surfactant with Sulfur and Potash	(50 lb.)	\$132.05	bag	X	4	\$528.20
17	Infiltration/Hydration Surfactant with Sulfur and Potash	(50 lb.)	\$132.05	bag	X	116	\$15,317.80
18	Water/Moisture Management Product for Infield Clays	(50 lb.)	\$132.05	bag	X	20	\$2,641.00
19	Biological Insecticide for Control of White Grubs (Grub Gone G)	(40 lb.)	\$189.05	bag	X	0	\$0.00
20	Product Application Services	N/A	\$95.00	AC	X	200	\$19,000.00

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<b>Knowledge-Based Services</b>							
21	Cloud-Based Agronomic Planner	N/A	\$1,750.00	EA	X	1	Included in product cost
22	Educational Opportunities: Soil Testing and Agronomic Principles	N/A	\$500.00	EA	X	6	Included in product cost
23	Educational Opportunities: Product Innovation	N/A	\$500.00	EA	X	6	Included in product cost
24	Soil Test Analysis	N/A	\$102.00	EA	X	21	\$2,142.00
25	Irrigation Test Analysis	N/A	\$75.00	EA	X	1	\$75.00
26	ISTRC Soil Profile testing	N/A	\$595.00	EA	X	1	\$595.00
27	Performance Quality Standards (PQS) Assessment (Artificial Turf)	N/A	\$3,500.00	EA	X	1	\$3,500.00
28	Performance Quality Standards (PQS) Assessment (Natural Turf)	N/A	\$3,500.00	EA	X	1	\$3,500.00
29	Monthly Site Visits	N/A	\$500.00	Month	X	12	Included in product cost
<b>Total Year One Estimated Cost (Sum of Items 1:29)</b>							<b>\$211,569.03</b>

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Year Two (January 1, 2023 - December 31, 2023)							
Item #	Description	Size	Unit Price	Unit Type	Estimated Quantity	Total Anticipated Cost	
<b>Turf Seed</b>							
1	50/50 Blue/Rye Mixture	(50 lb.)	\$253.00	bag	X 40	\$10,120.00	
2	80/20 Blue/Rye Mixture	(50 lb.)	\$300.00	bag	X 60	\$18,000.00	
3	High Performance Perennial Ryegrass Blend	(50 lb.)	\$222.50	bag	X 185	\$41,162.50	
4	General Purpose High Traffic Blend	(50 lb.)	\$249.00	bag	X 60	\$14,940.00	
5	Low Maintenance/ Low Traffic Seed Mixture	(50 lb.)	\$305.00	bag	X 20	\$6,100.00	
<b>Amendments, Fertilizer, and Application</b>							
6	Organic Soil Recovery Amendment	(50 lb.)	\$74.32	bag	X 55	\$4,087.60	
7	Bridged Carbon/Organic and Synthetic Fertilizer with Compost, Ammonium Sulfate, Methylene Urea and Sulfate of Potash (16-0-5)	(50 lb.)	\$71.93	bag	X 525	\$37,763.25	
8	Organic Fertilizer from Poultry Layer Compost (5-4-5)	(50 lb.)	\$50.73	bag	X 495	\$25,111.35	
9	Organic Microbial Soil Inoculant (3-3-3)	(40 lb.)	\$55.18	bag	X 50	\$2,759.00	
10	Hybrid Organic/Synthetic Blend Fertilizer (28-0-10)	(50 lb.)	\$83.48	bag	X 100	\$8,348.00	
11	Starter Fertilizer with Calcium and Humic Acids (16-24-10)	(50 lb.)	\$71.40	bag	X 25	\$1,785.00	
12	Calcium Silicate Fertilizer/Soil Amendment	(2000 lb.)	\$1,672.65	Super Sack	X 26	\$43,488.90	
13	Calcium Silicate Fertilizer/Soil Amendment	(50 lb.)	\$44.47	bag	X 20	\$889.40	
14	Gypsum and Humic Acid Soil Amendment w/ Micro and Macro Nutrients (0-0-12)	(50 lb.)	\$88.28	bag	X 35	\$3,089.80	
15	Granular Hydration Surfactant	(50 lb.)	\$86.78	bag	X 75	\$6,508.50	
16	Penetrating/Flushing Surfactant with Sulfur and Potash	(50 lb.)	\$138.65	bag	X 175	\$24,263.75	
17	Infiltration/Hydration Surfactant with Sulfur and Potash	(50 lb.)	\$138.65	bag	X 232	\$32,166.80	
18	Water/Moisture Management Product for Infield Clays	(50 lb.)	\$138.65	bag	X 20	\$2,773.00	
19	Biological Insecticide for Control of White Grubs (Grub Gone G)	(40 lb.)	\$198.50	bag	X 130	\$25,805.00	
20	Product Application Services	N/A	\$100.00	AC	X 450	\$45,000.00	

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<b>Knowledge-Based Services</b>							
21	Cloud-Based Agronomic Planner	N/A	\$1,575.00	EA	X	1	Included in product cost
22	Educational Opportunities: Soil Testing and Agronomic Principles	N/A	\$525.00	EA	X	6	Included in product cost
23	Educational Opportunities: Product Innovation	N/A	\$525.00	EA	X	6	Included in product cost
24	Soil Test Analysis	N/A	\$107.10	EA	X	21	\$2,249.10
25	Irrigation Test Analysis	N/A	\$78.75	EA	X	1	\$78.75
26	ISTRC Soil Profile testing	N/A	\$624.75	EA	X	1	\$624.75
27	Performance Quality Standards (PQS) Assessment (Artificial Turf)	N/A	\$3,675.00	EA	X	1	\$3,675.00
28	Performance Quality Standards (PQS) Assessment (Natural Turf)	N/A	\$3,675.00	EA	X	1	\$3,675.00
29	Monthly Site Visits	N/A	\$525.00	Month	X	12	Included in product cost
<b>Total Year Two Estimated Cost (Sum of Items 1:29)</b>							<b>\$364,464.45</b>

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Year Three (January 1, 2024 - December 31, 2024)							
Item #	Description	Size	Unit Price	Unit Type	Estimated Quantity	Total Anticipated Cost	
<b>Turf Seed</b>							
1	50/50 Blue/Rye Mixture	(50 lb.)	\$265.50	bag	X 40	\$10,620.00	
2	80/20 Blue/Rye Mixture	(50 lb.)	\$315.00	bag	X 60	\$18,900.00	
3	High Performance Perennial Ryegrass Blend	(50 lb.)	\$233.50	bag	X 185	\$43,197.50	
4	General Purpose High Traffic Blend	(50 lb.)	\$261.50	bag	X 60	\$15,690.00	
5	Low Maintenance/ Low Traffic Seed Mixture	(50 lb.)	\$320.50	bag	X 20	\$6,410.00	
<b>Amendments, Fertilizer, and Application</b>							
6	Organic Soil Recovery Amendment	(50 lb.)	\$78.04	bag	X 55	\$4,292.20	
7	Bridged Carbon/Organic and Synthetic Fertilizer with Compost, Ammonium Sulfate, Methylene Urea and Sulfate of Potash (16-0-5)	(50 lb.)	\$75.53	bag	X 525	\$39,653.25	
8	Organic Fertilizer from Poultry Layer Compost (5-4-5)	(50 lb.)	\$53.27	bag	X 495	\$26,368.65	
9	Organic Microbial Soil Inoculant (3-3-3)	(40 lb.)	\$57.94	bag	X 50	\$2,897.00	
10	Hybrid Organic/Synthetic Blend Fertilizer (28-0-10)	(50 lb.)	\$87.65	bag	X 100	\$8,765.00	
11	Starter Fertilizer with Calcium and Humic Acids (16-24-10)	(50 lb.)	\$74.97	bag	X 25	\$1,874.25	
12	Calcium Silicate Fertilizer/Soil Amendment	(2000 lb.)	\$1,756.28	Super Sack	X 26	\$45,663.28	
13	Calcium Silicate Fertilizer/Soil Amendment	(50 lb.)	\$46.69	bag	X 20	\$933.80	
14	Gypsum and Humic Acid Soil Amendment w/ Micro and Macro Nutrients (0-0-12)	(50 lb.)	\$92.69	bag	X 35	\$3,244.15	
15	Granular Hydration Surfactant	(50 lb.)	\$91.12	bag	X 75	\$6,834.00	
16	Penetrating/Flushing Surfactant with Sulfur and Potash	(50 lb.)	\$145.58	bag	X 175	\$25,476.50	
17	Infiltration/Hydration Surfactant with Sulfur and Potash	(50 lb.)	\$145.58	bag	X 232	\$33,774.56	
18	Water/Moisture Management Product for Infield Clays	(50 lb.)	\$145.58	bag	X 20	\$2,911.60	
19	Biological Insecticide for Control of White Grubs (Grub Gone G)	(40 lb.)	\$208.43	bag	X 130	\$27,095.90	
20	Product Application Services	N/A	\$105.00	AC	X 450	\$47,250.00	

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<b>Knowledge-Based Services</b>							
21	Cloud-Based Agronomic Planner	N/A	\$1,650.00	EA	X	1	Included in product cost
22	Educational Opportunities: Soil Testing and Agronomic Principles	N/A	\$550.00	EA	X	6	Included in product cost
23	Educational Opportunities: Product Innovation	N/A	\$550.00	EA	X	6	Included in product cost
24	Soil Test Analysis	N/A	\$112.46	EA	X	21	\$2,361.66
25	Irrigation Test Analysis	N/A	\$82.69	EA	X	1	\$82.69
26	ISTRC Soil Profile testing	N/A	\$655.99	EA	X	1	\$655.99
27	Performance Quality Standards (PQS) Assessment (Artificial Turf)	N/A	\$3,850.00	EA	X	1	\$3,850.00
28	Performance Quality Standards (PQS) Assessment (Natural Turf)	N/A	\$3,850.00	EA	X	1	\$3,850.00
29	Monthly Site Visits	N/A	\$550.00	Month	X	12	Included in product cost
<b>Total Year Three Estimated Cost (Sum of Items 1:29)</b>							<b>\$382,651.98</b>