



**THE COUNTY OF GALVESTON**

**FRANK RODRIGUEZ**  
PURCHASING AGENT

**ASHLEY CLARK**  
ASST. PURCHASING AGENT

**COUNTY COURTHOUSE**  
722 Moody (21<sup>st</sup> Street), Fifth (5<sup>th</sup>) Floor  
Galveston, Texas 77550  
(409) 770-5371

May 11, 2026

Honorable County Judge  
And Commissioners' Court  
County Courthouse  
Galveston, Texas

**RE: ITB 25-056, Malathion Insecticide**  
**Contract #CM227388**

Gentlemen,

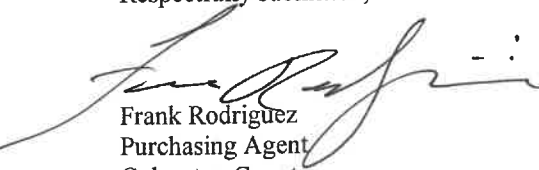
The contract associated with ITB 25-056, Malathion Insecticide, is scheduled for its first extension on October 13, 2026. The contracted vendor for this service is ES OPCO USA, LLC dba Vesperis.

The Director of the Mosquito Control Department has approved a price increase requested by the vendor.

It is requested that you authorize an extension on this contract.

Your consideration in this matter will be greatly appreciated.

Respectfully submitted,

  
Frank Rodriguez  
Purchasing Agent  
Galveston County

**Dickey, Tammy**

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**From:** Wilson, Ashley  
**Sent:** Friday, April 17, 2026 12:11 PM  
**To:** Benitez Perez, Elmi  
**Cc:** Billiot, Haley  
**Subject:** RE: [EXTERNAL]RE: Contract Renewal – 24-007 / 25-046 / 25-048

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Good morning Elmi,

Everything looks fine on my end. Increases are as expected.

Thank you.



**Ashley Wilson**  
Director  
Entomologist  
5115 Hwy 3  
Dickinson TX 77539  
281-337-4289  
[ashley.wilson@co.galveston.tx.us](mailto:ashley.wilson@co.galveston.tx.us)

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**From:** Benitez Perez, Elmi <Elmi.Perez@galvestoncountytx.gov>  
**Sent:** Friday, April 17, 2026 9:32 AM  
**To:** Wilson, Ashley <Ashley.Wilson@co.galveston.tx.us>  
**Cc:** Fleming, Melissa <Melissa.Fleming@galvestoncountytx.gov>  
**Subject:** FW: [EXTERNAL]RE: Contract Renewal – 24-007 / 25-046 / 25-048

Good morning Ashley,

Please see the attached signed renewals, including price amendments and supporting justification documents. Kindly advise on how you would like to proceed.

Thank You,





Elmi Perez  
722 Moody, 5<sup>th</sup> Floor  
Galveston, TX 77550

Date: 17 April 2026

Subject: ITB 25-056

Amendment: Contract # 227388/ Bid 25-056 Malathion Insecticide.

Dear Purchasing Department,

The manufacturer of Malathion, ENVU has imposed a price increase as world economic factors have increased supply chain cost. The proposed 2026 price increase:

Fyfanon ULV (Malathion)	Bulk quantities	\$70.89 per gallon

Please accept this pricing amendment.

Sincerely,

*Keith L Haas*

Keith L. Haas  
Veseris  
Public Health Specialist



## FAQ: Managing the Impact of Global Cost Increases:

This FAQ provides an overview of the current cost environment affecting Envu and our industry, what Envu is doing in response, and how these changes may impact customers.

### 1) Why is Envu communicating about cost increases now?

The current economic environment is escalating quickly. Ongoing conflict in the Middle East is driving significant increases in global fuel, logistics, and key input costs, with ripple effects across manufacturing and supply chains worldwide. These pressures are being felt broadly across our industry, and Envu is no exception.

### 2) What cost pressures is Envu seeing?

The current situation is creating material cost pressure across several areas critical to our ability to serve customers, including:

- **Fuel and logistics costs** have increased substantially, impacting both inbound materials and outbound deliveries, and impacting Envu ability to manage these costs:
  - US: National diesel average is \$5.38/gal, up 51.4% over a year ago.
  - Canada: National diesel average is \$2.31 CAD/liter, up 53% over a year ago.
  - Air freight necessary due to shipping constraints have increased significantly with jet fuel up 80% versus a year ago.
  - The impact of shipping has caused significant increases in shipping costs, due to premiums and insurance adders
- **Basic raw material and input costs** continue to rise, affecting manufacturing and packaging:
  - Initial increases in solvents and other oil-related derivatives have been received, and these increases have expanded freight, plastics, and other ancillary cost areas.
  - Some intermediates have increased 10%+ over the past month
  - Plastic materials, including bottles and caps are experiencing double digit increases.
  - Numerous actives are now seeing escalating prices, with 5%-30% increases being proposed.



### 3) What is Envu doing?

Envu has taken extensive actions to mitigate these impacts and ensure continuity of supply and service to our customers, including:

- Optimizing inventory positions and logistics routes
- Absorbing costs where possible through operational efficiencies
- Closely monitoring supplier, commodity, and freight markets

### 4) What is Envu's commitment during this period?

We understand that rising costs create challenges for customers as well. This decision was not taken lightly, and Envu remains committed to:

- **Transparency** in how and why decisions are made
- **Ongoing communication** as conditions evolve