



THE COUNTY OF GALVESTON

FRANK RODRIGUEZ
PURCHASING AGENT

ASHLEY CLARK
ASST. PURCHASING AGENT

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

May 11, 2026

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

RE: ITB 24-007, Altosid Pellets (IGR)
Contract #CM2423

Gentlemen,

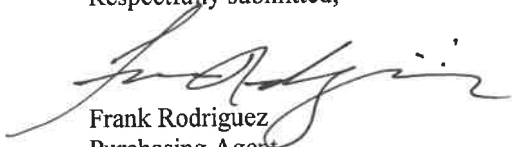
The contract associated with ITB 24-007, Altosid Pellets (IGR), is scheduled for its first extension on May 12, 2026. The contracted vendor for this service is ES OPCO USA, LLC dba Veseris.

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

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

From: Benitez Perez, Elmi <Elmi.Perez@galvestoncountytexas.gov>
Sent: Friday, April 17, 2026 9:32 AM
To: Wilson, Ashley <Ashley.Wilson@co.galveston.tx.us>
Cc: Fleming, Melissa <Melissa.Fleming@galvestoncountytexas.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,



THE COUNTY OF GALVESTON

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(409) 770-5371

Monday, April 13, 2026

ES OPCO USA LLC dba VESERIS
10800 PECAN PARK BLVD #300
AUSTIN, TX 78750

Sent via email to: keith.haas@univarsolutions.com

Subject: Award Term Notice of Renewal
RE: Contract # CM24243/ Bid # 24-007
Altosid Pellets (igr)

Dear Sir,

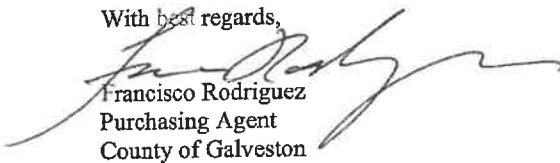
Pursuant to Contract No. CM24243, Section 6 – Initial Term and Options to Renew, this letter serves as your official Notice of Renewal. The County of Galveston hereby confirms that your agreement has been automatically renewed for one (1) successive one-year term under the same terms, conditions, and pricing provisions.

The revised contract expiration date is now May 11, 2027.


Should you have any questions or require clarification regarding this renewal, please contact Ms. Elmi Perez at Elmi.Perez@galvestoncountytexas.gov.

We value your continued partnership and look forward to another year of productive collaboration in service to Galveston County.

With best regards,


Francisco Rodriguez
Purchasing Agent
County of Galveston

ES OPCO USA LLC dba Vesperis acknowledges receipt of the above-referenced Renewal under the same terms and conditions.


Signature of Authorized Officer or Agent

Keith L. Haas
Name

Public Health Specialist
Title

17 April 2026
Date

*** Accepted with approval of price amendments.



Elmi Perez
722 Moody, 5th Floor
Galveston, TX 77550

Date: 17 April 2026

Subject: ITB 24-007

Amendment: Agency Pricing for Altosid Pellets (IGR).

Dear Purchasing Department,

Both Altosid Liquid Larvicide 5% and 20% are agency priced. The 2026 agency prices are as follows:

| | | |
|-----------------------|------------------|-------------------|
| Altosid Pellets (IGR) | 2X 22-pound case | \$1,331.00 |
| | Per pound \$ | \$30.25 per pound |

Please accept this proposed pricing amendment.

Sincerely,

Keith L. Haas
Veseris
Public Health Specialist

**EXHIBIT B****WELLMARK INTERNATIONAL AGENCY AGREEMENT SALES PRICE**

Territory: The United States of America – 50 states

2026 ALTOSID®, DUPLEX™-G, STRIKE®, ZENIVEX®

(End Use) Agency Agreement Price List

Effective January 1, 2026

| PRODUCT # | PRODUCT DESCRIPTION | MAXIMUM PALLET CONFIGURATION | CASE/BAG PRICE |
|-----------|--|------------------------------|----------------|
| 100508842 | ALTOSID® XR Briquets cork shape 220/case | 48 cases | \$893.20 |
| 100508841 | ALTOSID® XR Briquet (Slim) Ingot 220/case | 48 cases | \$893.20 |
| 100508846 | ALTOSID® XR Briquet (Slim) Ingot NY Label 220/case | 48 cases | \$893.20 |
| 37060F | ALTOSID® 30 Day Briquets 400/case | 162 cases | \$572.00 |
| 37230F | ALTOSID® SR-20 2x2.5 gallon/case | 33 cases | \$5,533.00 |
| 37240E | ALTOSID® A.L.L. SR-5 4x1 gallon/case | 27 cases | \$1,243.00 |
| 37730D | ALTOSID® Pellets 2/22lb/case | 36 cases | \$1,331.00 |
| 38540 | ALTOSID® WSP Pellets 7.0-gram pouch (50 X 16) case | 40 cases | \$824.00 |
| 100531822 | ALTOSID® P35 40lb bag | 40 bags | \$834.00 |
| 100531823 | ALTOSID® P35 2,000lb tote | One | \$41,700.00 |
| 100548925 | ALTOSID® P35 1,000lb bulk bag | 1 bag | \$20,850.00 |
| 37330 | ALTOSID® XR-G 40lb bag | 40 bags | \$424.00 |
| 38880 | ALTOSID® XR-G 1,000lb bulk bag | 1 bag | \$10,600.00 |
| 100541067 | ALTOSID® XR-G ULTRA 40lb bag | 40 bags | \$552.00 |
| 100541068 | ALTOSID® XR-G ULTRA 1,000lb bulk bag | 1 bag | \$13,800.00 |
| 100518214 | ALTOSID® SBG II 40lb bag | 40 bags | \$154.00 |
| 100518222 | ALTOSID® SBG II 1,000lb bulk bag | 1 bag | \$3,850.00 |
| 100528485 | DUPLEX™-G 40lb bag | 40 bags | \$676.00 |
| 100528486 | DUPLEX™-G 2,000lb tote | One | \$33,800.00 |
| 100538054 | STRIKE® Liquid (20%) 4x1 gallon/case | 48 cases | \$5,503.00 |
| 37630 | STRIKE® Ultra Liquid (33.6%) 4x1 liter/case | 140 cases | \$1,764.00 |
| 37720B | STRIKE® Pellets 2x22lb case | 36 cases | \$1,683.00 |
| 100503887 | ZENIVEX® E20% 2x2.5 gallon/case | 33 cases | \$1,765.00 |
| 100502022 | ZENIVEX® E20% 30 gallon drum | 5 drums | \$10,374.00 |
| 100502023 | ZENIVEX® E20% 275 gallon tote | One | \$89,430.00 |
| 100511617 | ZENIVEX® E20% 120 gallon mini-tote | One | \$39,060.00 |
| 100503070 | ZENIVEX® E4% 2x2.5 gallon/case | 33 cases | \$490.70 |
| 100503072 | ZENIVEX® E4% 30 gallon drum | 5 drums | \$2,851.20 |
| 100503073 | ZENIVEX® E4% 275 gallon tote | One | \$24,340.25 |
| 100525232 | AQUA ZENIVEX® E20% 30 gallon drum | 5 drums | \$10,695.00 |

1. Freight prepaid and allowed on all direct ship orders to end-use customers when (\$7,500 and greater)
2. Freight prepaid and allowed on all consignment stock transfer orders to approved agent warehouse locations when (\$3,000 and greater)
3. Central Life Sciences billing to Agent payment terms – Net 45 days for all direct ship orders
4. Central Life Sciences billing to Agent payment terms – Net 30 days for all consignment sales reporting
5. Returns require authorization approval from Central Life Sciences or subject to a 20% restocking charge

U.S. Price List: WELLMARK INTERNATIONAL RESERVES THE RIGHT TO CHANGE ABOVE PRICES AT ANY TIME WITHOUT NOTICE.

Terms: Agent billings to end-use customers -- Net 30 days

(Agent invoice terms on all sales to purchasers unless all suppliers are required to offer specific alternate terms.)

Invoice Commentary:

ALL AGENT INVOICING TO PURCHASERS MUST INCLUDE THE FOLLOWING STATEMENT:

"Altosid" sold herein is under Agency Agreement and is for the Account of Wellmark. Agent is authorized to invoice and collect under the terms of the agency contract. Only upon written direction from Wellmark or Agent, are the amounts due under this invoice payable to Wellmark".



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