

SWC# 136 Pest Control Services
Contract Information and Usage Instructions

Contract Period:

This is a three year Contract running from December 1, 2017 to November 30, 2020 with two optional one year renewals. If all renewal options are exercised, the contract end date will be November 30, 2022.

Summary/Background Information:

Pest Control Services include the monthly pest control treatments through the Integrated Pest Management Method and premium per request services. SWC 136 Pest Control Services is a multi-vendor award contract with four (4) contractors who provide pest control services in one or more of the counties specified. Monthly service pest control covers mice, rats, and all types of insects to include, but not be limited to: cockroaches, ants (excluding fire ants, crazy ants, and carpenter ants), flies, fleas (inside), crickets, silverfish, ground beetles, spider mites, bees (except carpenter bees), wasps, hornets, yellow jackets, millipedes, centipedes, spider (excluding poisonous spiders) and other stored product type pests. Premium per request services cover termites, poisonous spiders, bed bugs, and fire ants.

State Contact Information**Contract Administrator:**

Lanessa Munson

Category Specialist

Central Procurement Office

(615) 253-2692

Lanessa.M.Munson@tn.gov

Monthly Pest Control Services

Monthly service pest control covers mice, rats, and all types of insects to include, but not be limited to: cockroaches, ants (excluding fire ants, crazy ants, and carpenter ants), flies, fleas (inside), crickets, silverfish, ground beetles, spider mites, bees (except carpenter bees), wasps, hornets, yellow jackets, millipedes, centipedes, spider (excluding poisonous spiders) and other stored product type pests.

Usage Instructions for Monthly Service (for a location on contract):

To set up service please follow the directions below:

1. Determine the agency location's county.
2. Identify the Contractor servicing that county. See the listing of counties serviced under each Contractor's information below.
3. Contact the Sales Representative or Customer Service covering that county and provide them with the Statewide Contract number 136, the Edison Contract number (listed below.)
4. Request service and provide information regarding schedule of service and onsite protocol .

Usage Instructions for Monthly Service (for a location not contract):

To set up service please follow the directions below:

1. Determine the agency location's county, square footage, and number of food areas the facility has.
2. See the listing of counties serviced under each Contractor's information below.
3. Find the cannot exceed rate on the pricing matrix that covers your facility.
4. Contact the Sales Representative or Customer Service covering that county and provide them with the Statewide Contract number 136, the Edison Contract number (listed below.)
5. Provide information regarding facility square footage, schedule of service and onsite protocol (The supplier may then schedule an onsite visit.)
6. Request service and monthly price (price must equal or be lower than the established "cannot exceed rate" on the pricing matrix.)

1. David Giles dba Middle Tennessee Exterminating

Edison Contract #: 00000000000000000000057039

Vendor #: 0000001137

David Giles

(615) 405-9485

daext@comcast.net

104 Savely Court. Hendersonville, TN 37075

Counties Covered by Middle Tennessee Exterminating for Monthly Pest Control Services

- Shelby
- Lauderdale
- Lake
- Rutherford
- Madison
- Hamilton
- Hickman
- Hardeman
- Henry
- Tipton
- Clay
- Jackson
- Van Buren
- Carroll
- Henderson
- Fayette
- Hardin
- Haywood
- Fentress
- Campbell
- Blount
- Cumberland
- Montgomery
- Perry
- Bradley
- Sumner
- Maury
- Grundy
- Dyer
- Benton
- Williamson
- Wilson
- Weakley
- Obion
- Humphreys
- Crockett
- Lawrence
- Gibson
- Chester
- Smith
- Cheatham
- Robertson

For monthly pest control services, new facilities (in need of service and not currently on contract) located in counties covered by Middle Tennessee Exterminating **cannot exceed** the following rates; these are per square foot rates:

Middle Tennessee Exterminating Recurring Monthly Service for Locations Added (do not exceed rates)								
RECURRING SERVICE - PEST CONTROL PRICING MATRIX	Standard Pricing							
	Number of Kitchens/Food Areas							
sq. ft.	None	1-3	4-6	7-9	10-12	13-15	16-18	19 and Up
0-1,000	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30
1,001-5,000	\$ 0.35	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40
5,001-15,000	\$ 0.35	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40
15,001-25,000	\$ 0.40	\$ 0.41	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43
25,001-30,000	\$ 0.40	\$ 0.41	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.43
30,001-50,000	\$ 0.38	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40	\$ 0.40
50,001-75,000	\$ 0.32	\$ 0.34	\$ 0.35	\$ 0.35	\$ 0.35	\$ 0.35	\$ 0.35	\$ 0.35
75,001-100,000	\$ 0.26	\$ 0.27	\$ 0.28	\$ 0.28	\$ 0.28	\$ 0.28	\$ 0.28	\$ 0.28
100,001-125,000	\$ 0.22	\$ 0.23	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.24	\$ 0.24
125,001-150,000	\$ 0.18	\$ 0.19	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20
150,001-175,000	\$ 0.18	\$ 0.19	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.20
175,001-200,000	\$ 0.15	\$ 0.16	\$ 0.17	\$ 0.18	\$ 0.18	\$ 0.18	\$ 0.18	\$ 0.18
200,001-250,000	\$ 0.14	\$ 0.15	\$ 0.16	\$ 0.17	\$ 0.17	\$ 0.17	\$ 0.17	\$ 0.17
250,001-300,000	\$ 0.14	\$ 0.15	\$ 0.16	\$ 0.17	\$ 0.17	\$ 0.17	\$ 0.17	\$ 0.17
300,001-500,000	\$ 0.12	\$ 0.13	\$ 0.14	\$ 0.15	\$ 0.15	\$ 0.15	\$ 0.15	\$ 0.15
500,001-750,000	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10
1,000,000-UP	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08

Example: I have a location in Sumner County that is in need of monthly pest control services. The location is not currently covered in this Statewide contract and does not have a line item. The facility has 2 buildings that are each 2,000 sq ft, to equal a total of 4,000 sq ft. The whole facility has 5 kitchens. The facility price per square foot is found by looking at the cell covering sq. ft. of 1,001-5,000 and then the cell covering 4-6 kitchens, where this column and row intersect is the price of \$0.40 per square foot. The price of the facility cannot exceed the amount of \$1,600 per month. (4,000 X 0.40 = 1,600)

2. Kirklands Pest Control

Edison Contract #: 0000000000000000000057008

Vendor #: 0000154305

Kenny Basset

(816) 255-0557

kbassettkpc@gmail.com

2720 Huntsville Hwy Fayetteville, TN 37334

Counties Covered by Kirklands Pest Control for Monthly Service

- Davidson
- Greene
- Morgan
- Decatur
- Cannon
- DeKalb
- Marion
- McMinn
- Meigs
- Rhea
- Sequatchie
- Putnam
- Jefferson
- Bedford
- Hamblen
- Franklin
- Overton
- Coffee
- Wayne
- Monroe
- Cocke
- Hawkins
- Pickett
- Warren
- Claiborne
- Polk
- McNairy
- Roane
- Scott
- Grainger
- Loudon
- Sevier
- Giles
- Houston
- Lewis
- Lincoln
- Stewart
- Trousdale
- Moore

For monthly pest control services, new facilities (in need of service and not currently on contract) located in counties covered by Kirklands **cannot exceed** the following rates; these are total monthly fee rates.

Kirklands Recurring Monthly Service for Locations Added (do not exceed rates)								
Kirklands RECURRING SERVICE - PEST CONTROL PRICING MATRIX	Standard Pricing							
	Number of Kitchens/Food Areas							
sq. ft.	None	1-3	4-6	7-9	10-12	13-15	16-18	19 and Up
0-1,000	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00
1,001-5,000	\$ 25.00	\$ 25.00	\$ 35.00	\$ 45.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
5,001-15,000	\$ 30.00	\$ 30.00	\$ 40.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
15,001-25,000	\$ 35.00	\$ 35.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
25,001-30,000	\$ 45.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00
30,001-50,000	\$ 55.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00
50,001-75,000	\$ 65.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00
75,001-100,000	\$ 75.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00
100,001-125,000	\$ 210.00	\$ 230.00	\$ 250.00	\$ 270.00	\$ 290.00	\$ 310.00	\$ 330.00	\$ 350.00
125,001-150,000	\$ 210.00	\$ 230.00	\$ 250.00	\$ 270.00	\$ 290.00	\$ 310.00	\$ 330.00	\$ 350.00
150,001-175,000	\$ 210.00	\$ 230.00	\$ 250.00	\$ 270.00	\$ 290.00	\$ 310.00	\$ 330.00	\$ 350.00
175,001-200,000	\$ 210.00	\$ 230.00	\$ 250.00	\$ 270.00	\$ 290.00	\$ 310.00	\$ 330.00	\$ 350.00
200,001-250,000	\$ 230.00	\$ 280.00	\$ 330.00	\$ 380.00	\$ 430.00	\$ 480.00	\$ 530.00	\$ 580.00
250,001-300,000	\$ 230.00	\$ 280.00	\$ 330.00	\$ 380.00	\$ 430.00	\$ 480.00	\$ 530.00	\$ 580.00
300,001-500,000	\$ 350.00	\$ 400.00	\$ 450.00	\$ 500.00	\$ 550.00	\$ 600.00	\$ 650.00	\$ 700.00
500,001-750,000	\$ 350.00	\$ 400.00	\$ 450.00	\$ 500.00	\$ 550.00	\$ 600.00	\$ 650.00	\$ 700.00
1,000,000-UP	\$ 500.00	\$ 600.00	\$ 700.00	\$ 800.00	\$ 900.00	\$ 1,000.00	\$ 1,100.00	\$ 1,200.00

Example: I have a location in Hawkins County that is in need of monthly pest control services. The location is not currently covered in this Statewide contract and does not have a line item. The facility has 3 buildings that are each 1,000 sq ft, to equal a total of 3,000 sq ft. The whole facility has 4 kitchens. The facility price per square foot is found by looking at the cell covering sq. ft. of 1,001–5,000 and then the cell covering 4-6 kitchens, where this column and row intersect is the total price of \$35.00. The price of the facility cannot exceed the amount of \$35.00 per month.

3. Rollins Inc DBA Orkin LLC

Edison Contract #: NV00000000000000000057040

Vendor #: 0000215843

Terry Castro

Phone: (615) 333-3592

Toll Free: (877) 540-6704

Cell: (615) 542-9653

branch427@rollins.com

5010 Linbar Drive Suite 195 Nashville, TN 37211

Counties Covered by Orkin for Monthly Service

- Shelby High Security Location
- Knox
- Bledsoe
- Davidson high security
- Catoosa County, GA
- White
- Johnson

For monthly pest control services, new facilities (in need of service and not currently on contract) located in counties covered by Orkin **cannot exceed** the following rates; these are total monthly fee rates.

Orkin Recurring Monthly Service for Locations Added (do not exceed per monthly fee rates)								
Orkin RECURRING SERVICE - PEST CONTROL PRICING MATRIX	Standard Pricing							
	Number of Kitchens/Food Areas							
sq. ft.	None	1-3	4-6	7-9	10-12	13-15	16-18	19 and Up
0-1,000	\$ 25.00	\$ 65.00	\$ 125.00	\$ 185.00	\$ 245.00	\$ 305.00	\$ 365.00	\$ 405.00
1,001-5,000	\$ 40.00	\$ 80.00	\$ 140.00	\$ 200.00	\$ 260.00	\$ 320.00	\$ 380.00	\$ 420.00
5,001-15,000	\$ 46.00	\$ 86.00	\$ 146.00	\$ 206.00	\$ 266.00	\$ 326.00	\$ 386.00	\$ 426.00
15,001-25,000	\$ 55.00	\$ 95.00	\$ 155.00	\$ 215.00	\$ 275.00	\$ 335.00	\$ 395.00	\$ 435.00
25,001-30,000	\$ 55.00	\$ 95.00	\$ 155.00	\$ 215.00	\$ 275.00	\$ 335.00	\$ 395.00	\$ 435.00
30,001-50,000	\$ 64.00	\$ 104.00	\$ 164.00	\$ 224.00	\$ 284.00	\$ 344.00	\$ 404.00	\$ 444.00
50,001-75,000	\$ 64.00	\$ 104.00	\$ 164.00	\$ 224.00	\$ 284.00	\$ 344.00	\$ 404.00	\$ 444.00
75,001-100,000	\$ 82.00	\$ 122.00	\$ 182.00	\$ 242.00	\$ 302.00	\$ 362.00	\$ 422.00	\$ 462.00
100,001-125,000	\$ 92.00	\$ 132.00	\$ 192.00	\$ 252.00	\$ 312.00	\$ 372.00	\$ 432.00	\$ 472.00
125,001-150,000	\$ 109.00	\$ 149.00	\$ 209.00	\$ 269.00	\$ 329.00	\$ 389.00	\$ 449.00	\$ 489.00
150,001-175,000	\$ 109.00	\$ 149.00	\$ 209.00	\$ 269.00	\$ 329.00	\$ 389.00	\$ 449.00	\$ 489.00
175,001-200,000	\$ 137.00	\$ 177.00	\$ 237.00	\$ 297.00	\$ 357.00	\$ 417.00	\$ 477.00	\$ 517.00
200,001-250,000	\$ 157.00	\$ 197.00	\$ 257.00	\$ 317.00	\$ 377.00	\$ 437.00	\$ 497.00	\$ 537.00
250,001-300,000	\$ 220.00	\$ 160.00	\$ 320.00	\$ 380.00	\$ 440.00	\$ 500.00	\$ 560.00	\$ 600.00
300,001-500,000	\$ 240.00	\$ 280.00	\$ 340.00	\$ 400.00	\$ 460.00	\$ 520.00	\$ 580.00	\$ 620.00
500,001-750,000	\$ 329.00	\$ 369.00	\$ 429.00	\$ 489.00	\$ 549.00	\$ 609.00	\$ 669.00	\$ 709.00
1,000,000-UP	\$ 549.00	\$ 589.00	\$ 649.00	\$ 709.00	\$ 769.00	\$ 729.00	\$ 889.00	\$ 929.00

Example: I have a location in Johnson County that is in need of monthly pest control services. The location is not currently covered in this Statewide contract and does not have a line item. The facility has 2 buildings that are each 3,000 sq ft, to equal a total of 6,000 sq

ft. and has 6 kitchens. Refer to the cell covering sq. ft. of 5,001–15,000 and then the cell covering 4-6 kitchens, where this column and row intersect is the pricing \$146.00. The price of the facility cannot exceed the amount of \$146.00 per month.

4. Gregory Pest Control

Edison Contract #: 0000000000000000000057050

Vendor #: 0000213600

Bernie Farris

(770) 314-0876

bfarris@gregorypestsolutions.com

14370 US-411, Odenville, AL 35120

Counties Covered by Gregory Pest Control for Monthly Service

- Macon
- Unicoi
- Washington
- Carter
- Sullivan
- Anderson
- Dickson
- Marshall
- Union
- Hancock
- Fort Campbell, KY

For monthly pest control services, new facilities (in need of service and not currently on contract) located in counties covered by Gregory Pest Control **cannot** exceed the following rates; these are per square foot rates:

Recurring Monthly Service for Locations Added								
RECURRING SERVICE - PEST CONTROL PRICING MATRIX	Standard Pricing							
	Number of Kitchens/Food Areas							
By sq. ft.:	None	1-3	4-6	7-9	10-12	13-15	16-18	19 and Up
0-1,000	0.050	0.05000	0.060	0.070	0.080	0.090	0.100	0.000
1,001-5,000	0.030	0.03000	0.035	0.040	0.050	0.060	0.070	0.080
5,001-15,000	0.020	0.02000	0.025	0.030	0.040	0.050	0.060	0.070
15,001-25,000	0.015	0.01500	0.020	0.025	0.030	0.035	0.040	0.045
25,001-30,000	0.015	0.01500	0.020	0.025	0.030	0.035	0.040	0.045
30,001-50,000	0.010	0.01000	0.015	0.020	0.025	0.030	0.035	0.040
50,001-75,000	0.010	0.01000	0.015	0.020	0.025	0.030	0.035	0.040
75,001-100,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
100,001-125,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
125,001-150,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
150,001-175,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
175,001-200,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
200,001-250,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
250,001-300,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
300,001-500,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
500,001-750,000	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115
1,000,000-UP	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115	0.00115

Example: I have a location in Marshall County that is in need of monthly pest control services. The location is not currently covered in this Statewide contract and does not have a line item. The facility has 2 buildings that are each 2,000 sq ft, to equal a total of 4,000 sq ft. The whole facility has 5 kitchens. The facility price per square foot is found by looking at the cell covering sq. ft. of 1,001–5,000 and then the cell covering 4-6 kitchens, where this column and row intersect is the price of \$0.035 per square foot. The price of the facility cannot exceed the amount of \$140 per month. ($4,000 \times 0.035 = 140$)

Premium Per Request Services

Premium per request services cover termites, poisonous spiders, bed bugs, and fire ants.

Usage Instructions for Per Request Services (for all locations):

To set up service please follow the directions below:

1. Determine in which county and region the facility resides
2. Determine which suppliers cover that region (see below)
3. Email each supplier covering that region with the specifics of the service needed, including time constraints, and area in need of treatment
4. Evaluate quotes from the interested suppliers, take the lowest priced supplier
5. Verify the price quoted is not above the cannot exceed rate for that specific service



Cannot Exceed
Pricing.xlsx

with that supplier (refer to this spreadsheet)

6. Request service from awarded supplier and provide any other information necessary for their visit

Example: I have a location in Lewis County that has a building infested with black widow spiders. Lewis County is in Region 3, covered by Middle Tennessee Exterminating, Gregory Pest Control, Kirklands Pest Control, and Orkin LLC. I will send an email explaining the situation and specifying that I need the whole 7,000 sq. ft. building treated. I need a response with a quote by a specific date and time and need the treatment done on a specific day and time. I will evaluate the quotes sent in by the suppliers that submitted their quote in the demanded window. I will take the lowest quote and verify that this pricing is the same or lower than the cannot exceed pricing in the above spreadsheet. Let us say that Kirklands had the lowest quote, I would then look at their black widow pricing for a 7,000 sq. ft. building. Kirklands square foot price for a 7,000 sq. ft. building is \$0.30. Their quoted price cannot exceed \$2,100.00. ($7,000 \times 0.30 = \$2,100.00$)

Regions

There are four regions compiled of the counties listed below:

Region 1 East TN	Region 2 Middle TN (East)	Region 3 Middle TN (West)	Region 4 West TN
Anderson	Bledsoe	Bedford	Benton
Blount	Bradley	Cheatham	Carroll
Campbell	Cannon	Davidson	Chester
Carter	Clay	Dickson	Crockett
Claiborne	Coffee	Giles	Decatur
Cocke	Cumberland	Hickman	Dyer
Grainger	DeKalb	Houston	Fayette
Greene	Fentress	Humphreys	Gibson
Hamblen	Franklin	Lawrence	Hardeman
Hancock	Grundy	Lewis	Hardin
Hawkins	Hamilton	Lincoln	Haywood
Jefferson	Jackson	Macon	Henderson
Johnson	Marion	Marshall	Henry
Knox	McMinn	Mauzy	Lake
Loudon	Meigs	Montgomery	Lauderdale
Monroe	Overton	Moore	Madison
Morgan	Pickett	Perry	McNairy
Roane	Polk	Robertson	Obion
Scott	Putnam	Rutherford	Shelby
Sevier	Rhea	Smith	Tipton
Sullivan	Sequatchie	Stewart	Weakley
Unicoi	Van Buren	Sumner	
Union	Warren	Trousdale	
Washington	White	Wayne	
	Catoosa County, GA	Williamson	
		Wilson	
		Fort Campbell, KY	

Suppliers cover the following regions for premium per request services:

Region 1	Region 2	Region 3	Region 4
Kirklands	Middle TN Exterminating	Middle TN Exterminating	Middle TN Exterminating
Orkin	Kirklands	Kirklands	Kirklands
Gregory	Orkin	Orkin	Orkin
		Gregory	

Requisition and Purchase Order Generation:

There are several resources on TeamTN that are helpful on the Job Aid and Webinar pages.

"<http://stateoftennessee.adobeconnect.com/p5nv7fh3ydo/>"Creating a Requisition (7/21/15)

/content/dam/teamtn/cpo/documents/learning-and-development/cpo-job-aid/Purchasing_Contract_Items_with_Item_IDs_Job_Aid_11.2015_321275.pdf"Purchasing Contract Items With Item IDs

/content/dam/teamtn/cpo/documents/learning-and-development/cpo-job-aid/Purchasing_Contract_Items_Without_Item_IDs_11.2015_321274.pdf"Purchasing Contract Items Without Item IDs

Billing and Payment Instructions:

Net 45 payment terms. The following suppliers accept P-card payment: Middle Tennessee Exterminating, Kirklands, Gregory Pest Control, and Orkin.

Asset and Inventory Management: Not applicable.