



January 8, 2019

Ms. Debbie Kaminski
County Purchasing Agent
Fort Bend County, Texas

Re: VM Distribution Partners request for price escalation on Bid 19-010

Dear Ms. Kaminski

Due to the increase cost from our suppliers, we ask that we be allowed to increase our prices as outlined in Section 1, paragraph 1.35 *Escalation Clause*, and supported by the attached letters from suppliers for 2 items on Bid 19-010. We understand that any increase cannot go into effect until six months after the contract begins.

Here is the information requested in paragraph 1.35;

VM Distribution Partners
Bid number 19-010

Item No.	Description	Bid price	% Increase	New Price
23	Vastland 2.5 gal container	\$70.15	4%	\$72.89
23	Vastland 30 gal container	\$70.15	4%	\$72.89
13	Roundup Pro Conc 2.5 gal	\$16.59	4%	\$17.25
13	Roundup Pro Conc 30 gal	\$15.95	4%	\$16.59

Thank you for your consideration,

Sincerely,

Lowell Stivison
VM Distribution Partners

Fort Bend County Tabulation

Bid 19-010

Term Contract for Purchase of Weed, Brush and Insect Control Chemicals

Term: 1 October 2018 through 31 March 2020

Awarded 9/4/18: Low Bidder per Item

Herbicides							
Item #1: 2, 4-D Amine Full Aquatic Label, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
		Form 1295					
		Yes			Yes		
2.5 gallon container	8879		\$13.65		\$27.60	\$10.59	\$14.90
minimum order			5 gallons			180 gallons	5 gallons
30 gallon container	8880		\$13.30		\$25.83	\$10.49	\$14.65
minimum order			30 gallons		None	150 gallons	30 gallons
270 gallon container	10041		\$12.25				\$14.40
minimum order			265 gallons				275 gallons
Item #2: Arsenal EUP, Habitat, Polaris (Aquatic), price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8903		\$49.49		\$95.03	\$47.59	\$55.00
minimum order			5 gallons			50 gallons	5 gallons
5 gallon container	9678						
15 gallon container	8904						\$55.00
minimum order							15 gallons
30 gallon container	9679		\$49.49				
minimum order			30 gallons				
250 gallon container	9680		\$49.50				
minimum order			250 gallons				
returnable			Yes				

Herbicides (cont'd)							
Item #3: Dupont Oust Extra, price per pound	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
4 pound container	8910		\$31.98			\$25.63	\$36.77
minimum order			4 pounds			32 pounds	4 pounds
12 pound container	8911		\$31.98			\$25.63	\$36.77
minimum order			12 pounds			24 pounds	12 pounds
25 pound container	9682		\$31.98				
minimum order			25 pounds				
Item #4: Escort, price per Ounce	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 ounces. container	8920						
minimum order							
8 ounces. container	9683		\$3.70			\$2.49	\$2.88
minimum order			96 ounces			64 ounces	8 ounces
16 ounces. container	8921		\$3.70			\$2.49	\$2.88
minimum order			128 ounces			128 ounces	16 ounces
64 ounces. container	9684		\$3.70				\$2.88
minimum order			64 ounces				64 ounces
Item #5: Garlon 3A, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8930		\$45.00		\$91.462	\$42.39	\$48.92
minimum order			5 gallons			50 gallons	5 gallons
5 gallon container	8931						
minimum order							
returnable							
30 gallon container	8932		\$45.00			\$42.39	\$48.92
minimum order			30 gallons			150 gallons	30 gallons
returnable							
Item #6: Garlon 4 Ultra, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
Lawson # 8935	8935						
2.5 gallon container			\$69.79			\$66.59	\$81.93
minimum order			5 gallons			50 gallons	5 gallons

Herbicides (cont'd)								
Item #7: Glyphosate 41%+14% Surfactant, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United	
2.5 gallon container	8942		\$13.25	\$11.68	\$29.228	\$12.59	\$12.65	
minimum order			5 gallons	5 gallons	None	240 gallons	5 gallons	
Brand Bid			Monsanto- Ranger	Ranger Pro	Lesco Prosecutor	Ranger Pro	Cornerstone Plus	
5 gallon container	10060							
minimum order								
Brand Bid								
30 gallon container	8943		\$13.15	\$10.98 / gallon	\$17.801	\$12.59	\$11.95	
minimum order			30 gallons	30 gallons	None	120 gallons	30 gallons	
Brand Bid			Monsanto- Ranger	Ranger Pro	Lesco Prosecutor	Ranger Pro	Cornerstone Plus	
275 gallon container	11504						\$11.65	
minimum order							275 gallons	
returnable								Yes
Brand Bid								Cornerstone Plus
265 gallon container	9688		\$12.75					
minimum order			265 gallons					
Brand Bid			GlyStar Plus					
Item #8: MSMA 6 Plus 47.60% Active, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United	
2.5 gallon container	8953		\$25.50	\$26.48	\$38.64		\$28.98	
minimum order			5 gallons	5 gallons	None		5 gallons	
Item #9: Milestone VM, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United	
2.5 gallon container	8955		\$312.50	\$312.50	\$503.984	\$312.50	\$312.50	
minimum order			5 gallons	2.5 gallon	None	5 gallons	5 gallons	
Item #10: Outrider, price per ounce	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United	
20 ounces. container	8961		\$14.13			\$13.67	\$15.58	
minimum order			1 bottle			20 ounces	20 ounces	

Herbicides (cont'd)							
Item #11: Pro-Mate Accuracy 30%, price per quart	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 quart container	8966		\$11.00				
minimum order			12 quarts				
Item #12: Rodeo Herbicide, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8971		\$18.50	\$18.70		\$18.79	\$21.00
minimum order			5 gallons	5 gallons		180 gallons	5 gallons
Item #13: Roundup Pro Concentrate 50.2% Isopropylamine Salt of Glyphosate-complete with performance technology surfactant, price per	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8974		\$17.82	\$18.00	\$42.43	\$16.59	\$20.13
minimum order			5 gallons	5 gallons	None	240 gallons	5 gallons
30 gallon container	8975		\$17.32	\$17.45	\$26.504	\$15.95	\$20.04
minimum order			30 gallons	30 gallons	None	120 gallons	30 gallons
Item #14: Surfactant: Nonionic Surfactant Load: 70% Hpound Ratio: 12, Antifoam Index: 3, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 gallon container	8988			\$13.50	\$37.59		\$22.25
minimum order				4 gallons	None		4 gallons
2.5 gallon container	8989		\$11.00		\$27.17		\$22.00
minimum order			5 gallons		None		5 gallons
30 gallon container	8990		\$11.00	\$13.06			\$20.95
minimum order			30 gallons	30 gallons			30 gallons
Brand Bid			Helena - Inlet	Target Pro			Activate Plus

Herbicides (cont'd)							
Item #15: Surfactant: Nonionic Active Ingredient 96% Poly-1-P-Menthene, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8993						
minimum order							
returnable							
Brand Bid							
Item #16: Tordon 22K, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8994		\$63.90			\$55.89	\$59.98
minimum order			5 gallons			180 gallons	5 gallons
5 gallon container	8995						
minimum order							
returnable							
30 gallon container	8996		\$63.90			\$55.89	\$59.98
minimum order			30 gallons			150 gallons	30 gallons
250 gallon container	8997		\$63.50				
minimum order			250 gallons				
returnable			Yes				
Item #17: Opensight by Dow AgroScience, price per ounce	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
20 ounces bottle container	9010		\$5.47	\$5.469		\$5.468	\$5.47
minimum order			1 bottle	20 ounces		20 ounces	20 ounces
Brand Bid			DOW- opensight	Opensight		Opensight	Opensight
1.25 pound container	9011		\$5.47	\$5.469		\$5.468	\$5.47
minimum order			1 bottle	1.25 pounds		1.25 pounds	1.25 pounds
Brand Bid			DOW- opensight	Opensight		Opensight	Opensight
10 pound container	9700		\$5.468	\$5.469		\$5.468	\$5.47
minimum order			1 bottle	20 pounds		10 pounds	10 pounds
Brand Bid			DOW- Opensight	Opensight		Opensight	

Herbicides (cont'd)							
Item #23: Vastlan, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	13128		\$82.50			\$70.15	\$81.45
30 gallon container	13129		\$82.50			\$70.15	\$81.45
minimum order			5 gallons			60 gallons	5 gallons
Item #24: Trycera Selective Herbicide, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	13121		\$85.00				
minimum order			5 gallons				
Item #25: Dow Frequency, Bareground Herbicide, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 gallon container	10474						
minimum order							
returnable							
Item #26: AquaKing Plus, 95% Active Spreaded-Activator with Buffering Agents for Aquatic Use, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	10471						\$25.00
minimum order							5 gallons
Item #27: Turbulance, Surfactant, Crop Oil Concentrate, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	10472						\$41.00
minimum order							5 gallons
Item #28: Bayer Streamline, Selective Herbicide, price per pound	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
3 pound container	13125		\$103.04	\$103.40			
minimum order			3 pounds	3 pounds			
Brand Bid			Bayer - Streamline	Streamline			
20 pound container	13126		\$103.04				
minimum order			20 pounds				
Brand Bid			Bayer - Streamline				

Insecticides							
Item #29: Altosid Briquettes (Mosquito Larvicide and Pupicide), price per case	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 case/400	8890	\$464.00		\$464.00			
minimum order		1 case		1 case			
Item #30: Altosid XR (Mosquito Larvicide and Pupicide), price per carton	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 case/220	8891	\$734.80		\$734.80			
minimum order		1 case		1 case			
Item #31: Big Foot Dye SS, price per quart	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 quart container	8905		\$15.00	\$13.64			
minimum order			12 quarts	12 quarts			

Insecticides (cont'd)							
Item #32: Evoluer 4-4 ULV (Permethrin 4% Piperonyl Butoxide 4%) or equivalent, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8922	\$17.00		\$18.48			
minimum order		2.5 gallon		5 gallons			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			
5 gallon container	8923	\$17.00		\$18.48			
minimum order		2 x 2-1/2 gallon case		5 gallons			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			
15 gallon container	10050	\$17.00					
minimum order		3ea. 2 x 2-1/2 gallon					
Brand Bid		BIOMIST 4-4					
30 gallon container	8924	\$17.00		\$15.96			
minimum order		1ea. - 30 gallon		30 gallons			
returnable		Yes		No			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			
55 gallon container	8925	\$17.00		\$15.59			
minimum order		1ea. - 55 gallon		55 gallons			
returnable		Yes		No			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			
250 gallon container	8926	\$17.00		\$14.95			
minimum order		1ea. 250 gallon tote		250 gallons			
returnable		Yes		No			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			
275 gallon container	8927	\$17.00		\$14.95			
minimum order		1ea. - 275 gallon		275 gallons			
returnable		Yes		No			
Brand Bid		BIOMIST 4-4		Evoluer 4-4			

Insecticides (cont'd)							
Item #33: Mosquitomist One ULV, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
30 gallon container	8958	\$38.00/gallon					
minimum order		1ea. - 30 gallon					
returnable		Yes					
55 gallon container	8959	\$38.00/gallon					
minimum order		1ea. - 55 gallon					
returnable		Yes					
275 gallon container	8960	\$38.00/gallon					
minimum order		1ea. - 275 gallon					
returnable		Yes					
Item #34: Pyrenone 25-5 (Pyrethrins 5% Piperonyl Butoxide 25%), price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	8968			\$188.00			
minimum order				5 gallons			
5 gallon container	8969			\$188.00			
minimum order				5 gallons			
30 gallon container	8970			\$186.75			
minimum order				30 gallons			
55 gallon container	8967			\$180.50			
minimum order				55 gallons			
returnable				Yes (2 or more)			

Insecticides (cont'd)							
Item #35+A349: Duet by Clarke Mosquito Control, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	9005	\$187.00					
minimum order		2.5 gallon					
Brand Bid		DUET					
5 gallon container	9006	\$187.00					
minimum order		1 ea. - 2 x 2-1/2					
Brand Bid		DUET					
30 gallon container	9007	\$175.00					
minimum order		1ea. - 30 gallon					
returnable		Yes					
Brand Bid		DUET					
55 gallon container	9008	\$170.00					
minimum order		1 ea. - 55 gallon					
returnable		Yes					
Brand Bid		DUET					
275 gallon container	9009	\$165.00					
minimum order		1ea. - 275 gallon					
returnable		Yes					
Brand Bid		DUET					
Item #36: Mosquito Master 4-12, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
30 gallon container	11859	\$43.00					
minimum order		1 ea. - 30 gallon					
55 gallon container	11860	\$43.00					
minimum order		1ea. - 55 gallon					
275 gallon container	11861	\$42.00					
minimum order		1ea. - 275 gallon					

Insecticides (cont'd)							
Item #37: 1% Solution, Drift Control Agent, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 gallon container	10468						
minimum order							
2.5 gallon container	10469		\$19.00				
minimum order			5 gallons				
Brand Bid			Helena-Grounded				
Item #38: Droplex, Deposition Aid and Drift Control Agent, price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
1 gallon container	10470						\$60.00
minimum order							4 gallons
Item #39: Liberate by Loveland Products, Inc., price per gallon	Lawson Number	Clarke Mosquito Control Products, Inc.	Helena Agri-Enterprises, LLC	Target Specialty Products	SiteOne Landscape Supply	VM Distribution Partners	Winfield United
2.5 gallon container	12054						
minimum order							