



HELENA AGRI-ENTERPRISES, LLC  
P.O. Box 1758  
Dade City, FL 33526-1758  
Telephone: (352) 521-3538

Village of Wellington  
12300 Forest Hill Blvd  
Wellington, FL 33414

**SUBJECT:** Bid #201918

**TITLE:** Purchase and Delivery of Public Works Chemicals

**RE:** Modification of Pricing for renewal consideration

To Whom It May Concern,

We have received the renewal request for Bid # 201918. We would like to request price escalation on the following line items:

	<b>Current Price</b>	<b>Modification Price</b>
Banol	\$962.50/gal	\$982.50/gal
Chipco Signature	\$30.00/lb	\$31.82/lb
Honor	\$451.29/lb	\$459.00/lb
Insignia SC	\$440.12/bot	\$449.88/bot
Mirage Stressgard	\$182.50/gal	\$187.00/gal
Pagent	\$88.74/lb	\$94.30/lb
Tribute Total	\$352.75/bot	\$360.00/bot
Xonerate	\$410.04/bot	\$430.00/bot
Safari	\$110.00/lb	\$111.10/lb
Topchoice	\$2.78/lb	\$2.10/lb
Celcius	\$102.00/bot	\$104.00/bot
Dimension	\$231.50/gal	\$215.50/gal
Echelon 4SC	\$331.00/gal	\$343.00/gal
Monument 75WG	\$250.00/pkg	\$225.00/pkg
Pylex	\$255.84/bot	\$264.00/bot
Revolver	\$588.50/bot	\$595.00/bot

*See attached Supporting documents*

Sincerely,

*Mike Giddens*

Mike Giddens – Sales Representative

# Bayer Environmental Science



January 30<sup>th</sup>, 2020

To Whom It May Concern,

We appreciate your business and look forward to continuing to be your supplier of choice in the future. Bayer has two approaches in bringing our products to the marketplace, Agency and Title Transfer. Title Transfer products are products we sell to our distribution network for sale to customers. The distributor is responsible for pricing, promoting, credit and delivery of these title transfer products. We also have Agency products that Bayer sets the price of the product and then pays the agent a commission for promoting and delivering these products to our customers. Bayer is responsible for credit, pricing and paying our authorized agents for delivery and promotion. Agents are not allowed to veer from our price or terms, so when buying a Bayer agency product the price and terms will be identical regardless of which agent you use.

The following products are **agency priced products** within the Bayer portfolio:

1. SPECTICLE FLO (1-13 gallon price - \$1,700/gal, 14+ gallon price - \$1,550/gal)
2. SPECTICLE G (\$99/ 50 lb bag)
3. REVOLVER (\$595/ 87 fl oz jug)
4. TRIBUTE TOTAL (\$360/6 oz bottle)
5. CELSIUS (\$104/ 10 oz bottle)
6. CHIPCO CHOICE (\$220/acre)
7. MERIT 75WSP (\$1255/ Mega Mini Drum)
3. BANOL (\$982.50/ 2.5 gallon jug)
9. INTERFACE (\$472.50/ 2.5 gallon jug)
10. TARTAN (\$850/ 2.5 gallon jug)
11. CHIPCO SIGNATURE (\$1,295/ 44 lb Case)
12. SIGNATURE XTRA STRESSGARD (\$175/ 5.5 lb jug)
13. INDEMNIFY (\$1,700/ 17.1 fl oz jug)
14. EXTERIS STRESSGARD (\$281.25/ 2.5 gallon jug)

Best Regards,

**Sean McNerney**

**Area Sales Manager | North Florida**

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Bayer U.S. LLC

E-mail: [sean.mcnerney@bayer.com](mailto:sean.mcnerney@bayer.com)

Mobile: +1 (386)882-1553

Web: <http://www.bayer.us>



Chris Key  
Sr. Sales Specialist II  
BASF Corporation  
Kissimmee, FL 34758  
813-758-3361

Mike Giddens  
Helena Agri-Enterprises LLC  
2405 N 71<sup>st</sup> Street  
Tampa, FL 33619

To whom it may concern:

Current pricing for the products below is valid through December 31<sup>st</sup>, 2020. New pricing schedule will take effect January 1<sup>st</sup>, 2021.

- **Honor Intrinsic** (3lb)- \$459/bottle
- **Insignia SC Intrinsic** (30.5 fl oz)- \$449.88/bottle
- **Pageant Intrinsic** (1 lb)- \$94.30/bottle
- **Pylex** (4 fl oz)- \$264/bottle

Best regards,

Chris Key  
*Chris Key*

Mark Brazinski  
Regional Sales Manager  
Turf and Aquatics  
813-503-6345

Syngenta Crop Protection, Inc.  
P.O. Box 18300  
Greensboro, NC 27419-8300  
www.syngenta.com



To : The Village of Wellington,

Please find below the current Syngenta Agency Prices in effect as of October 1, 2020.

1. Monument 75 WG (25 gram pack) - \$250.00
2. Monument 75 WG (25 gram pack) - (Volume Discount greater than or equal to 250 grams on 1 invoice) - \$225.00

Let me know if you need any additional information.

A handwritten signature in cursive script, reading "Mark Brazinski".

Mark Brazinski  
Regional Sales Manager  
Syngenta Professional Solutions



September 16, 2020

Attn:  
Mike Giddens  
Helena Agri-Enterprises LLC  
2405 N 71<sup>st</sup> Street  
Tampa, FL 33619

To whom it may concern,

For the calendar year 2020, the price for Dimension 2EW is set at \$215.50 per gallon.

Thank you for continuing to use Corteva Agriscience products with your business.

*Chester VandenBerg*

Chester VandenBerg  
Territory Manager  
269-290-6622  
Chester.vandenberga@corteva.com



An Agricultural  
Sciences Company

**FMC Corporation**  
2929 Walnut Street  
Philadelphia, PA 19104  
USA

215.299.6000  
fmc.com

September 16, 2020

To Whom It May Concern:

In regard to bid # 201918, please note the following updated prices per unit of the following products, effective January 1, 2020.

Xonerate 2SC 12 oz.	\$430.00
Echelon 4SC 1 gal.	\$343.00

Sincerely,

A handwritten signature in cursive script that reads "Mike Sisti".

Mike Sisti  
Marketing Manager, Professional Solutions