

Mem #9-SB

**City of Carson City
Agenda Report**

Date Submitted: June 22, 2010

Agenda Date Requested: July 1, 2010

Time Requested: Consent

To: Mayor and Supervisors

From: Purchasing and Contracts

Subject Title: Action to determine that Contract No. 0910-226 is a contract for items which may only be contracted from a sole source and therefore not suitable for public bidding pursuant to NRS 332.115 and to approve Contract No. 0910-226 a request for the purchase of ALTOSID® mosquito larvicide products from Clarke Mosquito Control for a not to exceed cost of \$100,000.00 to be funded from the Professional Services Mosquito Abatement Fund as provided in FY 2009/2010. (*Sandy Scott-Fisher*)

Staff Summary: Carson City Health and Human Services (CCHHS) mosquito control program currently operates April through September, encompassing many sites throughout the Eagle Valle, including the Carson River from south of the prison to Deer Run Bridge. Mosquito control is an important and basic public health function. CCHHS believes to reduce the impact on the ecosystem it is prudent to target at the larval stage, rather than at the adult stage of the mosquito. CCHHS uses a narrow spectrum larvicide applied at appropriate times based on field surveillance.

As stated in the attached letter, Central Life Sciences is the sole manufacturer of ALTOSID® mosquito larvicide and products and markets directly to all U.S. end users via Agency Agreement. The agreement allows Central Life Sciences to sell direct to end-user public agencies through five authorized agent companies. Competitively bidding this purchase would yield the same pricing results.

Type of Action Requested: (check one)

☐ Resolution

☐ Ordinance

☒ Formal Action/Motion

☐ Other (Specify)

Does This Action Require A Business Impact Statement: ☐ Yes ☒ No

Recommended Board Action: I move to determine that Contract No. 0910-226 is a contract for items which may only be contracted from a sole source and therefore not suitable for public bidding pursuant to NRS 332.115 and to approve Contract No. 0910-226 a request for the purchase of ALTOSID® mosquito larvicide products from Clarke Mosquito Control for a not to exceed cost of \$100,000.00 to be funded from the Professional Services Mosquito Abatement Fund as provided in FY 2009/2010. (*Sandy Scott-Fisher*)

Explanation for Recommended Board Action: Pursuant to NRS 332.115 subsection 1 (a), staff is requesting the Board of Supervisors declare that the contract is not adapted to award by competitive bidding.

NRS 332.115 Contracts not adapted to award by competitive bidding; purchase of equipment by local law enforcement agency, response agency or other local governmental agency; purchase of goods commonly used by hospital.

1. Contracts which by their nature are not adapted to award by competitive bidding, including contracts for:

(a) Items which may only be contracted from a sole source;

☐ are not subject to the requirements of this chapter for competitive bidding, as determined by the governing body or its authorized representative.

Applicable Statute, Code, Policy, Rule or Regulation: NRS 332.115 subsection 1(a)

Fiscal Impact: \$100,000.00

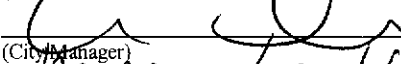
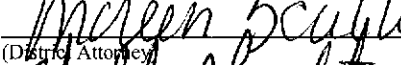
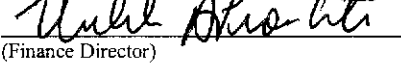
Explanation of Impact: If approved the below listed account could be reduced by \$100,000.00

Funding Source: 101-6853-441-0372 Professional Services Mosquito Abatement Fund as provided in FY 2009/2010.

Alternatives: Provide alternative direction

Supporting Material: Letter and price list

Prepared By: Sandy Scott-Fisher, Purchasing and Contracts Coordinator

Reviewed By:  Date: 6-22-10
(Health and Human Services)
 Date: 6/22/10
(City Manager)
 Date: 6/22/10
(District Attorney)
 Date: 6/22/10
(Finance Director)

Board Action Taken:

Motion: _____ 1) _____ Aye/Nay
2) _____

(Vote Recorded By)

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



January 1, 2010

To: Atosid® Purchasers

Wellmark International (DBA Central Life Sciences) is the sole manufacturer of **ALTOSID®** mosquito larvicide products and markets **ALTOSID®** direct to all U.S. end users via Agency Agreement. The Agency Agreement allows Central Life Sciences to sell direct to end-user public agencies through 5 authorized Agent companies.

During calendar year 2010, the following companies are authorized Central Life Sciences Agents allowed to advertise, promote, solicit and sell **ALTOSID®** products. A 2010 **ALTOSID®** price list is enclosed.

- Adapco, Inc.
- B&G Chemical and Equipment Company
- Clarke Mosquito Control
- Univar
- Van Diest Supply Company

All inquiries and/or purchases of ALTOSID products can be made through any of the Agent companies listed above.

Regards,

A handwritten signature in black ink, appearing to read "John Neberz". The signature is fluid and cursive, with a large initial "J" and a stylized "N".

John Neberz
Business Manager

JN/smc
enclosure



EXHIBIT B
WELLMARK INTERNATIONAL AGENCY AGREEMENT
SALES PRICE; TERRITORY

2010 ALTOSID® (End Use) Agency Agreement Price List

Effective January 1, 2010

PRODUCT #	ALTOSID® PRODUCT DESCRIPTION	MAXIMUM PALLET CONFIGURATION	CASE/BAG PRICE
00650F	XR Briquets 220/cs	60 cases	\$ 651.20
00670A	XR Briquets NY Label 220/cs	60 cases	\$ 651.20
00660A	Ingot XR Briquet 220/cs	60 cases	\$ 651.20
00680A	Ingot XR Briquet NY Label 220/cs	60 cases	\$ 651.20
37060F	30 Day Briquets 400/cs	162 cases	\$ 408.00
37070B	30 Day Briquets NY Label 400/cs	162 cases	\$ 408.00
37230F	SR-20 2x2.5 gallon/ cs	33 cases	\$ 4,420.00
37240E	A.L.L. SR-5 4x1 gallon/cs	27 cases	\$ 977.08
37730D	Pellets 2/22 lb./ cs	36 cases	\$ 1,102.20
37770A	Pellets NY Label 2/22 lb / cs	36 cases	\$ 1,102.20
38540	WSP Pellets 7.0 gram pouch (50 X 16)cs	40 cases	\$ 576.00
38530	WSP Pellets NY Labels	40 cases	\$ 576.00
37330	XR-G (40 lb. Bag)	50 bags	\$ 316.00
38880	XR-G (1,000 lb. Bag)	1 bag	\$ 7,900.00
37350	SBG (40 lb. Bag)	50 bags	\$ 105.20
37370	SBG (1,000 lb. Bag)	1 bag	\$ 2,630.00

U.S. Price List: WELLMARK INTERNATIONAL RESERVES THE RIGHT TO
CHANGE ABOVE PRICES AT ANY TIME WITHOUT NOTICE.

Territory: The United States of America – 50 States.

Terms: Agent billings to end-use customers --
Net 30 days (Agent invoice terms on all sales to purchasers unless
all suppliers are required to offer specific alternate terms).

Invoice
Commentary: ALL AGENT INVOICING TO PURCHASERS MUST INCLUDE THE
FOLLOWING STATEMENT;
*"Altosid sold herein is under Agency Agreement and is for the
account of Wellmark. Agent is authorized to invoice and collect under
the terms of Agency contract. Only upon written direction from Wellmark
or Agent, are the amounts due under this invoice payable to Wellmark".*