

Best Value - By Stan Southwick



Anyone trying to sell a product will go to great extents to convince you that their product is a better value than the competition's similar product. Everyone always tries to get the best value for their money. Well, not always. In the State of Nevada all municipalities are required by law to accept the low bid contractor. Subsection 1 of NRS 338.147 states that "a public body shall award a contract for a public work to the contractor who submits the best bid" and subsection 4 of NRS 341.145 states that the board "may negotiate with the lowest responsible bidder (defined as licensed, insurable and bondable)." Getting the best price is only a portion of the value associated with any purchase. It's been my experience that the low bidder rarely brings the best value to the table. It's been said that if you are the low bidder on a project, you better get back to the office and figure out what you missed!

Some countries have figured this phenomenon out and have changed the way contracts are awarded. The low and high bids are removed, the average of the remaining bids is calculated and the contractor closest to the average, without going over is awarded the contract. This has shown to reduce substitutions, change orders and disputes providing the better value.

So, as you go through life looking for the best value, remember to look beyond the present and anticipate what is really the best in the long run.

"Victory goes to the player who makes the next-to-last mistake."
— Chessmaster Savielly Grigorievitch Tartakower

Favorite Flora:

Teucrium chamaedrys- Germander- By Matt Durham



This month's favorite flora is a common shrub around Las Vegas but can also be found in many landscapes around the world. Germander (*Teucrium chamaedrys*) is native to the Mediterranean climate from Portugal to Central Russia. This low growing shrub has dark green leaves with spikes of pink colored flowers in the spring and summer. It grows to a 2 feet tall and 2-3 feet in width. A popular cultivar is the Creeping Germander (*Teucrium chamaedrys* 'Prostratum') which is similar in every way except only grows to a height of 6-8 inches. Germander is hardy to

around 0 degrees Fahrenheit but also loves full sun making it a great choice in landscapes around the Las Vegas Valley.

Care for Germander could not be much easier. This shrub can be left to grow a more open, wild appearance or it can be pruned to a tight hedge to create a neat border. Spent blooms can be removed to keep the plant looking clean and to promote new blooms. Germander is drought tolerant and produces very little leaf litter. It can be paired with a variety of plants depending on the desired look. It can be placed in a tropical landscape with Sago Palms (*Cycus revoluta*) and Mock Orange (*Pittosporum tobira*) or in a desert wildflower landscape with Penstemon (*Penstemon spp.*) and Desert Zinnia (*Zinnia acerosa*). However, it is probably most at home with its Mediterranean companions like Spanish Lavender (*Lavandula stoechas*) and Bush Morning Glory (*Convolvulus cneorum*).

Photo of the Month



Mummy Mountain
Spring Mountains, Nevada
Cassie Grimes