



DATE:

TO: Robert Gleason, Director of Purchasing

THRU:

FROM:

PROJECT TITLE:

REQUISITION NO.:

### SOLE SOURCE/SOLE BRAND REQUEST

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

Furnish and deliver Mosquito Control Chemicals for the Broward County Highway and Bridge Maintenance Division- Mosquito Control Section, and various Broward County agencied that may have a need of these products in accordance with the specifications and in compliance wiht the related codes and laws.

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 – the County requires this sole source, sole brand purchase for the following reasons:

Refer to Sole Source/Sole brand memo

**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 21.5 of Broward County Administrative Code.
- Other/or additional information – using this sole source, sole brand purchase benefits the County for the following reasons:

See sole source/sole brand memo attached.

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:  Contract length (if applicable):

Expenses to date:

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

If yes, when and by whom?

How was item/service procured?

What is the current contract (MA) or purchase order number?

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.

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"

REQUESTOR/EVALUATOR  
(PRINT)

CYNTHIA MORALES Digitally signed by CYNTHIA MORALES  
Date: 2022.06.23 09:37:07 -04'00'

REQUESTOR/EVALUATOR (SIGN)

DATE

DEPT./DIV. DIRECTOR OR  
DESIGNEE (PRINT)

ADRIANA TORO Digitally signed by ADRIANA  
TORO  
Date: 2022.06.23 16:51:10 -04'00'

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) 21.25 and 21.26. The Purchasing Agent recommends the following:

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

Additional Information:

The Purchasing Agent recommends the sole source/sole brand. This request was previously approved by the Board in 2017 and 2019. Refer to Purchasing Agent's Additional Information attached.

Purchasing Agent Signature:

MARY MOSS Digitally signed by MARY MOSS  
Date: 2022.09.21 16:15:18  
-04'00'

Date: 9/21/22

CAROLYN  
MESSERSMITH Digitally signed by CAROLYN  
MESSERSMITH  
Date: 2022.09.22 10:03:55 -04'00'

Purchasing Manager

**APPROVAL AUTHORITY**

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature:

Robert Gleason Digitally signed by Robert Gleason  
Date: 2022.09.22 11:49:32 -04'00'

Date:

9/22/22



Finance and Administration Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | [broward.org/Purchasing](http://broward.org/Purchasing)

Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

**PURCHASING AGENT'S ADDITIONAL INFORMATION:**

Request for Information (RFI) BLD2125144F1 - Mosquito Control Supplies, was posted on August 26, 2022 and opened on September 2, 2019 (Exhibit 1). 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 2. The RFI yielded zero response, which indicates there are no additional vendors authorized to sell the identified sole source/sole brand mosquito products (Exhibit 3). 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. Using multiple products maintains product diversity and prevents chemical resistance in the mosquito population of Broward County.

Broward County Board of  
County Commissioners

## **Solicitation BLD2125144F1**

### **Request for Information: Mosquito Control Supplies**

### **Bid Designation: Public**



**Broward County Board of County Commissioners**

Broward County Board of  
County Commissioners

## Bid BLD2125144F1 Request for Information: Mosquito Control Supplies

Bid Number BLD2125144F1  
Bid Title Request for Information: Mosquito Control Supplies

Bid Start Date Aug 26, 2022 9:35:38 AM EDT  
Bid End Date Sep 2, 2022 2:00:00 PM EDT  
Question &  
Answer End Date Aug 31, 2022 5:00:00 PM EDT

Bid Contact Mary Moss  
Purchasing Agent  
Purchasing Division  
mmoss@broward.org

Bid Contact Randy Plunkett  
Purchasing Agent  
Purchasing Division  
rplunkett@broward.org

Contract Duration Not Applicable  
Contract Renewal Not Applicable  
Prices Good for Not Applicable

**Bid Comments** This Notice of Intent to Designate Sole Source is intended to ascertain whether the commodity specified herein is currently available from multiple providers/brands. This is not a request for pricing or a commitment to purchase.

The following products are thought to be available from only a single source. This Notice of Intent to Designate Sole Source will remain posted until the due date and time indicated. Vendors should submit responses electronically through Periscope S2G. The vendor should upload any supporting information in Periscope S2G to assist in determining if the product or service is comparable.

If you are capable of meeting or exceeding the specification requirements for this product or equal, respond to this Notice of Intent to Designate Sole Source through Periscope S2G. Provide product literature for any product to assist in determining if the product is comparable. The Director of Purchasing shall have sole authority in deciding what is comparable.

Prospective Vendors are requested to provide information regarding their ability to supply the commodities or contractual services described or written explanation or other documentation contesting the proposed designation as a Sole Source. Prospective Vendors will be considered only if they provide documentation demonstrating that they are capable of meeting or exceeding the specification requirements stated herein. All Vendor responses will be evaluated by the Director of Purchasing who shall have sole authority in establishing the approved equal status of the commodity or service offered by the vendor.

The Director of Purchasing shall consider such submittals and notify all submitting vendors of the decision whether to designate as a Sole Source, which decision shall not be subject to objection, protest, or appeal.

Item Response Form

Broward County Board of  
County Commissioners

Item BLD2125144F1--01-01 - Request for Information: Mosquito Control Supplies

Quantity 1 n/a

Prices are not requested for this item.

Delivery Location Broward County Board of County  
Commissioners

No Location Specified

Qty 1

**Description**

No price requested.

Broward County Board of  
County Commissioners



Finance and Administration Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | [broward.org/Purchasing](http://broward.org/Purchasing)

**Request for Information: Mosquito Control Supplies**

The initial purpose of this RFI is to determine whether there are additional Vendors, other than the authorized distributors listed, that are authorized to sell any of the mosquito control products listed in the table below:

Product Names	Authorized Distributors
RAMP® Dengue Test	Adacpo, LLC
Dibrom ® 14 Concentrate	
Fyfanon ® EW Insecticide	
MetaLarv ® S-PT	
MetaLarv® XRP	
VectoBac ® 12AS	
VectoBac ® G	
VectoBac ® WDG	
VectoLex ® WSP	
VectoMax ® FG	
VectoMax ® WSP	
VectoPrime ® FG	
RAMP® West Nile Virus Test	
Fourstar ®	Clarke Mosquito Control Products, Inc.
Merus ® 3.0	
Natular ® G30	
Natular ® T30	

Authorized respondents are requested to respond to this RFI and upload information such as a letter from the manufacturer of the product(s) or any other supporting documentation that provides confirmation that your firm is authorized to sell any of the adulticide and/or larvicide product(s) listed.

Broward County Board of  
County Commissioners

## Question and Answers for Bid #BLD2125144F1 - Request for Information: Mosquito Control Supplies

### Overall Bid Questions

There are no questions associated with this bid.



PUBLIC WORKS DEPARTMENT  
**HIGHWAY & BRIDGE MAINTENANCE DIVISION**  
1600 Blount Road • Pompano Beach, Florida 33069 • 954-357-6040 • FAX 954-357-6131

**MEMORANDUM**

**DATE:** June 24, 2022

**TO:** Robert Gleason, Director, Purchasing Division

**THRU:** Mary Moss, Purchasing Agent

**FROM:** Adriana Toro, P.E., Acting Director, Highway and Bridge Maintenance Division

**SUBJECT:** **Sole Source / Sole Brand Request**  
**Fourstar, Merus, Natular Products Solicitation (Non-Sheltered Market)**  
**Bid No. TBD**

ADRIANA  
TORO

Digitally signed by  
ADRIANA TORO  
Date: 2022.06.24 16:33:21  
-0400

Highway and Bridge Maintenance Division (HBMD) would like to request approval for the Sole Source/Sole Brand request for the Mosquito Control product listed in the table below. These products have been historically used by HBMD, Mosquito Control Section, and have been proven effective to combat mosquitoes.

Product Name	Justification
Fourstar <sup>®</sup> Briquets	Fourstar <sup>®</sup> is a microbial insecticide larvicide effective against mosquitoes in a variety of habitats for up to 180 days. This product is manufactured by Wellmark International (DBA Central Life Sciences) and Clarke, Inc. is the only authorized distributor. (Refer to attached sole source letter).
Merus <sup>™</sup> 3.0	Merus <sup>™</sup> 3.0 is an organic adulticide used to control mosquitoes in and around organic gardens, farms, and crops. This product is manufactured and distributed by Clarke Mosquito Control Products, Inc. (Refer to attached sole source letter).
Natular <sup>®</sup> Products (G30 and T30)	Natular <sup>®</sup> products, is a larvicide that works in all four stages of mosquito larvae. Its active ingredient, Qalcova brand Spinosad, is a product derived from a naturally occurring soil bacterium that provides the right balance of efficacy. These products are manufactured by Corteva Agriscience and distributed by Clarke Mosquito Control Products, Inc. (Please refer to attached sole source letter).

Based on the information and justification presented here, HBMD is requesting the approval of the listed sole source/sole brand products for the referenced solicitation. If you have any questions or need additional information, please contact me at (954) 357-6064 or Cynthia Morales, Project Manager, at (954) 765-1540.

Thank you in advance for considering our request.

c: Anh Ton, Deputy Director, Public Works Department  
Cynthia Morales, Office Manager  
Angela Byers, Project Coordinator Senior



PUBLIC WORKS DEPARTMENT  
**HIGHWAY & BRIDGE MAINTENANCE DIVISION**  
 1600 Blount Road • Pompano Beach, Florida 33069 • 954-357-6040 • FAX 954-357-6131

**MEMORANDUM**

**DATE:** June 22, 2022

**TO:** Robert Gleason, Director, Purchasing Division

**THRU:** Mary Moss, Purchasing Agent

**FROM:** Adriana Toro, Acting Director, Highway and Bridge Maintenance Division

**SUBJECT:** **Dibrom, Fyfanon, Metalarv, Vecto's and Tests Products Sole Source / Sole Brand Request (Non-Sheltered Market) - Bid No. TBD**

ADRIAN  
A TORO  
Digitally signed by  
ADRIANA TORO  
Date: 2022.06.22  
20:39:59 -0400

Highway and Bridge Maintenance Division (HBMD) would like to request approval for the Sole Source/Sole Brand request for the Mosquito Control product listed in the table below. These products have been historically used by HBMD, Mosquito Control Section, and have been proven effective to combat mosquitos.

Product Name	Justification
Dibrom® 14 Concentrate	This product is used for mosquito adulticiding, is manufactured by AMVAC Chemical Corporation, and Adapco is the only authorized distributor in Florida. (Refer to the attached sole source letter.)
Fyfanon® EW	Fyfanon® is used for mosquito adulticiding, is manufactured by FMC Corporation, and Adapco is the exclusive authorized distributor in the United States. (Refer to the attached sole source letter.)
Metalarv® S-PT and XRP	Metalarv® S-PT is a biorational, pre-hatch larvicide for the control of larvae in floodwater areas, is manufactured by Valent BioSciences, LLC., and Adapco is the exclusive authorized distributor in the United States. (Refer to the attached sole source letter.)
Vectobac® (G, WDG, 12 AS)	Vectobac® products are one of the most effective larvicides that HBMD has used, is manufactured by Valent BioScience, and Adapco is the exclusive authorized distributor in Florida. (Refer to the attached sole source letter.)
Vectolex® Vectomax® (FG and WSP)	Vectolex® product is a selective microbial insecticide, is manufactured by Valent BioScience, and Adapco is the exclusive authorized distributor in Florida. (Refer to the attached sole source letter.)
Vectoprime® FG	Vectoprime® is a Biological Larvicide, is manufactured by Valent BioScience, and Adapco is the exclusive authorized distributor in Florida. (Refer to the attached sole source letter.)



Based on the information and justification presented here, HBMD is requesting the approval of the listed sole source/sole brand products for the referenced solicitation. If you have any questions or need additional information, please contact me at (954) 357-6064 or Cynthia Morales, Project Manager, at (954) 765-1540.

Thank you in advance for considering our request.

**Wellmark International**



1501 E. Woodfield Road, Suite 200 West  
Schaumburg, IL. 60173  
847-330-5385

December 8, 2021

Fourstar purchasers:

Please use this letter as confirmation that CLARKE is currently the sole exclusive US distributor of Central Life Sciences' **Fourstar®** products.

Effective as of this date and during calendar year **2022**, CLARKE is authorized by Central Life Sciences to advertise, promote, solicit and sell **Fourstar®** products exclusively for Central Life Sciences in the US.

Central Life Sciences is the sole U.S. manufacturer of Bti / Bsph - based **Fourstar®** products used for larval mosquito control.

B2E Microbial LLC and Fourstar Microbial LLC are 100% owned by Central Life Sciences.

Regards,

A handwritten signature in black ink that reads 'John Neberz'.

John Neberz  
Business Manager  
847-330-5385  
[JNeberz@Central.com](mailto:JNeberz@Central.com)

JN/smc



December 16, 2021

Dear Sir or Madam:

This letter serves as confirmation that MGK has granted Clarke Mosquito Control an exclusive right to formulate and distribute its own products containing MGK's PyGanic® compound (EPA Reg. No. 1021-1805) in the United States' vector control market for the year 2022. The following is one example of a Clarke product containing MGK's PyGanic compound:

MERUST™ 3.0 EPA Reg. No. 8329-108

This product contains a proprietary active ingredient and unique formulation technology that gives 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 cursive script that reads "Merris Greiber".

Merris Greiber  
Sr. Director of Marketing

7325 Aspen Ln N  
Minneapolis, MN 55428

TOLL FREE 800 845 8488  
TEL 763 544 0341  
WWW.MGK.COM



Agriculture Division of DowDuPont™

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Corteva Agrisciences  
Agriculture Division of DowDuPont  
9330 Zionsville Road Indianapolis, IN 46268 USA Tel 317 337 4337

[www.corteva.com](http://www.corteva.com)

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December 8, 2021

To whom it may concern,

Please allow this letter to confirm that Corteva has granted Clarke Mosquito Control Products, Inc. exclusive rights to market its active ingredient spinosad for mosquito larval control products in the US territories, Caribbean and Cayman Islands for 2022. Corteva understands that spinosad is utilized in Clarke's Natular G, Natular G30, Natular G30 WSP, Natular T30, Natular XRT, Natular 2EC, Natular SC, and Natular DT products.

Please let me know if you need further details.

Yours sincerely,

A handwritten signature in black ink that reads "Lisa Bostock".

Lisa Bostock  
Global Business Development Leader  
Corteva Agrisciences  
[lisa.bostock@corteva.com](mailto:lisa.bostock@corteva.com)  
317-670-4408



January 5, 2022

ATTN: Jason Trumbetta, ADAPCO LLC

To Whom It May Concern:

This letter is to advise you that Valent BioSciences, LLC is the sole manufacturer and registrant of the trademarked product brands VectoBac® (*Bacillus thuringiensis* subsp. *israelensis* strain AM65-52), VectoLex® (*Bacillus sphaericus* 2362 strain ABTS-1743), VectoMax® (*Bacillus thuringiensis* subsp. *israelensis* strain AM65-52 + *Bacillus sphaericus* 2362 strain ABTS-1743), Bactimos® (*Bacillus thuringiensis* subsp. *israelensis* strain AM65-52), MetaLarv® and VectoPrime®. This includes the formulations VectoBac G, VectoBac GS, VectoBac GR, VectoBac 12AS, VectoBac WDG; VectoLex FG, VectoLex WDG, VectoLex WSP; VectoMax FG and VectoMax WSP; Bactimos PT, Bactimos WG; MetaLarv S-PT, MetaLarv XRP; and VectoPrime FG.

Also, be advised that ADAPCO, LLC is Valent BioSciences LLC's sole authorized distributor for VectoBac®, VectoLex®, VectoMax®, Bactimos®, VectoPrime® and MetaLarv® products in the United States, Cayman Islands and Puerto Rico.

Should you have any questions regarding this information, feel free to contact at me.

Regards,

*Drew Hunter*

**Drew Hunter** | Manager, National Sales – Public Health

**1910 Innovation Way | Libertyville, Illinois 60048**

**Phone: 503-983-6508**

**[drew.hunter@valentbiosciences.com](mailto:drew.hunter@valentbiosciences.com)**

**[www.valentbiosciences.com](http://www.valentbiosciences.com)**



Date: November 24, 2021

To Whom It May Concern:

This letter affirms that FMC Corporation is the sole manufacturer of the trademarked product Fyfanon® EW Insecticide for the calendar year 2022. Fyfanon branded products are sold by FMC Authorized distributors only.

ADAPCO, an Azelis Company, is the exclusive authorized distributor for Fyfanon® EW Insecticide in the United States and its territories. Please feel free to contact me with any additional information.

Sincerely,

Wendell Codner

A handwritten signature in cursive script that reads "Wendell Codner".

Director, Consumer and Environmental Solutions

Email: [Wendell.codner@fmc.com](mailto:Wendell.codner@fmc.com)

Cell Phone: (609) 410-1417



September 9, 2021

Ms. Kathy Russell  
Adapco, LLC.  
550 Aero Lane  
Sanford, FL 32771

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, 2022.

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 and territories:

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

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

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

We appreciate your efforts in the 2021 season and look forward to working with you in the coming year.

Sincerely,

  
ShayneWetherall (Sep 9, 2021 12:14 EDT)

Shayne M. Wetherall  
CEO, AMVAC Environmental Products



October 19, 2021

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

Subject: Sole Source Distribution

This letter is to certify that Response Biomedical Corp. is the sole manufacturer of the RAMP System (RAMP® Testing Equipment and RAMP® Test Kits).

In 2022, ADAPCO, Inc. is the only authorized distributor designated by Response Biomedical Corp. to sell the RAMP® Environmental Testing Equipment (RAMP® Readers and RAMP® 200s designated for environmental testing), RAMP® West Nile Virus Test Kits and RAMP® Dengue Test Kits to city, county, state and federal agencies within the United States.

Sincerely,

  
Anastasios Tsonis  
VP of Finance & Admin.

Broward County Board of  
County Commissioners

**Bid Tabulation Packet  
for  
Solicitation BLD2125144F1**

**Request for Information: Mosquito Control Supplies**

**Bid Designation: Public**



**Broward County Board of County Commissioners**

Broward County Board of  
County Commissioners

**Bid #BLD2125144F1 - Request for Information: Mosquito Control Supplies**

Creation Date **Aug 17, 2022**

End Date **Sep 2, 2022 2:00:00 PM EDT**

Start Date **Aug 26, 2022 9:35:38 AM EDT**

Awarded Date **Not Yet Awarded**

BLD2125144F1--01-01 Request for Information: Mosquito Control Supplies					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code:		Supplier Notes:			
Agency Notes:					

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