Mosquito Control Bid

For the City of

Conway, Arkansas

March 7, 2016
March 7, 2016

City of Conway
Attention Missy Lovelady
Missy.lovelady@cityofconway.org
Conway, AR 72032

Dear Ms. Lovelady:

Delta Pest Control, Inc. is pleased to submit a proposal for mosquito control for the City of Conway. Delta’s integrated pest management systems ensure safe, state-of-the-art application techniques. All technicians receive annual training that keeps the company on the leading edge of technology.

Delta was established in McGehee, AR in 1976 and was purchased by Bill and Doris Lawrence in 1984. Bill was a coach, principal, and superintendent for 17 years before buying Delta. Doris received a BSE in Business Education at the University of Central Arkansas and taught for 30 years. She did her practice teaching at Conway High School.

Under the Lawrence leadership, Delta Pest Control has grown into one of the largest family-owned pest control businesses in Arkansas. **Delta has been voted the Best of the Best Pest Control businesses in the River Valley for the past 6 years.** Delta now has 42 employees, including 5 in Conway.

As you know, adequate insurance coverage is extremely important during these times of frequent litigations. **Delta Pest Control will provide $5,000,000 in umbrella coverage, $2,000,000 in insurance coverage for public liability, $1,000,000 in insurance coverage for worker’s compensation and $1,000,000 in automobile liability insurance.** Copies of all insurance policies are attached.

**For over 29 years, Delta has provided pest programs that include specifically mosquito and flying insect control.** Some of our past mosquito accounts have been McGehee for 2 years, Tillar for 1 year, Georgia Pacific Corporation in Crossett for over 10 years, City of Keo for 8 years, and the City of Humphrey for 3 years. In addition, Delta has provided mosquito control for many of our residential customers.

Delta will work closely with our consultant, Leon Edens, who has 14 years experience as director of the Stuttgart Mosquito Control and three years as head of Clarke Mosquito Control in Arkansas. All drivers will be current employees of Delta Pest Control who are all certified by the Arkansas State Plant
Board. Technical support staff is available to Delta Pest Control from Shawn Robinson of Precision Chemical Company, Randy Howard of Agra Turf, and Danny Meyers of Clarke Mosquito Company.

Unlike many companies, Delta has four spare trucks and 5 employees who live in Conway, as well as 12 technicians who live within 40 minutes of Conway. Therefore, you will never have to worry about an interruption in your service due to a sick employee or a broken-down truck or equipment.

In addition, Delta Pest Control will create a Conway Mosquito Facebook page in an effort to maintain good communication with the citizens of Conway.

List of Licenses:

<table>
<thead>
<tr>
<th>License Type</th>
<th>Name</th>
<th>License Number</th>
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<tbody>
<tr>
<td>Delta Pest Control</td>
<td>LH150</td>
<td></td>
</tr>
<tr>
<td>Bill Lawrence</td>
<td>LH150 - 553</td>
<td></td>
</tr>
<tr>
<td>Doris Lawrence</td>
<td>LH150 - 328</td>
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Experienced Technicians:

Delta has a total of 17 technicians in the Conway area who have a total of over 200 years of experience in pest control. Therefore, Delta will provide outstanding service to the Conway mosquito control plan:

GPS Tracking Systems: All trucks will be equipped with GPS tracking systems that will provide detailed information about where the truck has sprayed as well as the time of spraying.

Type of equipment used for fogging:

B. One Maruyama unit for the application of liquid and granulars. This is a backpack, mounted gas unit.
C. Grizzly OHV Smart Flow GPS
D. Cougar OHV Smart Flow GPS

Description of Land area to be treated:
Ground application of adulticide will be done in all areas within the city limits. Larvacide applications will be done to all ditches and standing water areas that do not contain fish. They will also be done to all storm drains and culverts under driveways in the city limits.

How will larvicides be applied?
A. Larvicides will be applied to ditches identified by Delta Pest Control and city officials.
B. One 65-gallon trailer-mounted gas engine with boom and hand-held sprayer to be pulled by a four-wheel-drive four wheeler.
C. One Maruyama unit for the application of liquid and granulars. This is a backpack mounted gas unit.
D. Four wheeler for gaining access to hard to access areas.

Where motorized vehicles cannot go, larvicides will be applied with one Maruyama backpack mounted gas unit. Larvicides will be applied to major ditches in town as indicated by site inspections.

Truck applications of adulticides will be determined by the results of the light trap counts.
**Adulticides and larvicides to be used are:**

<table>
<thead>
<tr>
<th>Larvicides</th>
<th>Adulticides</th>
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<tbody>
<tr>
<td>BTI Briquettes</td>
<td>Duet</td>
</tr>
<tr>
<td>Vectolex CG</td>
<td>Biomist Four Plus Four</td>
</tr>
<tr>
<td>Vectolex Liquid</td>
<td>Biomist 30/30</td>
</tr>
<tr>
<td>Teknar Grandular</td>
<td>Kontrol 30/30</td>
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</table>

**New Jersey light traps will be used for surveillance.**

**Software used for reports to the mayor:**

- Sentinel GIS Adulticiding Software Application
- Datalink GIS Software
- Esri ArcGis Basic software for Desktop PC
- Esri ArcPad software for Field PC
- Archer 2 Geo ultra-rugged Field PC

**Aerial Sprayings:** Delta will consider the mosquito counts and will consult with city officials to determine when and if these applications are necessary.

**Ramp Testing** will be used to test for West Nile Virus as needed.

**SPECIAL EVENTS** such as Toad Suck Days, etc. will be sprayed at no additional charge to the city. Delta will coordinate with the City of Conway for such events.

**Reports:** Delta Pest Control will supply all required reports. We will provide either weekly and/or monthly reports upon request.

Delta is currently researching the Zika mosquito virus and will stay abreast of all current information.

**BID PRICE FOR MOSQUITO CONTROL**  **$249,000**

Delta appreciates the opportunity to offer this mosquito bid to the City of Conway and looks forward to serving your mosquito/pest control needs in the future.

Sincerely,

Bill Lawrence, Owner
Delta Pest Control
CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

**CERTIFICATE NUMBER:**

**REVISION NUMBER:**

**PRODUCER**

Merchants & Planters Agy., Inc.
P.O. Box 39
Warren, AR 71671
Roger George

**INSURED**

Delta Pest Control Inc.
135 Vanbrooks Lane
Russellville, AR 72802

**INSURER(S) AFFORDING COVERAGE**

- A: United Fire Group
- B: Wesco Insurance Company
- C: StoneTrust Commercial Insurance
- D: Torus National Insurance Co.
- E:
- F:

**COVERAGES**

- B COMMERCIAL GENERAL LIABILITY
  - CLAIMS-MADE
    - OCCUR
  - GENERAL AGGREGATE LIMIT APPLIES PER:
    - POLICY
      - PROJ.
      - LOC
    - OTHER

- A AUTOMOBILE LIABILITY
  - ANY AUTO
    - ALL OWNED
    - HIRED AUTOS
    - SCHEDULED AUTOS
    - NON-OWNED AUTOS
  - GENERAL LIABILITY
    - OCCUR
    - CLAIMS-MADE

- D EXCESS LIAB
  - OCCUR
  - CLAIMS-MADE

- C WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY
  - ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?
    - (Mandatory In NH)
    - If yes, describe under DESCRIPTION OF OPERATIONS below
  - Y
  - N/A

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**

**CERTIFICATE HOLDER**

This copy is for Verification Purposes Only—No Certificate Holder Stated—For Additional Information please contact writing agent

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

Authorized Representative

Roger George

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