



DEPARTMENT OF PUBLIC UTILITIES

MEMORANDUM

DATE: May 3, 2023

TO: GEORGEANNE A. WHITE, City Manager
City Manager's Office

FROM: BROCK D. BUCHE, PE, PLS, Director *BDB*
Department of Public Utilities

BY: ART ALVAREZ, Wastewater Manager, Certified *AA*
Department of Public Utilities - Wastewater Management Division

SUBJECT: AUTHORIZE SOLE SOURCE – GOLDEN BELL PRODUCTS, INC.;
INSECTA (COCKROACH CONTROL)

The purpose of this memorandum is to request City Manager approval for sole source authorization to contract with Golden Bell Products, Inc., ("Golden Bell") for the annual purchase and application of *Insecta* pesticide in City sewer access structures.

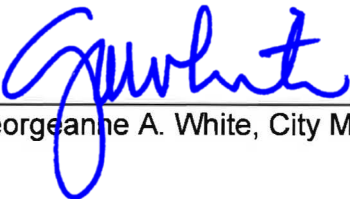
The City is comprised of approximately 1,600 miles of sewer mainlines, 24,720 sewer access structures, and 145,000 residential, commercial, and industrial service connections; cockroaches use service connections to access residential and business structures. The moist and nutrient-rich environment of these sewer assets creates a utopia for cockroach populations. Because of the cockroach's ability to transmit disease and bacteria, in addition to frequent customer service requests on the matter, abatement is a priority for Collection System Maintenance (CSM). Traditional methods for control are not feasible due to reapplication duration and effectiveness. In seeking alternate options for abatement, it was discovered that other insecticide options were less effective and required more frequent reapplication, ranging from every 30-90 days.

Because traditional methods are not feasible, CSM recommends the continued use of *Insecta*, an EPA-registered product that is sold and applied exclusively by Golden Bell. *Insecta* is an insecticide that is impregnated into latex paint and sprayed onto the walls of the sewer access structures to prevent the proliferation of cockroaches immediately and long-term. *Insecta* has proven to be an effective means of cockroach abatement in sewer access structures through internal in situ testing conducted over a three-year span, which is CSM's demonstrated duration of efficacy.

The product is only available from Golden Bell, as they are the sole distributor with the application rights and the required licensing to apply the *Insecta* product. CSM has attempted to locate other vendors, however no other vendors are allowed to apply this product in the State of California (per the sole source letters from both the supplier and manufacturer, pages 3 and 4, respectively); and there are no comparable products available on the market able to meet the City's needs. The current combined cost of the product and its application is \$26.00 per sewer access structure. CSM's cockroach control Program, in place since Fiscal Year 2013, targets approximately 4,000 access structures per year at the current cost of \$99,000 annually. At this rate, CSM will have treated approximately 50% of the City's sewer access structures every three-year cycle. This multi-year sole source purchase agreement covers a four-year allowance with Golden Bell, with provisions for three one-year extensions thereafter.

If you have any questions or require any additional information, please do not hesitate to contact Art Alvarez at 559-621-1270.

Approved Denied



Georgeanne A. White, City Manager

5/4/23
Date

Attachment – Sole Source Justification

c: Rick Staggs, Assistant Director



952 N Batavia Street Orange, CA 92867- PHONE (714) 363-3985 FAX (714) 997-4807
www.goldenbellproducts.com

Sole Source Justification

Within the State of California Golden Bell Products has the sole source right for the application and distribution of Insecta. Golden Bell Products has provided the service and product that is used in sewer manholes for the control of cockroaches since October of 1998, when the first test area was treated in the State of California.

Insecta is the only registered product of its type and active ingredient labeled for use in sewer manholes. The product is a formulated product, which is produced in an EPA approved establishment. The product comes ready to use and since it is a polymerized product there is no field mixing required, (which is not the case with any additive type of product). Insecta has been tested and applied by Orange County Sanitation Districts and has proven to be effective standing up to the eighteen-month guarantee provided by Golden Bell and the product manufacturer.

Additionally, this product is used and approved by Los Angeles County Sanitation District and approximately 60 other cities and agencies within the state of California.

Over the past 23 years Golden Bell Products has provided this service with minimal price increases. Finally, Golden Bell Products is a local vendor that holds the correct licensing for application of pesticides in sewer manholes. Golden Bell Products is licensed by the California Agricultural Department of Pesticide Regulation. Holding a QAL license with the required categories A, C and N and a Pest Control Business License. Golden Bell carries and maintains all current registrations with all the County Agricultural Commissioners in each of the counties they apply the Insecta pesticide in.

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The accompanying letter from the manufacturer of *Insecta* shows Golden Bell as the sole source for the application and distribution of *Insecta* in the State of California.

JABco

Jim Lawrence
President
288 Centennial Park Drive
Daytona Beach, FL 32124

Toll Free: (888) 781-6955

Cell: 727-365-6995

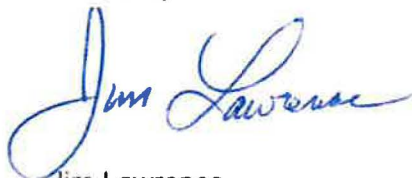
March 8, 2021

To Whom It May Concern:

I, Jim Lawrence, President of JABco, the manufacturing company for *Insecta*, EPA registration number 45600-1, have granted Golden Bell Products the sole distribution and application rights within the State of California. Golden Bell Products has proven its expertise in selling and applying *Insecta* 45600-1 since 1997 and will maintain the sole source to *Insecta* until the year 2030.

Any California company that would use *Insecta* or *Insecta* Liquid is required to purchase the material from Golden Bell Products. If any bids were received indicating otherwise, the bidding company is misrepresenting itself. All *Insecta* 45600-1 product used for manhole cockroach control in sewer manholes is sold through Golden Bell Products.

Sincerely



Jim Lawrence
President