



GREENBRIER VALLEY Conservation District

USDA Service Center ♦ 179 Northridge Drive ♦ Lewisburg, WV 24901
Phone: (304) 645-6173

Serving Greenbrier, Monroe, and Pocahontas Counties

Minutes of the GVCD Special Board Meeting February 22, 2018

The Greenbrier Valley Conservation District Board of Supervisors held a special meeting at 9am on February 22, 2018 in the conference room of the Lewisburg USDA Service Center.

Supervisors present: Jerry Clifton, Gary Sawyers, Gary Truex

Others present: Dennis Burns

Supervisors participating by conference call: Avery Atkins, Carolyn Miller, Timothy VanReenen

Supervisors absent: None

Others participating by conference call: Lynn Woods, Silas Sattler

CALL TO ORDER

Chairman Gary Sawyers called the meeting to order at 9:12am.

NEW BUSINESS

Gary Sawyers stated that the purpose of this special meeting was to discuss the purchase of two Extreme Driver – Next Generation post drivers at a cost of \$38,000.00. A special meeting was called due to six weeks delivery time and the need to have post drivers available for the spring season. He noted the District will keep the best one of the Wheathart drivers that will still be available at the current rental rate. He turned the meeting over to Gary Truex, Building and Equipment Committee Chair.

Gary Truex reported that he has been researching the aforementioned post drivers and has received answers to questions that were posed at the last regular board meeting. In answer to a question about refilling the nitrogen tank, Rusty Tanner, the manufacturer, stated that they have been operating one since April of last year with no need to refill; however, in the event it does need refilled, a kit comes with the driver and it is "like putting air in a tire." In answer to the question about dry-firing, the manufacturer stated that these units cannot dry fire as they have a built-in feature to prevent it. Gary Truex pointed out that this was a feature that other models of pneumatic drivers did not have, making this one more desirable. He also noted that these units have a 21HP electric start motor vs. 13HP on the Wheathart models. The manufacturer stated that the hammer heads should last a lifetime, as they are the same type as used to break rock and boulders. Gary Truex pointed out that this is the only manufacturer of these particular drivers with the desired specifications. Any dealers who sell them must obtain them from this sole source. The retail price of these units \$20,383.00 with a \$400.00 delivery fee. Mr. Tanner has offered the GVCD a package deal of two units for \$38,000.00 with free delivery, which would result in a savings of \$3,566.00. The drivers come with a one-year warranty. Gary estimated that they drive a post in 25% of the time it takes to drive one using the traditional models. Due to the cost of the equipment and the increased efficiency, the manufacturer recommends a minimum daily rental rate of \$150.00.

Commercial rental businesses rent them for much more. Gary Truex also pointed out that Mr. Tanner is a trusted vendor, having dealt with the District on past purchases. Finally, he noted that this model seems to be a safer machine and the design results in much less wear and tear on the overall unit. The manufacturer has also offered to help with the sale of old drivers. Discussion ensued. Avery Atkins suggested that a pin-drop hitch be requested. It was suggested that an instructional video be viewed by renters before first use and at the very least the equipment coordinator should know the machines "inside and out" and be able to instruct renters on operation. Silas Sattler asked the age of the currently owned drivers. Gary Truex stated he didn't have info at hand but best guess was early 90s for the purchases. Silas asked if this would be a "money maker" instead of a service due to the higher rental rate. Gary Truex explained that the rate was not intended as such but rather the District must be aware of the cost and these are more expensive machines than were purchased in the past. Avery Atkins added that we have to consider maintenance and repair costs, equipment coordinator's salary, etc. and that at \$150.00 our daily rate would still be half of what a rental company would charge. Dennis Burns commented that it is still a deal vs. hiring it done and that in no way is the equipment rental program a big "money maker" due to astronomical costs. Gary Truex also gave the reminder that this design is much faster than the old design and therefore each renter would need it for less time. He said the key would be for renters to have their posts laid out in advance. There was also a reminder that one of the Wheatharts would still be available for rent at the lesser rate. **Avery Atkins moved to purchase the two Extreme Driver – Next Generation model post drivers, at a cost of \$38,000.00 with free delivery. Jerry Clifton seconded the motion.** In discussion it was asked whether funds for the purchase would be pulled from the equipment savings account or general funds or combination thereof. It was noted that between the two accounts there are sufficient funds available and it was decided that details would be worked out and approved prior to delivery in six weeks. Avery Atkins suggested a deadline delivery date of April 1. Gary Truex will request that but it was decided that that deadline would not be a deal breaker. **With no further discussion, the motion was put to a vote and passed unanimously.** Gary Truex will place the order.

Other Business

Gary Truex reported that after the February regular board meeting, at which it was decided to sell the manure spreader by sealed bid, it was determined that there was not a paper trail of ownership, as the donation was a "handshake agreement." Gary explained that prior to disposal of the item it would be prudent to have documentation of the donation. Gary Sawyers will call the donor. The disposal will be put on hold until such documentation is obtained and this will be noted on the next agenda.

Dennis Burns reported that he has talked to the State Fair of West Virginia office about the GVCD being involved in the Farm Show scheduled for May 11-13. He said that one idea among staff was to have a tent with an equipment demonstration of a new post driver and other equipment. Supervisors and staff would be needed to man the display. This idea was well received. No action needed at this time.

The group was reminded of the Conservation Program Feedback meeting at 6:30pm.

Adjournment

With no further special business, the meeting adjourned at 10:00am.

Respectfully submitted,



Gary Sawyers
Chairman

Carolyn Miller

**Carolyn Miller
Secretary/Treasurer**

GS/CM/lw

Recorded by Lynn Woods, District Manager