



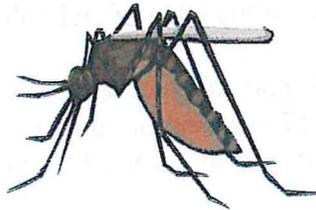
"The Company With Experience"

www.deltapestinc.com

Conway, AR 501-327-3423

Russellville, AR 1-877-643-6960

Mosquito Control Bid



For the City of

Conway, Arkansas

March 7, 2016



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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:

Delta Pest Control	LH150
Bill Lawrence	LH150 - 553
Doris Lawrence	LH150 – 328

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:

- A. London Fog truck-mounted, ultra-low-volume spray machine.
- 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:

Larvicides

BTI Briquettes
Vectolex CG
Vectolex Liquid
Teknar Grandular

Adulticides

Duet
Biomist Four Plus Four
Biomist 30/30
Kontrol 30/30
Pyrofos 1.5% ULV

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 Spraying: 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

DATE (MM/DD/YYYY)

02/05/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS 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).

PRODUCER Merchants & Planters Agy., Inc. P.O. Box 39 Warren, AR 71671 Roger George	CONTACT NAME: Roger George
	PHONE (A/C, No, Ext): 870-226-2697 FAX (A/C, No): 870-226-7667
	E-MAIL ADDRESS: merchantsp@sbcglobal.net
	INSURER(S) AFFORDING COVERAGE
	INSURER A: United Fire Group
	INSURER B: Wesco Insurance Company
	INSURER C: StoneTrust Commercial Insuranc
	INSURER D: Torus National Insurance Co.
	INSURER E:
	INSURER F:

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			WPP1160684 01	06/11/2015	06/11/2016	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPIOP AGG \$ 2,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS			60393363	06/11/2015	06/11/2016	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			75404G152ALI	06/11/2015	06/11/2016	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$
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 Y	N/A	WCV 0086561 02	06/11/2015	06/11/2016	<input checked="" type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

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

CERTIFICATE HOLDER

CANCELLATION

VERIFIC

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

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

Lorrie Davis

