



THE COUNTY OF GALVESTON

**FRANK RODRIGUEZ
PURCHASING AGENT**

COUNTY COURHOUSE
722 Moody (21st Street)
Fifth (5th) Floor
Galveston, Texas 77550
(409) 770-5371

October 13, 2025

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

RE: ITB 25-056, Malathion Insecticide Contract #227388

Gentlemen,

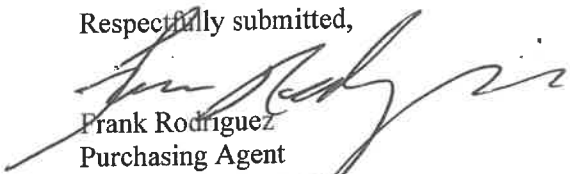
On July 31, 2025, bids were opened for ITB 25-056, Malathion Insecticide. Two (2) bids were received from the following companies:

- ES OPCO USA, LLC dba Vesperis Chicago, IL
- Vesperis DBA ES OPCO, LLC Austin, TX

It is requested that this bid be awarded to the lowest cost, best value, and qualified bidder that met the specifications, ES OPCO USA, LLC dba Vesperis.

Your consideration in this matter will be greatly appreciated.

Respectfully submitted,


Frank Rodriguez
Purchasing Agent
County of Galveston



GALVESTON COUNTY MOSQUITO CONTROL DISTRICT

5115 HWY 3
DICKINSON, TEXAS 77539

JOHN G. MARSHALL, JR. (retired)
DIRECTOR
1-800-842-5622

October 2, 2025

County Purchasing Agent
722 Moody, 5th Floor
Galveston, TX 77553

Re: ITB 25-056, Malathion Insecticide

Dear Purchasing Agent:

Listed below is the lowest bid received for ITB 25-056, Malathion Insecticide and I am recommending that we accept it.

ES OPCO USA, LLC dba Vesperis in the amount of \$67.52 a gallon.

If you have any questions or concerns, please do not hesitate to contact my office ext. 5079.

Sincerely,

A large, stylized handwritten signature in black ink, appearing to read "Haley Billiot". The signature is written over a horizontal line.

Haley Billiot, Administrative Assistant
Galveston County Mosquito Control

Veteris dba ESOPCO USA, LLC

ITB 25-056
OPEN: 07/31/2025
TIME: 2:00 PM

LINE ITEM DETAIL SHEET
MALATHION INSECTICIDE
GALVESTON, TEXAS

FOR INFORMATIONAL PURPOSES ONLY - NOT TO BE USED FOR BIDDING

| | DESCRIPTION | QUANTITY | UNITS | UNIT PRICE | EXTENDED PRICE |
|----|-------------------------------------|----------|-------|----------------|----------------|
| 1 | Malathion Insecticide BULK delivery | 1 | GL | \$69.36/gallon | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | TOTAL | | | | |

ES ORO USA LLC dba Veseris

ITB 25-056
OPEN: 07/31/2025
TIME: 2:00 PM

LINE ITEM DETAIL SHEET
MALATHION INSECTICIDE
GALVESTON, TEXAS

| | DESCRIPTION | QUANTITY | UNITS | UNIT PRICE | EXTENDED PRICE |
|----|---------------------------------------|----------|-------|------------|----------------|
| 1 | Malathion Insecticide BULK delivery | 1 | GL | 67.52 | 67.52 |
| 2 | | | | | |
| 3 | Malathion Insecticide Bulk | 1 | GL | 64.99 | 64.99 |
| 4 | delivery as sole source | | | | |
| 5 | provider w/price change | | | | |
| 6 | options as market price | | | | |
| 7 | increases | | | | |
| 8 | | | | | |
| 9 | | | | | |
| 10 | TOTAL | | | | |

SPECIAL PROVISIONS

**INVITATION TO BID
MALATHION INSECTICIDE
GALVESTON COUNTY, TEXAS**

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SPECIAL PROVISIONS
INVITATION TO BID
MALATHION INSECTICIDE
GALVESTON COUNTY, TEXAS

The General Provisions and the Special Provisions of this Invitation to Bid and the Exhibits attached hereto are made a part of this agreement between the Parties. In the event of a conflict between the General Provisions and the Special Provisions, the terms of the Special Provisions shall control.

The Galveston County Purchasing Department utilizes Bonfire Interactive to distribute and receive bids and proposals in an electronic format via an online portal. Potential Bidders must register through the online portal to participate electronically.

“Walk-in” or “mailed-in” proposal submittals are still allowed, however, **Bidders are strongly encouraged to submit their proposals online via Galveston County’s e-Procurement Portal located at <https://galvestoncountytexas.bonfirehub.com/>.**

Please see Item D, SUBMISSION INSTRUCTIONS, for further details.

A. PURPOSE

The county of Galveston is seeking a vendor to supply Malathion Insecticide in accordance with the specifications listed herein by the Galveston County Mosquito Control Department.

B. DEFINITIONS (As mentioned in FAR Subpart 52.2 – Text of Provisions and Clauses)
52.202-1 Definitions.

Definitions (Nov 2013)

When a solicitation provision or contract clause uses a word or term that is defined in the Federal Acquisition Regulation (FAR), the word or term has the same meaning as the definition in FAR 2.101 in effect at the time the solicitation was issued, unless—

- (a) The solicitation, or amended solicitation, provides a different definition;
- (b) The contracting parties agree to a different definition;
- (c) The part, subpart, or section of the FAR where the provision or clause is prescribed provides a different meaning;
- or
- (d) The word or term is defined in FAR Part 31, for use in the cost principles and procedures

C. PROCUREMENT TIMELINE

A timeline for this solicitation and initial process is included below. Galveston County reserves the right to change these dates and will notify Bidders of any changes:

| | |
|---|---|
| Advertise Solicitation (first date of publication) | Wednesday, July 2, 2025 |
| Advertise Solicitation (second date of publication) | Wednesday, July 9, 2025 |
| Questions Deadline | Wednesday, July 16, 2025 by 5:00 PM CST |
| Submission Deadline / Bid Opening | Thursday, July 31, 2025 at 2:00 PM CST |

Interested parties may attend the Thursday, July 31, 2025 at 2:00 PM CST bid opening virtually by using the following link:

<https://galvestoncountytexas.webex.com/galvestoncountytexas/j.php?MTID=m1f189fce8e9b8933c91d6a0fdcf1a4c8>

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Join by meeting number Meeting number (access code): 2485 124 3532

Meeting password: 25-056 (250056 when dialing from a video system)

Tap to join from a mobile device (attendees only)
+1-415-655-0001,,24851243532## US Toll

Join by phone+1-415-655-0001 US Toll
Global call-in numbers

Join from a video system or application
Dial 24851243532@galvestoncountytexas.webex.com

You can also dial 173.243.2.68 and enter your meeting number.

D. SUBMISSION INSTRUCTIONS

Galveston County Purchasing Department utilizes Bonfire Interactive to distribute and receive bids and proposals in an electronic format via an online portal. Potential Bidders must register through the online portal to participate electronically. "Walk-in" or "mailed-in" proposal submittals are still allowed, however, **Bidders are strongly encouraged to submit their proposals online via Galveston County's e-Procurement Portal located at <https://galvestoncountytexas.bonfirehub.com/>.**

Registration is currently open and free to the public. Once registered, suppliers will receive automatic email notifications of project opportunities based on the NIGP commodity codes selected by the vendor. Potential Bidders should visit the link below and click on the New Vendor Registration tab to register your business:
<https://vendorsupport.gobonfire.com/hc/en-us/articles/15646869029783-Vendor-Registration>

There is no cost to register as a vendor.

INSTRUCTIONS FOR "WALK-IN" SUBMITTALS ONLY

IF "WALKING IN" BIDS, One (1) unbound original and one (1) copies of the requested bid submittals must be submitted no later than **2:00 PM CST**, on **Thursday, July 31, 2025** to:

Veronica Van Horn
Interim Purchasing Agent
County of Galveston
722 Moody Avenue (21st Street), Fifth (5th) Floor
Galveston, TX 77550

The timestamp clock located in the Purchasing Agent's office shall serve as the official timekeeping piece for this solicitation process. Any Bids received after **2:00 PM CST** on the specified date will be returned unopened.

Specifications can be obtained at the office of the Galveston County Purchasing Agent, located in the Galveston County Courthouse, 722 Moody, (21st Street), Floor 5, Purchasing, Galveston, Texas 77550, or by visiting the Galveston County website @ <http://www.galvestoncountytexas.gov/county-offices/purchasing>.

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E. BID SURETY

A surety/bid bond is not a requirement of this solicitation.

F. PERFORMANCE AND PAYMENT BONDS

Performance and Payment Bonds are not requirements of this solicitation.

G. BEST AND FINAL OFFERS (BAFO)

The Best and Final Offer process is not applicable to this solicitation.

H. DAVIS-BACON WAGE RATES

Davis-Bacon Wage Rates are not requirements of this solicitation.

I. PERSONNEL TO CONTACT

Bidders desiring an explanation or interpretation relative to this solicitation must request it in writing. Oral explanations or instructions will not be binding. Any information given to a Bidder, which in the opinion of the County affects all Bidders or would be prejudicial to other Bidders if not communicated, shall be furnished to all Bidders as an addendum to the solicitation. Bidders **must** direct all inquiries to the following:

Veronica Van Horn
Interim Purchasing Agent
722 21st Street (Moody)
Galveston, Texas 77550
e-mail: purchasing.bids@co.galveston.tx.us

Bidders must e-mail their requests (with the subject line “**Malathion Insecticide – ITB 25-065– Questions**”) for additional information and/or clarification to the address listed above. The request must include the Bidder’s name and the solicitation number and title.

Any request for additional information or clarification must be received in writing no later than ten (10) calendar days prior to the solicitation due date. Late requests or those not delivered to the proper address may not receive a reply. Bidders shall not attempt to contact the County by any other means. The Purchasing Agent shall post the answers on the County website from the procurement web page and via addendum.

The County will issue responses to inquiries and any other corrections or amendments, it deems necessary, in the form of a written addendum, issued prior to the solicitation Submission Deadline / Solicitation Opening date. The County, at its sole discretion, may not issue a response to an RFI submittal. Bidders should not rely on any oral or written representations, statements, or explanations, other than those made in this solicitation or in any written addendum to this solicitation. Where there appears to be conflict between the solicitation and any issued addenda, the last addendum issued will prevail.

Addenda will be posted and made available on the County’s procurement web page. **It is the Bidder’s sole responsibility to ensure receipt of all addenda prior to submitting its response.**

All Bidders should check the County’s procurement web page for all addenda prior to submitting a response.

The County’s procurement web page is located at <http://www.galvestoncountytexas.gov/county-offices/purchasing>

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Bidders who submit inquiries *after* the deadline date for receipt of questions indicated on the Procurement Timeline, risk that its response in the procurement will not be responsive or competitive because the County is not able to respond before the solicitation receipt date or in sufficient time for the Bidder to prepare a responsive or competitive submittal.

All questions and responses as posted on the County website pertaining to this solicitation are considered an addendum to, and part of, this solicitation. Each Bidder shall be responsible to monitor the County website for new or revised solicitation information. The County shall not be bound by any verbal information, nor shall it be bound by any written information that is not either contained within the solicitation or formally issued as an addendum by the Purchasing Agent.

J. PROGRAM ADMINISTRATION & CONTRACT MANAGEMENT

The Program Administrator/Contract Manager that will manage the work to be performed under the resultant contract for the purpose of this solicitation is:

John Marshall
Mosquito Control Director
5115 Hwy 3
Dickinson, TX 77539

The Galveston County Commissioners' Court, and/or authorized designees will be responsible for negotiating with the successful Vendor the scope of work, the standards of performance, the specific technology provided, and the support services required for the proposed projects. All contractual amendments will be processed in accordance with Galveston County Purchasing Policies. Amendments will also be brought to Galveston County Commissioners Court for approval as deemed necessary. The approval process serves to ensure the project technology and/or service is within the scope of the resultant contract, that pricing meets the agreed-upon pricing methodology as specified in the contract, and that funds are available.

K. REQUIREMENTS OF INVITATION TO BID

Bidder shall provide one (1) unbound single-sided original and one (1) single-sided hard copies of its response, to the Purchasing Agent on or before the submission deadline specified herein. Font size no smaller than font size 11. Except that organizational charts, other graphics, and footers may be as small as font size 9.

Bidders shall clearly indicate which project or projects are being submitted for consideration in their cover letter.

L. INSURANCE

Bidder must submit, with its response, a current certificate of insurance evidencing coverage in the amounts specified below or greater. In lieu of submitting a certificate of insurance, Bidders may submit a notarized statement from an insurance company authorized to conduct business in the State of Texas guaranteeing that Bidder has such insurance. Provided however, that successful Bidder(s) shall be required to provide a current certificate of insurance to the Galveston County Purchasing Agent's Office before Bidder commences any work hereunder. **Insurance shall be placed with insurers having an A.M. Best's rating of no less than A.** Such insurance must be issued by a casualty company authorized to do business in the State of Texas and in standard form approved by the Board of Insurance Commissioners of the State of Texas, with coverage provisions ensuring the public from loss or damage that may arise to any person or property by reason of services rendered by Contractor.

Galveston County shall be listed as an additional insured on each policy and all certificates of insurance and Contractor shall provide Galveston County with no less than thirty (30) calendar days prior notice of any changes to the policy during the contractual period.

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Certificates of Insurance, fully executed by a licensed representative of the insurance company written or countersigned by an authorized Texas state agency, shall be filed with the County Purchasing Agent within ten (10) calendar days of the execution of this Agreement as written proof of such insurance and further provided that Contractor shall not commence work under this Agreement until Contractor has obtained all insurance required herein, provided written proof as required herein, and received written notice to proceed issued from the County Purchasing Agent. **Failure to provide such evidence of insurance within the ten (10) calendar day period shall constitute an event of default.**

Workers' Compensation Insurance. Bidder shall carry in full force Workers' Compensation Insurance Policy(ies), if there is more than one employee, for all its employees, including but not limited to full time, part time, and emergency employees employed by the Contractor.

Commercial General Liability. Bidder shall carry in full force commercial general liability insurance with a limit of not less than \$1,000,000 each occurrence and \$2,000,000 in the aggregate. The Policy shall, minimally, cover liability for bodily injury, personal injury, and property damage.

Business Automobile Liability. Bidder shall carry in full force business automobile liability coverage with a combined bodily injury/property damage limit of not less than \$1,000,000 each accident. The policy shall cover liability arising from the operation of licensed vehicles by policyholder.

Subrogation Waiver. Contractor and Contractor's insurance carrier shall waive any and all rights to subrogation against Galveston County in regard to any suit or claim arising out of personal injury or property damage resulting from Contractor's performance under this Agreement.

M. MATERIAL DESCRIPTION

A contact organophosphosphate insecticide technical grade; BULK ONLY.

N. FLAMMABILITY

Must be NFPA flammability one (1) or lower.

O. FORMULATION

O₃ O-Dimethyl Phosphordithioate of Diethyl Mercaptosuccinate that is 96.5% pure that contains 9.9 pounds of Malathion per gallon

P. STORAGE

Product is requested to be delivered in bulk to Galveston County Mosquito Control Department tanks. When stored in original containers in a cool, dry space, out of direct sunlight, the product must retain a useful shelf life of greater than two (2) years.

Q. APPLICATION

Product must be labeled for ground ULV and aerial ULV mosquito control application with conventional ULV equipment

R. MATERIAL SAFETY DATA SHEETS (MSDS)

This OSHA required documentation must accompany each delivery.

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GALVESTON COUNTY, TEXAS

S. QUANTITIES AND PAYMENTS

Galveston County anticipates utilizing approximately 4000 gallons annually however no minimum or maximum amounts are guaranteed, bulk delivery to Dickinson or Galveston as needed. Galveston County will order varying amounts of materials in estimated quantities as specified on the bid sheet. The County will pay only for materials ordered upon issuance of a Galveston County Purchase Order number and delivered to a designated location within Galveston County. No minimums or maximum quantities are guaranteed.

Galveston County is tax-exempt and therefore no taxes, license fees, etc. shall be added to bid prices.

Galveston County reserves the right to order more or less of this product.

T. PRODUCT AVAILABILITY AND TIME OF DELIVERY

Time of delivery and product availability are of the essence in all Galveston County supply contracts. The contracted vendor shall be required to have the stated quantities available and delivered at the requested locations at all times throughout the contractual period(s). If the County must procure the requested products or materials from another supply source due to the inability of the contracted vendor to maintain the requested quantities, the County reserves the right to procure the materials from another supply source at no penalty to the County. Furthermore, these incidents shall not constitute a breach of contract. The County reserves the right to cancel any orders, or part thereof, without obligation or penalty if delivery is not made in accordance with the schedule specified by the Bidder and accepted by the County

U. COST

The unit price submitted by the bidder shall include all costs to the County, including the material, delivery, current freight rate, or any other cost. Measurement and payments shall be per unit of measure listed on the bid sheet delivered to jobsite or to designated County locations.

V. INVOICES

Invoices must be itemized indicating all materials and supplies used. Invoices must be submitted to:

Galveston County Auditor's Office
Attn: Accounts Payable
P.O. Box 1418
Galveston, Texas 77553

Failure to submit invoices to the above address or failure to include the Purchase Order Number will result in delay in payment.

Contractor must accept purchase order numbers for specified supplies, equipment, and/or services. Contractor shall not perform any work or release any supplies and/or equipment to any authorized representative of the County of Galveston unless a valid purchase order number issued by the office of the Galveston County Purchasing Agent accompanies the order or if vendor can comply with the provision as stated in the General Provisions, page 3, item 11, Procurement Card Program.
Payment for any items issued without prior receipt of a valid purchase order number may become the sole responsibility of the successful contractor.

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GALVESTON COUNTY, TEXAS**

W. EXCEPTIONS

Any exceptions to Bid conditions should be listed on a separated sheet of paper, attached to Bid submittals and submitted with Bid at the specified date and time of Bid opening.

The rest of this page intentionally left blank

SPECIAL PROVISIONS

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GALVESTON COUNTY, TEXAS**

X. REQUIRED DOCUMENTS CHECKLIST

By signing here, the firm does hereby attest that it has fully read the instructions, conditions, and general and special provisions and understands them. **Proposer shall return this checklist with completed submittal.**

THE COMPANY OF: _____

ADDRESS: _____

The following documents shall be returned or confirmed with an "X" with solicitation submittals. Failure to do so may be ample cause for rejection of submittal and deemed as non-responsive. It is the responsibility of the Bidder to ensure that Bidder has received all addenda.

Items:

Confirmed (X):

- | | |
|---|-------------------------------------|
| 1. Required Documents Checklist (this page) | _____ |
| 2. Addenda Acknowledgement (if any) | #1 _____ #2 _____ #3 _____ #4 _____ |
| 3. One (1) original, one (1) copies of submittal (if bid is "walked in") | _____ |
| 4. ATTACHMENT A - Vendor Qualification Packet | _____ |
| 5. ATTACHMENT B - Certification Reg. Debarment, Suspension, and Other Ineligibility | _____ |
| 6. ATTACHMENT C - Certification Regarding Lobbying Form | _____ |
| 7. ATTACHMENT D - Non-Collusion Affidavit | _____ |
| 8. ATTACHMENT E - Prohibition on Contracts with Companies Boycotting Israel | _____ |
| 9. ATTACHMENT F - Prohibition on Contracts with Certain Companies | _____ |
| 10. ATTACHMENT G - Information for Notice | _____ |
| 11. ATTACHMENT H - References | _____ |
| 12. Three (3) signed contracts (attached) | _____ |
| 13. Line-Item Detail Sheet (attached) | _____ |

Person to contact regarding this qualification: _____

Title: _____ Phone: _____ Fax: _____

E-mail address: _____

Name of person authorized to bid the Firm: _____

Signature: _____ Date: _____

Title: _____ Phone: _____ Fax: _____

E-mail address: _____

LINE ITEM DETAIL SHEET
MALATHION INSECTICIDE
GALVESTON, TEXAS

ITB 25-056
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| 8 | | | | | |
| 9 | | | | | |
| 10 | TOTAL | | | | |