



# FLORIDA KEYS MOSQUITO CONTROL DISTRICT

## Board of Commissioners

Phil Goodman, Chairman  
Stanley Zuba, Vice Chairman  
Brandon Pinder, Secretary/Treasurer  
Jill Cranney  
Thomas McDonald

Executive Director  
Andrea Leal

18 Aquamarine Drive  
Key West, FL 33040

Telephone: (305) 292-7190  
FAX: (305) 292-7199

[www.keysmosquito.org](http://www.keysmosquito.org)

March 17, 2021

To: All Responding Bidders:  
Adapco  
Clarke Mosquito Control Products  
Target Specialty Products  
Veseris

From: Bruce Holden, Finance Director *Bruce Holden*

Subject: Notice of Award: RFP 2021-05 Mosquito Control Adulticides & Larvicides

The Board of Commissioners of the Florida Keys Mosquito Control District at their regular meeting held March 16<sup>th</sup>, 2021, made the following awards:

### **RFP 2021-05 Mosquito Control Adulticides & Larvicides**

#### **Dibrom Concentrate**

##### **Adapco – 3 years:**

\$245.54 per gallon < 90 gallons/\$242.01 per gallon > 90 gallons, 1-4 day delivery  
Effective April 1, 2021 to March 31, 2022

\$257.82 per gallon < 90 gallons/\$254.11 per gallon > 90 gallons, 1-4 day delivery  
Effective April 1, 2022 to March 31, 2023

\$270.72 per gallon < 90 gallons/\$266.82 per gallon > 90 gallons, 1-4 day delivery  
Effective April 1, 2023 to March 31, 2024

#### **Permethrin 30%, Piperonyl-Butoxide 30%**

##### **Target Specialty Products – 2 years:**

\$57.00 per gallon in 55 gallon drums or 275 gallon totes, 5 day delivery  
Effective April 1, 2021 to March 31, 2022

\$58.00 per gallon in 55 gallon drums or 275 gallon totes, 5 day delivery  
Effective April 1, 2022 to March 31, 2023

#### **Spinosad (a mixture of Spinosyn A and Spinosyn D)**

##### **Clarke Mosquito Control Products – 3 years:**

Natular G30 (Granular 30 day, 40 lb bags) \$16.99 per lb, 3-5 day delivery

Natular DT (Tablet, 60 day) \$1,386.00 per case, 3-5 day delivery

Natular XRT (Tablet, 180 day) \$1,025.20 per case, 3-5 day delivery

Effective March 16, 2021 to March 15, 2024

Thank you for your interest in conducting business with the Florida Keys Mosquito Control District. Should you have any questions, please contact me at 305-292-7190.



# FLORIDA KEYS

## MOSQUITO CONTROL DISTRICT

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March 10, 2021

To: Board of Commissioners  
Florida Keys Mosquito Control District

From: Bruce Holden, Finance Director *B Holden*

Through: Andrea Leal, Executive Director

Subject: Bid Opening Committee Recommendations for RFP #2021-05

On March 4, 2021, sealed bids for the above referenced item were accepted by the FKMCD Bid Opening Committee. The committee consisted of Executive Director Andrea Leal, Director of Aerial Operations Joshua Kogut, Director of Operations Mikki Coss, Purchasing Agent Rochele Miller, and me.

Chrissy Bloxom was present to handle the recording. No other employees or members of the public attended the meeting.

### **RFP #2021-05: Mosquito Control Adulticides and Larvicides**

The Bid Committee recommends awarding contracts to the following companies based on the pricing and delivery times that are summarized on the following pages:






1. **Adapco; Dibrom Concentrate** – The committee recommends accepting Adapco's bid for three years. The year one price of \$242.01 price per gallon will apply when 90 or more gallons are ordered. That price will increase to \$254.11 per gallon in year two and \$266.82 in year three. These prices represent a 3.6% price increase in the first year and a 5% increase the two following years. There was only one bidder for Dibrom.
2. **Clarke; Spinosad (a mixture of Spinosyn A and Spinosyn D)** – The committee recommends accepting Clarke's bid for three products for three years. The pricing will remain constant for all years. Pricing for Natular G30 will be \$16.99 per pound, Natular DT will be \$1,386.00 per case, and Natular XRT will be \$1,025.20 per case. These prices are less than 2% higher than Clarke's current pricing.
3. **Target Specialty Products; Permethrin 30%, Piperonyl-Butoxide 30%** - The committee recommends accepting Target Specialty Solution's Permanone 30-30 bid for two years. Pricing will be \$57.00 per gallon in the first year and \$58.00 per gallon in the second year. This pricing was the lowest of all the bidders and represents a nominal increase from the current price of \$56.84 per gallon.

**FLORIDA KEYS MOSQUITO CONTROL DISTRICT**

**BID OPENING - RFP 2021-05**

**Thursday, March 4<sup>th</sup>, 2021 at 9:19 AM**

**PRESENT WERE:**

Andrea Leal, Executive Director   
Joshua Kogut, Director of Aerial Operations  
Bruce Holden, Finance Director   
Mikki Coss, Director of Operations   
Rochele Miller, Purchasing Agent   
Chrissy Bloxom, Executive Assistant (Recording) 

**RFP 2021-05 Mosquito Control Adulticides & Larvicides:**

**Dibrom Concentrate**

With only one bid received, the committee unanimously recommends Adapco for a 3 year pricing plan. Annual increases are less than 5%. Adapco offered multi-year pricing for 30 gallon drums of Dibrom Concentrate delivered within a 1-4 day window.

First Year: < 90 gal \$245.54 per gallon > 90 gal \$242.01 per gallon  
Second Year: < 90 gal \$257.82 per gallon > 90 gal \$254.11 per gallon  
Third Year: < 90 gal \$270.71 per gallon > 90 gal \$266.82 per gallon

**Spinosad (a mixture of Spinosyn A and Spinosyn D)**

With only one bid received, the committee unanimously recommends Clarke's multi-year pricing for Spinosad Products. They offered 3 products and we recommend locking in at their proposed price for 3 years. Delivery is 3-5 days.

Natular 30 (Granular 30 day, 40 lb bags) \$16.99 per lb  
Natular DT (Tablet, 60 day) \$1,386.00 per case  
Natular XRT (Tablet, 180 day) \$1,025.20 per case

**Permethrin 30%, Piperonyl Butoxide 30%**

Four bids were received including five total products. The committee unanimously recommends Permanone 30-30 from Target Specialty Products for a period of 2 years. When purchasing either 55 gallon drums or 275 gallon totes, the proposed cost is \$57.00 per gallon the first year and \$58.00 per gallon during the second year. Target Specialty Products estimates a 5 day delivery time.

*If awarded, the above contracts would be effective April 1, 2021.*

**Dibrom Concentrate**

*Effective: April 1, 2021*

|                                |          |                   |                        |                  |
|--------------------------------|----------|-------------------|------------------------|------------------|
| <b>Adapco<br/>30 Gal Drums</b> | One Year | 90 gal. or less   | Cost per gal: \$245.54 | 1-4 Day Delivery |
|                                | One Year | More than 90 gal. | Cost per gal: \$242.01 | 1-4 Day Delivery |
|                                | 2nd Year | 90 gal. or less   | Cost per gal: \$257.82 | 1-4 Day Delivery |
|                                | 2nd Year | More than 90 gal. | Cost per gal: \$254.11 | 1-4 Day Delivery |
|                                | 3rd Year | 90 gal. or less   | Cost per gal: \$270.71 | 1-4 Day Delivery |
|                                | 3rd Year | More than 90 gal. | Cost per gal: \$266.82 | 1-4 Day Delivery |

**Spinosad (a mixture of Spinosyn A and Spinosyn D)**

*Effective: April 1, 2021*

|                           |             |                                  |          |                 |                  |
|---------------------------|-------------|----------------------------------|----------|-----------------|------------------|
| One Year                  | Natular G30 | Granular 30 day release 2.5% a.i | 40lb bag | \$16.99/lb.     | 3-5 Day Delivery |
| One Year                  | Natular DT  | Tablet, 60 day, 0.1 gram a.i.    | Case     | \$1,386.00/Case | 3-5 Day Delivery |
| One Year                  | Natular XRT | Tablet, 180 day, 6.25 a.i.       | Case     | \$1,025.20/Case | 3-5 Day Delivery |
| <b>Multi-Year Pricing</b> | Natular G30 | Granular 30 day release 2.5% a.i | 40lb bag | \$16.99/lb.     | 3-5 Day Delivery |
| <b>Multi-Year Pricing</b> | Natular DT  | Tablet, 60 day, 0.1 gram a.i.    | Case     | \$1,386.00/Case | 3-5 Day Delivery |
| <b>Multi-Year Pricing</b> | Natular XRT | Tablet, 180 day, 6.25 a.i.       | Case     | \$1,025.20/Case | 3-5 Day Delivery |

**Permethrin 30%, Piperonyl Butoxide 30%**

*Effective: April 1, 2021*

|  |          |                 |                       |                  |
|--|----------|-----------------|-----------------------|------------------|
| <b>Clarke</b><br><i>BioMist 30+30</i>                      | One Year | 55 Gallon Drum  | Cost per gal: \$66.13 | 3-5 Day Delivery |
|  | One Year | 275 Gallon Tote | Cost per gal: \$66.13 | 3-5 Day Delivery |
|  | 2nd Year | 55 Gallon Drum  | Cost per gal: \$68.11 | 3-5 Day Delivery |
|  | 2nd Year | 275 Gallon Tote | Cost per gal: \$68.11 | 3-5 Day Delivery |
|  | 3rd Year | 55 Gallon Drum  | Cost per gal: \$70.15 | 3-5 Day Delivery |
|  | 3rd Year | 275 Gallon Tote | Cost per gal: \$70.15 | 3-5 Day Delivery |
| <b>Adapco</b><br><i>Permasense 30-60</i>                   | One Year | 55 Gallon Drum  | Cost per gal: \$64.98 | 1-3 Day Delivery |
|  | One Year | 275 Gallon Tote | Cost per gal: \$64.73 | 1-3 Day Delivery |
|  | 2nd Year | 55 Gallon Drum  | Cost per gal: \$65.25 | 1-3 Day Delivery |
|  | 2nd Year | 275 Gallon Tote | Cost per gal: \$65.19 | 1-3 Day Delivery |
|  | 3rd Year | 55 Gallon Drum  | Cost per gal: \$65.79 | 1-3 Day Delivery |
|  | 3rd Year | 275 Gallon Tote | Cost per gal: \$65.47 | 1-3 Day Delivery |
| <b>Target Specialty Products</b><br><i>Perm X 30-30</i>    | One Year | 55 Gallon Drum  | Cost per gal: \$58.50 | 5 Day Delivery   |
|  | One Year | 275 Gallon Tote | Cost per gal: \$64.50 | 5 Day Delivery   |
|  | 2nd Year | 55 Gallon Drum  | Cost per gal: \$60.30 | 5 Day Delivery   |
|  | 2nd Year | 275 Gallon Tote | Cost per gal: \$66.30 | 5 Day Delivery   |
|  | 3rd Year | 55 Gallon Drum  | Cost per gal: \$61.50 | 5 Day Delivery   |
|  | 3rd Year | 275 Gallon Tote | Cost per gal: \$67.50 | 5 Day Delivery   |
| <b>Target Specialty Products</b><br><i>Permanone 30-30</i> | One Year | 55 Gallon Drum  | Cost per gal: \$57.00 | 5 Day Delivery   |
|  | One Year | 275 Gallon Tote | Cost per gal: \$57.00 | 5 Day Delivery   |
|  | 2nd Year | 55 Gallon Drum  | Cost per gal: \$58.00 | 5 Day Delivery   |
|  | 2nd Year | 275 Gallon Tote | Cost per gal: \$58.00 | 5 Day Delivery   |
|  | 3rd Year | 55 Gallon Drum  | Cost per gal: \$59.50 | 5 Day Delivery   |
|  | 3rd Year | 275 Gallon Tote | Cost per gal: \$59.50 | 5 Day Delivery   |
| <b>Veseris</b>   | One Year | 55 Gallon Drum  | Cost per gal: \$88.75 | 7 Day Delivery   |
|  | One Year | 275 Gallon Tote | Cost per gal: \$88.65 | 7 Day Delivery   |
|  | 2nd Year | 55 Gallon Drum  | Cost per gal: \$88.75 | 7 Day Delivery   |
|  | 2nd Year | 275 Gallon Tote | Cost per gal: \$88.65 | 7 Day Delivery   |
|  | 3rd Year | 55 Gallon Drum  | Cost per gal: \$88.75 | 7 Day Delivery   |
|  | 3rd Year | 275 Gallon Tote | Cost per gal: \$88.65 | 7 Day Delivery   |