



**COUNTY OF ERIE
DIVISION OF PURCHASE
MEMORANDUM**

To: All Using Departments

From: Jamie Kucewicz, Buyer

Date: December 4, 2025

Subject: PEST MANAGEMENT PROGRAM

Bid No.: 230300-002

Effective Dates: Extended through November 30, 2027

Vendor #: 108666

Vendor: ASHLAND PEST CONTROL, INC.
406 Connecticut Street
Buffalo, NY 14213

Telephone: 716-884-7431

Pricing: per attached document



COUNTY OF ERIE

DIVISION OF PURCHASE

December 1st, 2025

Ashland Pest Control, Inc.
406 Connecticut Street
Buffalo, NY 14213
Attn: Martha Muscarella

Re: Bid 230300-002" Pest Management Services"

Dear Ms. Muscarella,

The County of Erie wishes to extend this agreement for an additional 2 years through November 30, 2027 under the same prices, terms and conditions as the original agreement.

Extension is provided for per paragraph 26, Page 5 of 6 of the "Instructions to Bidders". This offer is for your immediate consideration and acceptance. Please indicate below whether you agree to extend or do not wish to extend. Please respond **within seven days upon receipt of this request.**

After approval and execution by the County, a fully signed copy will be returned to you for your files.

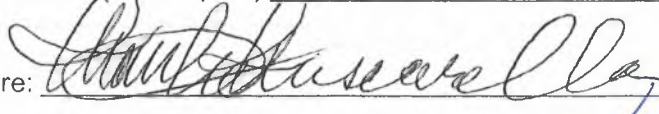
☒ Yes, I agree to extend ☐ No, I do not wish to extend

Please complete and submit the following if indicated by an (X) for any bid extension agreed upon:

☒ Insurance Form ☒ Workers Compensation Form


Company Name: Ashland Pest Control Inc

Representative (Please print): Martha Muscarella Title: President

Signature:  Date: 12/2/2025

Sincerely,

James Kucewicz
Buyer


Vallie M. Ferraraccio
Director of Purchase

Date



COUNTY OF ERIE

DIVISION OF PURCHASE

INVITATION TO BID

Bids, as stated below, will be received and publicly opened by the Division of Purchase in accordance with the attached specifications. **FAX bids are unacceptable. Bids must be submitted in a sealed envelope to:**

County of Erie
Division of Purchase
Attention: JAMES D. KUCEWICZ, BUYER 716-858-6336
95 Franklin Street, Room 1254
Buffalo, New York 14202-3967

NOTE: Lower left-hand corner of envelope **MUST** indicate the following:

BID NUMBER: 230300-002

OPENING DATE: NOVEMBER 16, 2023 TIME: 11:00 AM

FOR: PEST MANAGEMENT SERVICES

NAME OF BIDDER: Ashland Pest Control, Inc.

If you are submitting other Invitations to Bid, each bid must be enclosed in a separate envelope.

Following EXHIBITS are attached to and made a part of the bid specifications, and part of any agreement entered into pursuant to this Invitation to Bid:

- X EXHIBIT "A" - Assignment of Public Contracts
- X EXHIBIT "B" - Purchases by Other Local Governments or Special Districts
- EXHIBIT "C" - Construction/Reconstruction Contracts
- EXHIBIT "D" - Bid Bond (Formal Bid)
- N/A EXHIBIT "E" - Bid Bond (Informal Bid)
- X EXHIBIT "EP" - Equal Pay Certification
- X EXHIBIT "F" - Standard Agreement
- X EXHIBIT "G" - Non-Collusive Bidding Certification
- X EXHIBIT "H" - MBE/ WBE Commitment
- X EXHIBIT "IC" - Insurance CLASSIFICATION "A"
- EXHIBIT "P" & EXHIBIT "PBI" - Performance Bond
- EXHIBIT "Q" - Confined Space Program Certification
- X EXHIBIT "PW" - NYS Prevailing Wage
- X EXHIBIT "V" - Vendor Federal Compliance Certification

(Rev 1/00)

County of Erie
DIVISION OF PURCHASE
NON-COLLUSIVE BIDDING CERTIFICATION

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of his knowledge and belief:

(1) the prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or any competitor;

(2) unless otherwise required by law, the prices which have been quoted in this bid have not been knowingly disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening, directly or indirectly, to any other bidder or to any competitor; and

(3) no attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

NOTICE

(Penal Law, Section 210.45)

IT IS A CRIME, PUNISHABLE AS A CLASS A MISDEMEANOR UNDER THE LAWS OF THE STATE OF NEW YORK, FOR A PERSON, IN AND BY A WRITTEN INSTRUMENT, TO KNOWINGLY MAKE A FALSE STATEMENT, OR TO MAKE A FALSE STATEMENT, OR TO MAKE A STATEMENT WHICH SUCH PERSON DOES NOT BELIEVE TO BE TRUE.

BID NOT ACCEPTABLE WITHOUT FOLLOWING CERTIFICATION:

Affirmed under penalty of perjury this 8th day of November, 20 23

TERMS _____ DELIVERY DATE AT DESTINATION _____

FIRM NAME Ashland Pest Control, Inc.

ADDRESS 406 Connecticut Street

Buffalo, New York

ZIP 14213

AUTHORIZED SIGNATURE 

TYPED NAME OF AUTHORIZED SIGNATURE Martha Muscarella

TITLE President TELEPHONE NO. 716-884-7431

(Rev 1/2000)

ERIE COUNTY OFFICE BUILDING, 95 FRANKLIN STREET, BUFFALO, NEW YORK 14202 (716) 858-6395

Ship Via: CW
Date Required at Destination:

[illegible]

ERIE COUNTY DIVISION OF PURCHASE
Freedom of Information Officer
95 Franklin Street, Rm. 1254
Buffalo, NY 14202
FAX #: **716/858-6465**

(Rev. 9/95)

ERIE COUNTY OFFICE BUILDING, 95 FRANKLIN STREET, BUFFALO, NEW YORK 14202 (716) 858-6395

Specifications

Erie County Department of Public Works, Division of Buildings and Grounds, requires a vendor to provide monthly inspection and pest extermination services at various County facilities as listed in the enclosed specifications.

This will be a two-year contract for the period December 1, 2023 through November 30, 2025.

ARTICLE I – GENERAL

1001 - The inspection and pest management services to be performed by the contractor under this specification shall consist of furnishing all material, parts, labor, tools, and equipment necessary to provide complete control of Bed Bugs as described herein.

1002 - Bidder is requested to quote price based on monthly inspections of all sites listed. Prior arrangements for inspections are to be scheduled at the mutual agreement of Department of Buildings and Grounds representative and the vendor

1002a-Must provide hourly time and material cost.

1003 - As part of this contract, vendor is to provide at no additional cost to the County: baits, traps (wind-up, glue, scent induced), Bed Bug monitors and all necessary EPA / DEC listed and approved chemicals and pesticides.

1004 - Contractor will provide all MSDS sheets to the Dept. of Buildings and Grounds for any chemicals or pesticides used in the elimination and control of Bed Bugs in county buildings.

1005 - The County reserves the right, upon (30) thirty days written notice, to terminate or suspend all or any part of the monthly services described herein when conditions or needs change, operation of a County facility is reduced or discontinued, or other similar circumstances take place. In the event of such termination or suspension, payments for monthly services shall be suspended without penalty. As such, if site conditions warrant, monthly service may be reinstated at the agreed upon monthly contract rate upon written notice from the Div. of Buildings and Grounds. Payments will be made only for that portion of monthly service rendered.

ARTICLE II - COMPETENCY OF BIDDER

2001 - The bidder shall have had a qualified service organization in active operation for a minimum of five (5) years and be registered with the NY State DEC. The bidder shall have established Pesticide business registration and history of competent service experience in Bed Bug management as described in these specifications, and must have on its payroll sufficient qualified and certified personnel to guarantee satisfactory performance of this contract. Vendor will provide technicians that are NY State DEC Certified in Category 7A and 7F and follow Part 325 (latest revision) Rules and Regulations relating to application of pesticides.

2002 - The bidder shall submit a statement that includes at least three (3) specific locations that have been serviced by the bidder and the dates during which Bed Bug control service has been performed. Consideration will not be given to bids submitted by an individual, firm, or corporation who has established on former projects, either government or commercial, an unsatisfactory record of performance in connection with inspection, or extermination of pests as herein described. The County reserves the right to determine the competency of contractors being considered for the award of this contract. The County will take into consideration all factors, which are deemed pertinent to the satisfactory execution of this contract.

2003 - The successful bidder will be required to provide proof of insurance as per requirements of Erie County

ARTICLE III – PAYMENTS

3001 - Payments in the amounts stipulated in the contract shall be made monthly in arrears, upon completion of service and submission of specified written reports and detailed invoices.

ARTICLE IV – FAILURE TO COMPLY

4001 - In the event that the contractor fails to perform in accordance with these specifications, or violates any of the provisions hereof, the County of Erie may, upon ten (10) days notice in writing to the contractor terminate this contract and engage the services of others to perform all work necessary. The cost of this work shall be at the contractor's expense.

ARTICLE V – SCOPE OF WORK

5001 – ASSESSMENTS: The work to be performed by the contractor under this specification shall consist of integrated pest management (IPM) and inspection services for commercial buildings as herein described. Vendor will take a pro-active approach for Bed Bug elimination on both interior and exterior areas in a low profile mode that does not draw undue attention to the service technicians. For the first (6) six months of this agreement the vendor will inspect, monitor, provide appropriate Bed Bug extermination service and assess all listed locations and provide a written report to the Deputy Commissioner of Buildings and Grounds suggesting a continuing program of Bed Bug control for each site. The initial assessment survey will be done at each location noting structural deficiencies, potential problem sites and approximate locations of monitor/rodent stations. After assessing the site, the certified pest management professional (CPMP) will be responsible for monitoring activity, inspecting all sites, and providing the appropriate treatment. After the initial six-month assessment period, the Division of Buildings and Grounds will make determination for continued monthly service on a site-by-site basis. The vendor will provide a written assessment report every (6) six months thereafter for each location outlining progress made, current status of infestation and recommendations.

g a continuing program of Bed Bug control for each site. The initial assessment survey will be done at each location noting structural deficiencies, potential problem sites and approximate locations of monitor/rodent stations. The survey will be conducted by a registered sanitarian with American Institute of Baking credentials to ensure that the IPM program conforms to sanitation requirements and good pest management practices. The consulting sanitarian, after assessing the site, will discuss the particulars of the location with the certified pest management professional (CPMP). The CPMP will be responsible for monitoring activity, inspecting all sites, and providing the appropriate treatment. After the initial six-month assessment period, the Division of Buildings and Grounds will make determination for continued monthly service on a site-by-site basis. The vendor will provide a written assessment report every (6) six months thereafter for each location outlining progress made, current status of infestation and recommendations.

5002 – WORKING HOURS: Preventive maintenance and inspection work under these specifications shall be performed after normal working hours established for the County of Erie, when the building is unoccupied, during evenings, and on weekends unless otherwise approved and arranged beforehand.

5003 – MONTHLY INSPECTIONS: Building areas should be visually inspected a minimum of (1) one time per month with attention to interior areas such as food service and vending areas, restrooms, maintenance closets, basements, shops, and trash collection and dock areas. Visual inspection of exterior structure including potential problem areas and known problem areas for signs of Bed Bug activity. Inspect for structural deficiency and note on the written monthly report for each site to be submitted with invoice.

5004 – EXCLUSION: Vendor will report to County, areas that need attention to limit the entrance of Bed Bugs into structure.

5005 – MONITORING: Glue boards and Bed Bug monitors will be used to identify species, monitor activity and degree of infestation, if present. They are to be used in areas where they cannot be readily touched. Bed Bug scent induced traps are only a monitoring device and are not to be used for elimination, per the manufacturer.

5005a- Bed Bug dogs may be used for detection. Dogs must be certified for use in this field.

Proof of Certification must be submitted at time of bid.

5006 – NON-PESTICIDE APPLICATIONS: Growth regulators / inhibitors may be utilized in highly sensitive areas to interrupt growth cycles if they are low toxicity (LD50) factor. It is understood that they are not as effective on new infestations introduced into a structure, and can take as long as one year, according to manufacturer, to achieve effective reduction. Tamper-resistant bait packages hidden in Bed Bug harborages are to be placed according to label directions.

5007 – NON-RESIDUAL APPLICATIONS: To be used where and when absolutely necessary to preserve the structural sanitation, health and well-being of the working environment. Such materials used for target pest with the lowest LD50 factor and lowest vapor pressure, applied strictly according to label directions to minimize potential undesired exposure. All materials used are to be NY State DEC registered, EPA approved, and applied by a NYSDEC Certified technician only. (Pyrethrums, pyrethroids and synthetics are known allergens and can trigger allergic reactions in sensitive individuals. Their use should be limited).

Note: Any and all materials or service is to be performed when there is no personnel in the structure; or within the confines of the problem area – provided it can be sealed and secured for the appointed time of 24-48 hours; or as specified on the label (WHICHEVER IS GREATER, where and if possible; otherwise, an initial non-chemical approach; then only if deemed necessary by the NYSDEC certified technician, the least toxic approach.)

5008 – RESIDUALS: To be used when and where necessary as determined by the licensed NYSDEC certified technician to maintain sanitary and healthy conditions in the work environment and to be applied only according to label directions, specifications and limitations. Once the target Bed Bug has been identified, make a proper application with the proper dilution of a residual being the lowest toxicity (LD50) factor, lowest vapor pressure, and specifically labeled for the target insect. Applications made using crack and crevice treatments will use wettable powder, pressurized aerosol, or emulsifiable concentrate.

5009 – DOCUMENTATION: An IPM logbook with copies of labels, material safety data sheets (MSDS), location site maps, journal entry sheets, and maintenance log sheets shall be kept with the building engineer at each location. The logbook shall be provided and maintained by the vendor. Logbook shall contain all qualifying documents to meet Federal EPA, NY State DEC and local requirements as well as copies of certificates of insurance, applicators licenses, and pest management reports documenting all work accomplished and quantity and type of products used. **It is the vendor's responsibility to maintain records and file annual reports as mandated by the Federal EPA and NY State DEC.**

5010 – EMERGENCY SERVICE: The contractor shall provide emergency service outside of normal established working hours for the trade on any day of the week, day or night, holidays included for problem infestations. The contractor shall provide a continuous telephone service where he can be reached twenty-four (24) hours, seven days each week, Sundays and holidays included in the event emergency service is required. Such emergency service is outside of the normal maintenance and inspection service specified in this contract and is to be billed separately at the appropriate established overtime rate with prior approval of the site Chief Engineer.

5011 – ADDITIONAL WORK – Any work required outside of the normal inspection and service specified herein, that was identified as being needed at time of inspection, may be completed with the **prior approval** of the site Chief Engineer. Such work to be billed separately with detail of labor hours.

*Please quote labor rate per hour to be charged for such service. Labor rate quoted to remain firm for the award period. (see Article VII, 7002, 7003)

ARTICLE VI – SPECIAL NOTICE, BUILDING RENOVATIONS

6001 – The vendor is hereby notified that the Department of Public Works has ongoing building renovations and modernizations in progress. Bidders are advised that certain buildings undergoing renovation during the contract period may be removed from the monthly IPM service requirement per Article I, Section 1005 and the monthly service charge will be suspended without penalty. At the conclusion of the renovation project, the vendor will upon written notice from the Division of Buildings and Grounds, resume monthly services per the terms of this specification, and the service charge reinstated.

ARTICLE VII – LOCATIONS, FREQUENCY, PRICING & PAYMENT

7001 - Price to inspect and service all listed sites per requirements of these bid specifications. Monthly bid is based on an estimated use of (100) bait stations for the thirteen locations. Such work to be performed monthly (unless noted otherwise) during the award period. Bidders are advised to make arrangements for site visits prior to bidding, to become familiar with each facility.

1. Rath Bldg. - 95 Franklin, 523,282 Total Sq Ft., Monthly Service, Chf. Engr. Mike Campanella- 858-7793

\$ 2750.00 / mo. \$ 33,000.00 / yr

2. Old Cnty Hall – 92 Franklin, 194,014 Total Sq. Ft. Monthly Svc. Chf. Engr. Joe Toth 858-8024

\$ 395.00 / mo. \$ 4740.00 / yr

3. New Cnty Hall – 25 Delaware, 27,750 Total Sq. Ft. Monthly Svc. Chf. Engr. Joe Toth 858-8024

\$ 495.00 / mo. \$ 5940.00 / yr

4. 120-134 W. Eagle, 112,487 Total Sq. Ft. Monthly Service, Chf. Engr. Paul Overfield 858-6368

\$ 450.00 / mo. \$ 5400.00 / yr

5. 77 West Eagle, 18,513 Total Sq. Ft. Monthly Service, Chf. Engr. Joe Toth 858-2267

\$ 95.00 / mo. \$ 1140.00 / yr

6. Health Center – 1500 Broadway, 22,553 Total Sq. Ft. Monthly Svc. Chf. Engr. Mike Feldman- 783-6695

\$ 125.00 / mo. \$ 1500.00 / yr

7. Health Center – 608 William St., 23,626 Total Sq. Ft. Monthly Svc. Joe Abdulla – 858-8080

\$ 125.00 / mo. \$ 1500.00 / yr

8. Youth Detention – 766 E. Ferry, 62,287 Total Sq. Ft. Monthly Svc. Sandor Toth 858-6464

\$ 275.00 / mo. \$ 3300.00 / yr

9. Fire Training Acad. 3359 Broadway, 12,750 Total Sq. Ft. Monthly Svc. Jim Banas 681-7111

\$ 75.00 / mo. \$ 900.00 / yr

10. New Family Court 1 Niagara Plaza, 113,832 Total Sq. Ft. monthly svc. Mike Campanella 858-7793

\$ 685.00 / mo. \$ 8220.00 / yr

11 HVAC Bldg. Harlem Rd., 5459 Sq. Ft. monthly svc. Mike Feldman 783-6695

\$ 75.00 / mo. \$ 900.00 / yr

12. Central Police Services 45 Elm St. 106,000 Total Sq. Ft. Sandor Toth 858-6464

\$ 545.00 / mo. \$ 6540.00 / yr

13. Ticor Bldg. Eagle and Franklin, 19,845 Total Sq. Ft. Joe Toth 858-6368

\$ 95.00 / mo. \$ 1140.00 / yr

Total Monthly Cost: \$ 6,185.00 / mo. \$ 74,220.00 / yr

7002 - Any additional work required and authorized
will be charged at a labor rate per hour of \$ 75.00 / hr.

7003 - Charge for Emergency Service

List Labor Rates Per Hour:

Saturday - \$ 112.50

Sunday - \$ 150.00

Holiday - \$ 150.00

NAME of BIDDER Ashland Pest Control, Inc.