



DATE: April 04, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Latoya Clark

FROM: Anh Ton, Director, Highway and Bridge Maintenance Division

PROJECT TITLE: Mosquito Control Supplies (Non-Sheltered Market) - Bid No. TBD

REQUISITION NO. HWB0000391

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

Refer to attachment.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

Refer to attachment.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

Refer to attachment.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$3.5M Contract length (if applicable): 1 Year with two year optional renewals

Expenses to date: \$761,734.26

Has this commodity or service been previously provided to the County? Yes No

If yes, when and by whom? Companies listed in the attached memo

How was item/service procured? Sole brand and sole source

What is the current contract (MA) or purchase order number? N2112664Q1,P2111528B1,D1168203B1,P-C

If this is a sole brand, is there an "authorized" dealers list? Yes No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Refer to attachment.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Adriana Toro		April 4, 2017
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Anh Ton		April 4, 2017
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

Sole Source
 Sole Brand
 Reasonable Source
 RFI attached
 Rejected
 Request Authorization to Negotiate

Additional Information:

Request for Information (RFI) N2114084F1 - Mosquito Control Supplies, was posted from April 18 - 25, 2017. The RFI was issued to see if there are additional distributors authorized to sell the mosquito control products specified as a sole-source in Exhibit 1. In addition, the RFI was used to ascertain whether the Trap and Kill® Autocidal Gravid Ovitrap (AGO) mosquito trap is available from more than one source (originally requested as a sole brand). The RFI yielded two (2) responses, however the responses did not indicate any additional vendors authorized to sell the identified sole source mosquito products. Additionally, there were no vendor responses indicating additional providers for the Trap and Kill® AGO brand mosquito trap; therefore it is believed that SpringStar, Inc. is the only provider of this particular trap. The Purchasing Agent agrees with the Highway and Bridge Maintenance Division (HBMD) that the mosquito control supplies requested as a sole source and sole brand should continually be used to combat the mosquito population in Broward County. These products were tested by HBMD and have proven to be the most effective. In addition, HBMD is adding the Aquabac product to test effectiveness (each product formulation is unique and effectiveness needs to be tested). Using multiple products maintains product diversity and prevents chemical resistance in the mosquito population of Broward County.

Purchasing Agent Signature: LATOYA T. CLARK  Date: May 1, 2017

Digitally signed by LATOYA T. CLARK
DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=LATOYA T. CLARK
Date: 2017.05.01 09:27:39 -04'00'

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **BRENDA BILLINGSLEY**  Date:

Digitally signed by BRENDA BILLINGSLEY
DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=BRENDA BILLINGSLEY
Date: 2017.06.01 16:56:28 -04'00'

Attachments: Exhibit 1 - Mosquito Control Supplies Sole Source/Sole Brand Request dated March 31, 2017

Reviewed by: C. Mangan, Purchasing Manager

CONSTANCE S. MANGAN 
Digitally signed by CONSTANCE S. MANGAN
DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=CONSTANCE S. MANGAN
Date: 2017.05.02 18:19:57 -04'00'



**PUBLIC WORKS DEPARTMENT
HIGHWAY & BRIDGE MAINTENANCE DIVISION**

1600 NW 30th Ave • Pompano Beach, Florida 33069 • 954-357-6040 • FAX 954-357-6131

DATE: March 31, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Latoya Clark, Purchasing Agent

FROM: Anh Ton, Director, Highway and Bridge Maintenance Division (HBMD)

SUBJECT: Mosquito Control Supplies Sole Source / Sole Brand Request (Non-Sheltered Market) - Bid No. TBD

The Highway and Bridge Maintenance Division would like to request the Purchasing Division to approve the sole source / sole brand request of the mosquito control products listed in the table below, which are part of the above-referenced solicitation.

Table below contains a list of mosquito control products that require sole source and/or sole brand approval and justification for the request. In addition, the majority of these products have been historically used by HBMD Mosquito Control Section and have been proven to be effective to combat mosquitos in Broward County.

Product Name	Type of Request	Justification
VectoBac® 12AS and WDG	Sole Source and Sole Brand	These products are the most effective larvicide that HBMD had tested and many research support their effectiveness and reliability. We would like to keep them among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. Currently, VectoBac is the main product used by HBMD to fight mosquitos that spread the Zika virus. These products are patented and manufactured by Valent Biosciences Corporation and Clarke Mosquito Control Products, Inc. is the only authorized distributor in Florida (Refer to attached sole source letter).
CocoBear	Sole Source and Sole Brand	This product is a high performance larvicide oil that has produced great results to HBMD. We would like to keep it among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. This product is patented, manufactured and distributed by Clarke Mosquito Control Products, Inc. (Refer to attached sole source letter).

Product Name	Type of Request	Justification
AquaDuet and Duet	Sole Source and Sole Brand	These products are a dual-action mosquito adulticide that have produced great results to HBMD. We would like to keep them among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. These products are manufactured by MGK Insect Control Solutions and Clarke Mosquito Control Products, Inc. is the only authorized distributor (Refer to attached sole source letters).
Natular DT, XRT, and 2EC	Sole Source and Sole Brand	These products are used for mosquito larvicide and have produced great results to HBMD. We would like to keep them among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. Currently, the Natulars are among the key products used by HBMD to fight mosquitos that spread the Zika virus. The active ingredient of these products, spinosad, is manufactured by Dow AgroSciences and Clarke Mosquito Control Products, Inc. is the only authorized distributor (Refer to attached sole source letter).
Biomist 3+15	Sole Source and Sole Brand	This product is used for mosquito adulticide and has produced great results to HBMD. We would like to keep it among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. In addition, is the only product that we have found in the market that is delivered in bulk shipment, so we can store it into the existing tanks at our facilities facilitating its transfer into the sprayers. This product is manufactured and distributed by Clarke Mosquito Control Products, Inc. (Refer to attached sole source letter).
Altosid Liquid SR-20, XR, XRG, and 30-day briquette	Sole Source and Sole Brand	These products are used for mosquito adulticide and have produced great results to HBMD. We would like to keep them among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent chemical resistant in our mosquito population. These products are manufactured by Wellmark International (DBA Central Life Sciences) and Univar, Adapco, Inc., Clarke Mosquito Control Products, Inc., Target Specialty Products, and Van Diest Supply Company are the only authorized distributors (Refer to attached sole source letter).
Fourstar-45, 90, and 180	Sole Source and Sole Brand	These products are used for mosquito larvicide and have produced great results to HBMD. We would like to keep them among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent product resistant in our mosquito population. These products are manufactured by Wellmark International (DBA Central Life Sciences) and Adapco, Inc. is the only authorized distributor (Refer to attached sole source letter).
Dibrom Concentrate®	Sole Source and Sole Brand	This product is used for mosquito adultice. It is the most cost effective product per acre and it produced excellent results attacking Broward County mosquito population. We would like to keep this product among the arsenal of products to combat mosquitos in Broward County to maintain product diversity and prevent product resistant in our mosquito population. This product is manufactured by AMVAC Chemical Corporation and Adapco, Inc. is the only authorized distributor in Florida (Refer to attached sole source letter).

Product Name	Type of Request	Justification
AQUABAC 3000DF and XT	Sole Source and Sole Brand	These products are used for mosquito larvicide. Their active component is BTI, which is the main component in other products that we currently use. However, each product has a unique formulation and effectiveness need to be evaluated. We would like to start using this product to evaluate its effectiveness. If results are positive, it will help us to maintain product diversity, which will prevent product resistant in our mosquito population. These product are manufactured by Becker Microbial Products, Inc. and Adapco, Inc. is the only authorized distributor (Refer to attached sole source letter).
Trap-N-Kill® Autocidal Gravid Ovitrap	Sole Brand	This mosquito trap is used for surveillance purposes. This trap was recently designed by the CDC as a surveillance tool for the mosquito that transmit Zika, and only few companies are currently producing this type of trap. We recently procured a substantial number of this traps from SpringStar, Inc., which was the only company where the traps were available. We would like to continue using the same brand trap to facilitate maintenance of the device and to have consistency in the collected data.
Biogents BG-Sentinel 2	Sole Brand	This mosquito trap is used for surveillance purposes. HBMD has been using this trap for many years and this brand is the one that we are currently using. We would like to continue using the same brand trap to facilitate maintenance of the device and to have consistency in the collected data.

Based on the information and justification presented here, HBMD is requesting the approval of the proposed sole source / sole brand products for the Mosquito Control Supply solicitation.

If you have any questions or need additional information, please contact me at (954) 357-6059 or Adriana Toro, Project Manager, at (954) 357-6064.

Thank you in advance for your consideration of this request.



January 23, 2017

To Whom It May Concern:

I am sending this letter to advise you that Valent BioSciences Corporation is the sole manufacturer of the trademarked product brand, VectoBac[®], including VectoBac GS, VectoBac G, VectoBac GR, VectoBac 12AS and VectoBac WDG. Clarke is the only authorized Valent BioSciences Corporation distributor for VectoBac products in the state of Florida. Please contact Frank Clarke, at (407) 709-2029 or via e-mail at fclarke@clarke.com.

The Clarke main office phone/fax numbers are:

Clarke
(800) 443-2034 - Office
(407) 944-0520 - Office
(407) 944-0709 - Fax

Should you have any questions, feel free to contact Candace Royals at (813) 505-8852, or me at cell number (847) 366-2404, or at my office number (800) 323-9597, extension 4714.

Sincerely,

Ryan Solberg, electronically signed

Ryan Solberg
National Sales Manager
U.S. & Canada
Public Health Products
Valent BioSciences Corporation

847-968-4714 - office
847-366-2404 - cell
925-817-3161 - fax



March 23, 2017

Broward County
1600 Blount Road
Pompano Beach, FL 33069

Attn: Angela Byers

Clarke developed and patented the CocoBear formulation.
We are the exclusive manufacturer and supplier of the product.

Please let us know if you have any questions.

Thank you,

Clarke Mosquito Control Products, Inc.
3036 Michigan Ave
Kissimmee, FL 34744



January 1, 2017

Dear Sir or Madam:

This letter serves as confirmation that Clarke Mosquito Control is MGK's exclusive distributor for the AquaDuet™ product in the United States. The AquaDuet™ product is registered as EPA Reg. No. 1021-2562. This product contains a proprietary active ingredient and unique formulation technology that give the product superior performance. We have a long history of working with Clarke in this market. We find this arrangement gives us the best chance to reach customers with the support necessary to serve this market. Please let me know should you need further details.

Sincerely,

A handwritten signature in black ink that reads "Kevin P. Caskey".

Kevin P. Caskey
Vice President, Sales and Marketing



January 1, 2017

Dear Sir or Madam:

This letter serves as confirmation that Clarke Mosquito Control is MGK's exclusive distributor for the DUET™ product in the United States. The DUET™ product is registered as EPA Reg. No. 1021-1795. This product contains a proprietary active ingredient and unique formulation technology that give the product superior performance. We have a long history of working with Clarke in this market. We find this arrangement gives us the best chance to reach customers with the support necessary to serve this market. Please let me know should you need further details.

Sincerely,

A handwritten signature in black ink that reads "Kevin Caskey".

Kevin P. Caskey
Vice President, Sales and Marketing

8810 Tenth Avenue North
Minneapolis, MN 55427

TOLL FREE 800.645.6466
TEL 763.544.0341
FAX 763.544.6437
WWW.MGK.COM



Dow AgroSciences, LLC
9330 Zionsville Road Indianapolis, IN 46268 USA Tel 317 337 4337

www.dowagro.com

January 10, 2017

To whom it may concern,

Please allow this letter to confirm that Dow AgroSciences has granted Clarke Mosquito Control Products, Inc. exclusive rights to market its active ingredient spinosad for mosquito larval control products within the United States. Dow AgroSciences understands that spinosad is utilized in Clarke's Natular G, Natular G30, Natular T30, Natular XRT, Natular 2EC and Natular DT products.

Please let me know if you need further details.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Lisa Bostock".

Lisa Bostock
New Business and Market Manager – Growth Insecticides
Dow AgroSciences
317-337-4337



675 Sidwell Court
St. Charles, IL 60174
630.894.2000 P
630.443.3070 F
www.clarke.com

3/10/17

Angela Byers, Administrative Officer
1600 Blount Road
Pompano Beach, FL 33069

Re: Sole Source Letter

Per your request, I am writing to confirm that Clarke Mosquito Control Products, Inc. is proud to be the sole manufacturer and supplier of the following product:.

Biomist 3+15

Thank you for the opportunity to be of service to the Broward County. Please do not hesitate to call me should you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Frank J. Clarke".

Frank Clarke
VP Key Accounts

Wellmark International
DBA Central Life Sciences
1501 E. Woodfield Road, Suite 200W
Schaumburg, IL 60173
847 330 5300

January 1, 2017

To: Altosid®, Zenivex®, Fourstar®, Perm-X® and Pyronyl® Purchasers

Wellmark International (DBA Central Life Sciences) is the sole manufacturer of **ALTOSID®** and **FOURSTAR®** mosquito larvicide products and **ZENIVEX®, PERM-X** and **PYRONYL** mosquito adulticide products and markets these products direct to all U.S. end users via Agency Agreement or directly through authorized distribution. The Agency Agreement and distribution agreement allows Central Life Sciences to sell to end-use public agencies through 6 authorized Agent/distributor companies.

During calendar year 2017, the following companies are authorized Central Life Sciences Agents allowed to advertise, promote, solicit and sell **ALTOSID®, ZENIVEX®, FOURSTAR®, PERM-X** and **PYRONYL** products.

- Adapco, Inc. (1.)
- Target Specialty Products (2.)
- Clarke Mosquito Control (3.)
- Univar (4.)
- Van Diest Supply Company (4.)
- Helena and Winfield (5.)

(1.) Adapco is Exclusive distributor of Fourstar® larvicide products and authorized agent & distributor to sell Altosid®, Zenivex®, Perm-X® and Pyronyl®.

(2.) Target Specialty Products is only authorized to sell Altosid®, Zenivex®, Perm-X® and Pyronyl® in select US states.

(3.) Clarke Mosquito Control is only authorized to sell Altosid®.

(4.) Univar and Van Diest are only authorized to sell Altosid®, Zenivex®, Perm-X® and Pyronyl®

(5.) Helena and Winfield are only authorized to sell Perm-X® and Pyronyl®.

B2E Microbial LLC DBA Fourstar Microbial LLC is 100% owned by Central Life Sciences.

All inquires and/or purchases of **ALTOSID®, ZENIVEX®, FOURSTAR®, PERM-X®** or **PYRONYL®** products can be made through the above cited companies with footnoted specific authorizations.

Regards,



John Neberz
Business Manager
JN/smc enclosure



January 12, 2017

Ms. Ksenia Cruey
Adapco Inc.
Sanford, FL 32773-8118

Subject: AMVAC Public Health Products Distribution

This letter is to certify that AMVAC CHEMICAL CORPORATION is the sole manufacturer of DIBROM Concentrate® and TRUMPET® EC insecticides ("AMVAC Products"). ADAPCO is one of the distributors of the AMVAC Products for public health use. The following outlines the terms for distribution of AMVAC Products by ADAPCO in the year ending December 31, 2017.

1. ADAPCO is the exclusive distributor of AMVAC Products delivered to the U.S. Military in all 50 United States.

2. ADAPCO is the exclusive distributor for the AMVAC Products to non-military customers in the following states;

Alabama	Florida	Nevada	Rhode Island
Arizona	Georgia	New Hampshire	South Carolina
Arkansas	Louisiana	New Jersey	Tennessee
California	Maryland	New Mexico	Texas
Connecticut	Massachusetts	New York	Vermont
Delaware	Mississippi	North Carolina	Virginia
District of Columbia	Missouri	Pennsylvania	West Virginia

3. ADAPCO is a non-exclusive distributor of the AMVAC Products to non-military customers in the following states:

Alaska	Iowa	Nebraska
Colorado	Kansas	North Dakota
Hawaii	Kentucky	Ohio
Illinois	Michigan	Oregon
Indiana	Montana	South Dakota
		Washington

We appreciate your efforts in the 2016 season and look forward to working with you in the coming year.

Sincerely,

A handwritten signature in black ink that reads "Peter H. Connelly".

Peter H. Connelly
Sales Mgr. Vector Control Products
AMVAC Environmental Products



11146 N. W. 69th Place
Parkland, Florida 33076

January 25, 2017

Adapco, Inc.
550 Aero Lane
Sanford, FL 32771-6342

Subject: Sole Source Distribution

This letter is to certify that Becker Microbial Products, Inc. is the sole manufacturer for Aquabac xt, Aquabac (200 G), Aquabac (400 G), Aquabac DF 3000, and Aquabac Primary Powder.

In 2017, Adapco, Inc. is the only authorized distributor designated by Becker Microbial Products, Inc. to sell the Aquabac Formulations listed above to City, County, and Federal Agencies in the USA except in Arizona, California, Nevada, and Utah.

Sincerely,

A handwritten signature in blue ink that reads "Terry L. Couch". The signature is fluid and cursive, with a long horizontal stroke at the end.

Terry L. Couch, Ph.D.
President