

☒ MOSQUITO ☐ HYACINTH	Lee County Mosquito/Hyacinth Control Districts Agenda Item Report	Meeting Date: 10/24/2024
PURPOSE/ACTION REQUESTED: Award and authorize the expenditure of funds for the Annual Price Agreements for Adulticide and Larvicide Chemicals. WHAT ACTION ACCOMPLISHES: This action will allow the Purchasing Manager to order Adulticide and Larvicide chemicals as needed, based on a predetermined minimum/maximum inventory count, over the term of the agreements from January 1, 2025 through December 31, 2025. MANAGEMENT RECOMMENDATION: ☒ Approve ☐ Dismiss BACKGROUND: The District solicited and received bids from vendors for an Annual Price Agreement for Adulticide and Larvicide chemicals (ITB 25-101), excluding Dibrom which is already under a multi-year purchase agreement between the District and Adapco, LLC (d/b/a Azelis A&ES). Staff recommends award to the lowest responsible bidders meeting specifications. Total annual expenditure budgeted for chemicals is \$3,500,000 with an additional \$400,000 available in contingency. The total of the bid quotes for chemicals from ITB 25-101 is \$3,485,066 and the total of the current agreement for Dibrom is \$1,740,480. The total of the chemical bids for 2025 is \$5,225,547. Chemical purchases are initially charged to the District's balance sheet inventory account and are held in storage. Chemicals are expensed against the annual chemical budget of \$3,500,000 as they are requisitioned for use in the field during the year. Chemicals that are purchased each year and not used by the end of the year remain in the inventory account and do not affect the budget for that year.		



15191 Homestead Road, Lehigh Acres, FL. 33971





A		ADULTICIDES		ADAPCO		CLARKE		ES ORCO		TARGET SOLUTIONS	
ITEM	EST QTY	UOM	DESCRIPTION	UNIT COST	EXT COST	UNIT COST	EXT COST	UNIT COST	EXT COST	UNIT COST	EXT COST
A.1	1000	GAL	Imperium Concentrate (250 Gal Total)	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	\$268.50 PER GL	\$268,500.00
A.2	5	TOTE	RYANON ULV (Ordered in 560 Gal Total)	\$83.88 PER GL	\$409,044.00	NO BID	NO BID	\$75.5 PER GAL	\$38,150.00	NO BID	NO BID
A.3	6	Tote	Permethrin 30-30 Concentrate (Ordered in 272 Metal Tote)	\$96.43 PER GL	\$59,093.40	\$328.82 PER GAL	\$377,553.00	\$70.5 PER GAL	\$131,175.00	\$81.00 PER GL	\$268,500.00
A.4	2	Tote	ReMoA Tri (Ordered in 264 Gal Tote)	\$298.00 PER GL	\$157,344.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
B. LARVICIDES											
ITEM	EST QTY	UOM	DESCRIPTION	UNIT COST	EXT COST	UNIT COST	EXT COST	UNIT COST	EXT COST	UNIT COST	EXT COST
B.1	100	GAL	Altosid Liquid Larvicide Concentrate (Ordered in 2.5 Gal Containers)	NO BID	NO BID	\$197.40 PER GAL	\$19,740.00	\$2148.80 PER GAL	\$21,488.00	\$1074.40 PER GL	\$107,440.00
B.2	3200	LBS	Altosid P35 (40 LB Bags)	NO BID	NO BID	\$28.25 PER LB	\$84,800.00	\$28.25 PER LB	\$84,800.00	\$20.25 PER LB	\$64,800.00
B.3	3000	LBS	Altosid S8G II (Ordered in 40 LB Bags)	NO BID	NO BID	\$37.5 PER LB	\$112,500.00	\$37.5 PER LB	\$112,500.00	\$37.5 PER LB	\$112,500.00
B.4	5	Case Of 220	Altosid XR Briquet	NO BID	NO BID	\$4,334.00	\$4,334.00	\$866.80 PER CS	\$4,334.00	\$866.80 PER CS	\$4,334.00
B.5	45000	LBS	Bacillus Sphaericus Granule FG (Ordered in 40 LB Bags)	\$7.94 PER LB	\$357,300.00	NO BID	NO BID	\$5.50 PER LB	\$247,500.00	\$5.19 PER LB	\$233,550.00
B.6	10	LBS	Bacillus Sphaericus Water Soluble Pouches (800/Case)	\$785.00 PER CS	\$7,850.00	NO BID	NO BID	\$780.00 PER CS	\$7,800.00	\$770.00 PER CS	\$7,700.00
B.7	384000	LBS	Bacillus Thuringiensis (BT) Granule (Ordered in 40 LB Bags)	\$164.00 PER LB	\$627,360.00	NO BID	NO BID	\$160.00 PER LB	\$61,440.00	\$152.00 PER LB	\$58,368.00
B.8	22500	LBS	Metalarv S-PT (Ordered in 40 LB Bags)	\$31.50 PER LB	\$708,750.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
B.9	30000	LBS	Natural G30 (Ordered in 40 LB Bags)	NO BID	NO BID	\$21.54 PER LB	\$646,200.00	NO BID	NO BID	NO BID	NO BID
B.10	6	Case Of 500	Natural G30 WSP (500 pouch/case)	NO BID	NO BID	\$620.06 PER CS	\$3,720.36	NO BID	NO BID	NO BID	NO BID
B.11	8000	LBS	Natural G (Ordered in 40 LB Bags)	NO BID	NO BID	\$9.24 PER LB	\$73,920.00	NO BID	NO BID	NO BID	NO BID
B.12	5	Case Of 220	Natural XRT (220 Tablets/Case)	NO BID	NO BID	\$1336.94 PER CS	\$6,684.70	NO BID	NO BID	NO BID	NO BID
B.13	2400	GAL	Vectobac 12AS Liquid (Ordered in 2.5 Gal/30 Gal/275 Gal Tote)	\$39.24 PER GL	\$94,176.00	NO BID	NO BID	\$44.20 PER GAL	\$106,080.00	\$44.20 PER GL	\$106,080.00
B.14	2400	LBS	Vectobac WDG (Ordered in 25 LB Drum)	\$47.38 PER LB	\$113,712.00	NO BID	NO BID	\$38.00 PER LB	\$91,200.00	\$36.50 PER LB	\$87,600.00
Recommended Award				\$2,068,892.00		\$730,525.06		\$229,325.00		\$456,324.00	

6720 MIN	Gal	Dibrom 30-Gal Drum	This is a Multi-Year Pricing Agreement								
Recommended Award											
				\$2,068,892.00		\$730,525.06		\$229,325.00		\$456,324.00	

TOTAL ANNUAL ESTIMATE	\$259.00	\$1,740,480.00
ANNUAL BUDGET EXPENDITURE		\$5,225,546.06
CONTINGENCY (IF NEEDED)		\$3,500,000.00

NO BID
WINNING BID

Signed by:

Date: 10/25/24

Signed by:

Date: 10/24/2024

Signed by:

Date: 10/24/2024

Signed by:

Date: 10/24/2024

Validity of Pricing

Pricing will be considered firm for acceptance for a minimum of 60 days after the due date unless otherwise specified in the Solicitation. The validity period may be extended beyond that date on agreement of parties.

Quotation

All Responses must be submitted on the form(s) provided below:

A. ADULTICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
A.1	1000	Gal	Imperium Concentrate (250 Gal tote)	No Bid	
A.2	5	Tote	Fyfanon ULV (ordered in 260 Gal tote)	\$21,808.80/tote	\$109,044.00
A.3	6	Tote	Permethrin 30-30 Concentrate (ordered in 275 Gal metal tote)	\$26,515.00/tote	\$159,093.00
A.4	2	Tote	ReMoa Tri (ordered in 264 Gal tote)	\$78,672.00/tote	\$157,344.00

B. LARVICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
B.1	100	Gal	Altosid Liquid Larvicide Concentrate (ordered in 2.5 Gal containers)	No Bid	
B.2	3200	Lbs	Altosid P35 (40 lb. bags)	No Bid	
B.3	3000	Lbs	Altosid SBG II (ordered in 40 lb. bags)	No Bid	
B.4	5	Case of 220	Altosid XR Briquet	No Bid	
B.5	45000	Lbs	Bacillus Sphaericus Granule FG (ordered in 40 lb. bags)	\$7.94/lb	\$357,300.00
B.6	10	Case of 800	Bacillus Sphaericus Water Soluble Pouches (800/case)	\$785.00/cs	\$7,850.00
B.7	384000	Lbs	Bacillus thuringiensis (Bti) Granule (Ordered in 40 lb. bags)	\$1.64/lb	\$629,760.00
B.8	22500	Lbs	MetaLarv S-PT (ordered in 40 lb. bags)	\$31.50/lb	\$708,750.00
B.9	30000	Lbs	Natular G30 (ordered in 40 lb. bags)	No Bid	
B.10	6	Case of 500	Natular G30 WSP (500 pouch/case)	No Bid	
B.11	8000	Lbs	Natular G (ordered in 40 lb. bags)	No Bid	

B.12	5	Case of 220	Natular XRT (220 tablets/case)	No Bid	
B.13	2400	Gal	VectoBac 12AS Liquid (ordered in 2.5 gallon / 30 gallon / 275 gallon tote)	\$39.24/gl	\$94,176.00
B.14	2400	Lbs	VectoBac WDG (ordered in 25lb drum)	\$47.38/lb	\$113,712.00

Name: Andy Pierce, Sr. VP of Sales Company Name: ADAPCO, LLC
 TERMS: Net 45

PLEASE SELECT A METHOD OF PAYMENT:

☒ **1) PAYMENT TERMS: Net 45**
(Vendor paid within 45 days of invoice or receipt of goods accepted in good order.)

☐ **2)*ELECTRONIC FUNDS TRANSFER (EFT) DISCOUNT**
 --If selected, discount offered: _____% (e.g. 1%, 2%, and 5%)

☐ **3) PROMPT PAYMENT DISCOUNT:** _____% 10 days
 (e.g. 1% 10 days, 2% 10 days)

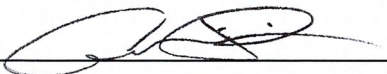
☐ **4) PROCUREMENT CARD PROGRAM**
 --If selected, discount offered: _____% (e.g. 1%, 1 ½%, 2%)
(This payment method would allow vendor payments to be made within 24 hours of use by District through District's Procurement Card Program provider).

***Electronic Funds Transfer Information:**

The Lee County Mosquito Control District prefers to receive invoices via electronic mail and process payments electronically. To submit invoices via electronic mail, please use the following address: payables@lcmcd.org.

CERTIFICATION OF BID

The undersigned affirms that they are duly authorized to execute this contract, that this bid has not been prepared in collusion with any other bidder, and that the contents of this bid have not been communicated to any other bidder prior to the official opening of this bid. Additionally, the undersigned affirms that the firm is willing to sign the enclosed Standard Form of Agreement (if applicable).

Signed By:  Title: Sr. VP of Sales

Typed Name: Andy Pierce Company Name: ADAPCO, LLC

Phone No.: (407) 328-6519 or (800) 367-0659 Fax No.: (866) 330-9888

Email: aes.vectorbids@azelis.com

Bid Address: 100 Colonial Center Parkway, Ste 170 Lake Mary, FL 32746

P.O. Box or Street	City	State	Zip
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Order Address: 100 Colonial Center Parkway, Ste 170 Lake Mary, FL 32746

P.O. Box or Street	City	State	Zip
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Remit Address: PO Box 736662 Dallas, TX 75373-6662

P.O. Box or Street	City	State	Zip
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Federal Tax ID No.: 59-2574523

DUNS No.: Duns# 14-805-0800

Date: 09/20/2024

END OF BID #24-101

FOR DISTRICT USE ONLY

Approved By: _____
Executive Director

Approved By: _____
Chairperson of the Board

Date: _____

Mosquito Chemical BID Opening

Sign IN

Date: 10/2/2024

1. Aaron Lloyd
2. David Hoel
3. Angel Monge
4. J. Smith
- 5.
- 6.
- 7.

2:30pm

Validity of Pricing

Pricing will be considered firm for acceptance for a minimum of 60 days after the due date unless otherwise specified in the Solicitation. The validity period may be extended beyond that date on agreement of parties.

Quotation

All Responses must be submitted on the form(s) provided below:

A. ADULTICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
A.1	1000	Gal	Imperium Concentrate (250 Gal tote)	No Bid	No Bid
A.2	5	Tote	Fyfanon ULV (ordered in 260 Gal tote)	No Bid	No Bid
A.3	6	Tote	Permethrin 30-30 Concentrate (ordered in 275 Gal metal tote)	\$228.82	\$377,553.00
A.4	2	Tote	ReMoa Tri (ordered in 264 Gal tote)	No Bid	No Bid

B. LARVICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
B.1	100	Gal	Altosid Liquid Larvicide Concentrate (ordered in 2.5 Gal containers)	\$1,074.40	\$107,440.00
B.2	3200	Lbs	Altosid P35 (40 lb. bags)	\$20.25	\$64,800.00
B.3	3000	Lbs	Altosid SBG II (ordered in 40 lb. bags)	\$3.75	\$11,250.00
B.4	5	Case of 220	Altosid XR Briquet	\$866.80	\$4,334.00
B.5	45000	Lbs	Bacillus Sphaericus Granule FG (ordered in 40 lb. bags)	No Bid	No Bid
B.6	10	Case of 800	Bacillus Sphaericus Water Soluble Pouches (800/case)	No Bid	No Bid
B.7	384000	Lbs	Bacillus thuringiensis (Bti) Granule (Ordered in 40 lb. bags)	No Bid	No Bid
B.8	22500	Lbs	MetaLarv S-PT (ordered in 40 lb. bags)	No Bid	No Bid
B.9	30000	Lbs	Natular G30 (ordered in 40 lb. bags)	\$21.54	\$646,200.00
B.10	6	Case of 500	Natular G30 WSP (500 pouch/case)	\$620.06	\$3,720.36
B.11	8000	Lbs	Natular G (ordered in 40 lb. bags)	\$9.24	\$73,920.00

B.12	5	Case of 220	Natular XRT (220 tablets/case)	\$1,336.94	\$6,684.70
B.13	2400	Gal	VectoBac 12AS Liquid (ordered in 2.5 gallon / 30 gallon / 275 gallon tote)	No Bid	No Bid
B.14	2400	Lbs	VectoBac WDG (ordered in 25lb drum)	No Bid	No Bid

Name: Darrel Bagiotti Company Name: Clarke Mosquito Control Products, Inc.
 TERMS: Net 45

PLEASE SELECT A METHOD OF PAYMENT:

☒ 1) PAYMENT TERMS: Net 45
(Vendor paid within 45 days of invoice or receipt of goods accepted in good order.)

☒ 2) *ELECTRONIC FUNDS TRANSFER (EFT) DISCOUNT
 --If selected, discount offered: 0 % (e.g. 1%, 2%, and 5%)

☐ 3) PROMPT PAYMENT DISCOUNT: _____ % 10 days
 (e.g. 1% 10 days, 2% 10 days)

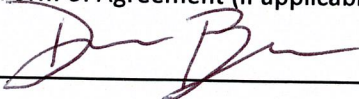
☒ 4) PROCUREMENT CARD PROGRAM
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Signed By:  Title: Control Consultant

Typed Name: Darrel Bagiotti Company Name: Clarke Mosquito Control Products, Inc.

Phone No.: 407-944-0520 Fax No.: No Fax

Email: dbagiotti@clarke.com

Bid Address: 3036 Michigan Ave, Kissimmee, FL 34744

P.O. Box or Street	City	State	Zip
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Order Address: 3036 Michigan Ave, Kissimmee, FL 34744

P.O. Box or Street	City	State	Zip
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Remit Address: 16277 Collections Drive, Chicago, IL 60693

P.O. Box or Street	City	State	Zip
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Federal Tax ID No.: 36-3672438

DUNS No.: 797478567

Date: 8/20/24

END OF BID #24-101

FOR DISTRICT USE ONLY

Approved By: _____
Executive Director

Approved By: _____
Chairperson of the Board

Date: _____

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A.1	1000	Gal	Imperium Concentrate (250 Gal tote)		
A.2	5	Tote	Fyfanon ULV (ordered in 260 Gal tote)	19,630.00	98,150.00
A.3	6	Tote	Permethrin 30-30 Concentrate (ordered in 275 Gal metal tote)	21,862.50	131,175.00
A.4	2	Tote	ReMoa Tri (ordered in 264 Gal tote)		

B. LARVICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
B.1	100	Gal	Altosid Liquid Larvicide Concentrate (ordered in 2.5 Gal containers)	5,372.00	53,720.00
B.2	3200	Lbs	Altosid P35 (40 lb. bags)	810.00	64,800.00
B.3	3000	Lbs	Altosid SBG II (ordered in 40 lb. bags)	150.00	11,250
B.4	5	Case of 220	Altosid XR Briquet	866.80	4,334.00
B.5	45000	Lbs	Bacillus Sphaericus Granule FG (ordered in 40 lb. bags) Spheratax SPH (50G)	220.00	247,500.00
B.6	10	Case of 800	Bacillus Sphaericus Water Soluble Pouches (800/case) Spheratax SPH WSP (50G)	780.00	7,800
B.7	384000	Lbs	Bacillus thuringiensis (Bti) Granule (Ordered in 40 lb. bags) AquaBac 200G	67.20	645,120
B.8	22500	Lbs	MetaLarv S-PT (ordered in 40 lb. bags)		
B.9	30000	Lbs	Natular G30 (ordered in 40 lb. bags)		
B.10	6	Case of 500	Natular G30 WSP (500 pouch/case)		
B.11	8000	Lbs	Natular G (ordered in 40 lb. bags)		

B.12	5	Case of 220	Natular XRT (220 tablets/case)		
B.13	2400	Gal	VectoBac 12AS Liquid (ordered in 2.5 gallon / 30 gallon / 275 gallon tote) AquaBac XT	35.50\$ per Gal 2.5gal jug 30 Gal drum 250 Gal tote	85,200.00
B.14	2400	Lbs	VectoBac WDG (ordered in 25lb drum) AquaBac WDG 3000	30\$ per lb 25lb pail 55 lb pail	72,000.00

SA

Name: Scott Artman Company Name: ES OPCO USA LLC DBA VESERIS
 TERMS: Net 45

PLEASE SELECT A METHOD OF PAYMENT:

☒ **1) PAYMENT TERMS: Net 45**
(Vendor paid within 45 days of invoice or receipt of goods accepted in good order.)

☐ **2)*ELECTRONIC FUNDS TRANSFER (EFT) DISCOUNT**
 --If selected, discount offered: _____% (e.g. 1%, 2%, and 5%)

☐ **3) PROMPT PAYMENT DISCOUNT:** _____% 10 days
 (e.g. 1% 10 days, 2% 10 days)

☐ **4) PROCUREMENT CARD PROGRAM**
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Signed By: Scott Artman Title: Industry Specialist

Typed Name: Scott Artman Company Name: ES OPCO USA LLC DBA VESERIS

Phone No.: 407-405-3689 Fax No.: _____

Email: scott.artman@veseris.com

Bid Address: 7501 Municipal Dr Orlando FL 32819

P.O. Box or Street City State Zip

Order Address: 7501 Municipal Dr Orlando FL 32819

P.O. Box or Street City State Zip

Remit Address: 7501 Municipal Dr Orlando FL 32819

P.O. Box or Street City State Zip

Federal Tax ID No.: 84-3689531

DUNS No.: 117388725

Date: 9/24/2024

END OF BID #24-101

FOR DISTRICT USE ONLY

Approved By: _____
Executive Director

Approved By: _____
Chairperson of the Board

Date: _____

Validity of Pricing

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A.1	1000	Gal	Imperium Concentrate (250 Gal tote)	\$268.50 / gal	\$268,500.00
A.2	5	Tote	Fyfanon ULV (ordered in 260 Gal tote)	NO BID	NO BID
A.3	6	Tote	Permethrin 30-30 Concentrate (ordered in 275 Gal metal tote)	\$22,275.00 per 275 gal tote	\$133,650.00
A.4	2	Tote	ReMoa Tri (ordered in 264 Gal tote)	NO BID	NO BID

B. LARVICIDES

Item	Est. Qty.	UOM	Description	Unit Price	Total Price
B.1	100	Gal	Altosid Liquid Larvicide Concentrate (ordered in 2.5 Gal containers)	\$1,074.40 / gal	\$107,440.00
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B.3	3000	Lbs	Altosid SBG II (ordered in 40 lb. bags)	\$3.75 / lb	\$11,250.00
B.4	5	Case of 220	Altosid XR Briquet	\$866.80 / case	\$4,334.00
B.5	45000	Lbs	Bacillus Sphaericus Granule FG (ordered in 40 lb. bags)	\$5.19 / lb	\$233,550.00
B.6	10	Case of 800	Bacillus Sphaericus Water Soluble Pouches (800/case)	\$770.00 / case	\$7,700.00
B.7	384000	Lbs	Bacillus thuringiensis (Bti) Granule (Ordered in 40 lb. bags)	\$1.52 / lb	\$583,680.00
B.8	22500	Lbs	MetaLarv S-PT (ordered in 40 lb. bags)	NO BID	NO BID
B.9	30000	Lbs	Natular G30 (ordered in 40 lb. bags)	NO BID	NO BID
B.10	6	Case of 500	Natular G30 WSP (500 pouch/case)	NO BID	NO BID
B.11	8000	Lbs	Natular G (ordered in 40 lb. bags)	NO BID	NO BID

B.12	5	Case of 220	Natular XRT (220 tablets/case)	NO BID	NO BID
B.13	2400	Gal	VectoBac 12AS Liquid (ordered in 2.5 gallon / 30 gallon / 275 gallon tote)	\$34.30 / gal	\$82,320.00
B.14	2400	Lbs	VectoBac WDG (ordered in 25lb drum)	\$26.50 / lb	\$63,600.00

Name: Kirsti Rodney Company Name: Rentokil North America Inc., dba Target Specialty Products
 _____ TERMS: Net 45

PLEASE SELECT A METHOD OF PAYMENT:

___ **1) PAYMENT TERMS:** Net 45 Target Specialty Products Offers Net 30 Terms, pending approval.
(Vendor paid within 45 days of invoice or receipt of goods accepted in good order.)

☒ **2)*ELECTRONIC FUNDS TRANSFER (EFT) DISCOUNT**
 --If selected, discount offered: _____% (e.g. 1%, 2%, and 5%)

___ **3) PROMPT PAYMENT DISCOUNT:** _____% 10 days
 (e.g. 1% 10 days, 2% 10 days)

☒ **4) PROCUREMENT CARD PROGRAM**
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Signed By: Kirsti Rodney Title: Vector Customer Service Representative

Typed Name: Kirsti Rodney Company Name: Rentokil North America Inc.,
dba Target Specialty Products

Phone No.: 225-999-8307 Fax No.: _____

Email: Kirsti.Rodney@Target-Specialty.com &
Marty.Shuster@Target-Specialty.com

Bid Address: 11301 Industriplex Blvd, STE 100 Baton Rouge LA 70809

P.O. Box or Street	City	State	Zip
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Order Address: 11301 Industriplex Blvd, STE 100, Baton Rouge LA 70809

P.O. Box or Street	City	State	Zip
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Remit Address: P.O. Box 14084, Reading, PA 19608

P.O. Box or Street	City	State	Zip
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Federal Tax ID No.: 23-1568350

DUNS No.: 014495014

Date: 09/24/2024

END OF BID #24-101

FOR DISTRICT USE ONLY

Approved By: _____
Executive Director

Approved By: _____
Chairperson of the Board

Date: _____