



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: GSAAdvantage.gov

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

**Schedule Title: Multiple Award Schedule
Federal Supply Group: Industrial Products and Services**

**Contract Number: GS-21F-0223W
Contract Period: September 15, 2020 through September 14, 2025**

**INNOVATIVE PEST MANAGEMENT, INC.
11820 W MARKET PL
FULTON, MD 20759-2409
Phone: (240) 755-0077
Fax: (240) 755-0165
Email: rkramer@ipm4u.com
Web Site: ipm4u.com**

Contract Administration: Richard Kramer, Ph.D., BCE, CEO

**Business Size: Veteran Owned Small Business,
SBA Certified Small Disadvantaged Business**

Present Pricelist current through Modification PO-0007, dated Sept 15, 2020.

Customer Information

1a. Table of awarded special item number (SIN):

SIN	DESCRIPTION
325320/325320RC	Pest and Animal Control Products & Services
OLM/OLMRC	Order Level Materials

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: See Pricing beginning on page 6.

1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education:

Entomologist Consulting – PhD or MS Entomological Society of America Board Certified Entomologist consulting involves site visits, inspections, and report writing as required by contract or request for service.

Entomologist Quality Assurance – PhD or MS Board Certification is not required.

Manager Quality Assurance – State Certified Technician with at least 5 years experience in pest management.

Certified Technician – A technician that has at least one year experience in pest management and has passed a state (in our case, DC, MD, or VA) examination in at least one or more certification categories. This individual can apply USEPA restricted use pesticides and/or supervise their application.

Registered Technician – A technician that has not passed a state (in our case, DC, MD, or VA) examination in at least one or more certification categories. This individual cannot apply USEPA restricted use pesticides unless they are under the line-of-sight supervision of a certified technician.

Laborer – An individual who performs miscellaneous pest management functions that don't include the application of pesticides, such as exclusion, caulking, sealing, assisting installation of bird netting, etc.

2. Maximum Order: \$250,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): Domestic

5. Point(s) of production (city, county, and state or foreign country): Various

6. Discount from list prices or statement of net price: 20%

7. Quantity Discounts: 3% for orders \geq \$100,000.00

8. Prompt Payment Terms: 1% - Net 15 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:
Yes

- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will accept.
- 10. Foreign Items (list items by country of origin): N/A
- 11a. Time of Delivery (Contractor insert number of days): TBD at task order
- 11b. Expedited Delivery: 2 - 24 hours
- 11c. Overnight and 2-day delivery: Yes
- 11d. Urgent Requirements: Urgent requirements clause I-FSS-140-B of the contract applies. Agencies can contact our contractor's representative for possibly faster delivery times.
- 12. F.O.B. point(s): Service Location
- 13a. Ordering Address: **11820 West Market Place
Fulton, MD 20759-2409**
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment Address: **11820 West Market Place
Fulton, MD 20759-2409**
- 15. Warranty Provision: Minimum 30 Days
- 16. Export Packaging Charges: N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): None.
- 18. Terms and Conditions of Rental, Maintenance, and Repair: N/A
- 19. Terms and Conditions of Installation: N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A
- 20a. Terms and conditions for any other services: N/A
- 21. List of Service and Distribution Points: N/A
- 22. List of Participating Dealers: N/A
- 23. Preventive Maintenance: N/A
- 24a. Special attributes such as environmental attributes: will meet all Green Industry Requirements
- 24b. EIT supplies and services availability: N/A
- 25. Data Universal Number System (DUNS): 956258719
- 26. Notification regarding registration in CCR database: Registered and Current



Company History

Innovative Pest Management is a **Veteran Owned Small Business** that was founded in 1992 by its owner, Richard D. Kramer, Ph.D. a Board Certified Entomologist and a retired U.S. Army LTC with 22 years experience as a Preventive Medicine Entomologist. Our **President, Joshua A. Kramer, BS Marketing, UMD** has been with the company since 2004. The company is a 20-person full service pest control company offering termite, general household, bird and wildlife pest management services to commercial and residential properties. Our corporate offices are located at 500 Greenbridge Road, Brookeville, MD 20833. Our principals can be contacted through our **corporate telephone at (240) 755-0077 and fax (240) 755-0165 or their cell phones (301) 821-0323 (Dr. Richard Kramer) and (240) 505-1119 (Joshua Kramer)**, respectively. **Innovative Pest Management is CCR registered.**

The following information is taken from the Chapter on Integrated Pest Management written by Dr. Kramer for the *Mallis Handbook of Pest Control* 9th edition. The information contained therein, drawn from his 35 years experience in the industry, is the method by which IPM is practiced by his company, Innovative Pest Management. All the personnel who will be involved in this contact are certified applicators well-versed in the practice of IPM, and all have worked together over the last 7 years on writing proposals, implementing IPM programs, performing quality assurance evaluations and training for government and commercial facilities.

Innovative Pest Management, Inc. provides a full range of pest management services, including but not limited to, **general pest control, termites, bird control and wildlife management** as well as a full range of maintenance services related to pest control, such as exclusion, caulking, sealing, door sweeps, soffit repair, and replacement.

Expertise

Personnel. All service personnel (26) are registered or certified pesticide applicators (in MD, VA, and/or DC), and, at a minimum, are certified in categories including general household pests, rodents, and termites. Several personnel are certified in turf and ornamental, bird, mosquito, and wildlife management. In addition, IPM provides pest management consulting services. The combined pest management experience exceeds 75 years. The **personnel turnover rate for the past two years has been 5%**. All technicians wear business casual uniforms with identifying logos.

Owner/Staff Entomologist. Most companies in the DC-Baltimore metropolitan area do not employ an entomologist. Innovative Pest Management's president and technical director is **Richard D. Kramer, Ph.D. a Board Certified Entomologist (BCE) in Urban Entomology with over 40 years' experience in pest management.** When he retired from the U.S. Army in 1991, he had over 22 years experience in pest management followed by five years as the Director of Research, Education, and Technical Services for the National Pest Management Association. Although a staff entomologist is rarely required for pest management contracts, he is readily available to assist you with any pest management problems.

Existing Contracts. IPM personnel currently work as technicians, supervisors, and/or entomologists for the following pest management contracts:

- Ronald Reagan National Airport
- US Secret Service Training Facility
- American University
- National Institutes of Health
- Social Security Administration
- US Holocaust Memorial Museum
- National Gallery of Art
- Howard County Public Schools
- Smithsonian Institution (Museum of Natural History, Museum of American History, Native American Indian Museum and National Portrait Gallery)
- Walter Reed Institute of Research

Rapid Response. Typically, emergency services are available the same business day, and for existing contracts, within 2-4 hours. After regular business hours, emergency services validated by the COTR will be provided within 2 hours. The COTR can readily contact their technician or our other personnel directly *via* their cellular telephone number. IPM personnel are empowered to provide direct service responses to their customers, affording a timely response to their pest management needs.

Training. IPM is experienced at providing training to diverse audiences, such as property managers, realtors, pest management technicians, and tenants, depending on customer needs as they arise. These services are provided as courtesy to our customers. All personnel attend continuing education programs offered throughout the region and participate in monthly in-house training provided by Dr. Kramer.

Reduced Risk Pest Management Strategies. The goal of IPM is to design pest management programs that meet customer needs, concerns, and budgets. To the maximum extent possible, Innovative Pest Management develops pest management programs that minimize risk of pesticide exposure by identifying the pest and its habits and using this information to eliminate the source of the problem. If the pests cannot be physically removed, baits typically are used on the interior of structures; sprays typically are reserved for use outside structures where most pests originate.

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SIN	DESCRIPTION
325320/325320RC	Pest and Animal Control Products & Services
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Primary Service Areas:

- District of Columbia
- Maryland
- Virginia
- Other areas including overseas

Services:

- General Insect Control: bed bugs, cockroaches, ants, wasps, spiders, bees, flies, stored product pests, occasional invaders
- Rodent Control: rats and mice
- Bird Control: netting, trapping, electric track, spikes, pin, and wire
- Wood Destroying Organisms: termites, beetles, and fungi
- Mosquito Control: survey, adulticiding and larvaciding
- Animal Removal, Trapping and Exclusion
- Weed Control
- Consulting
- Training

GSA Prices (as of 9-15-20):

SIN PROPOSED 325320	SERVICE PROPOSED (e.g. Job Title/Task)	EDUCATION/ CERTIFICATION LEVEL	UNIT	FINAL PRICE OFFERED TO GSA (including IFF)
Entomologist	Consulting	<i>Ph.D., MS</i>	<i>hour</i>	<i>\$111.25</i>
Entomologist	QA	<i>Ph.D., MS</i>	<i>hour</i>	<i>\$97.88</i>
Manager	QA	<i>Certified</i>	<i>hour</i>	<i>\$84.47</i>
Technician**	Service	<i>Certified</i>	<i>hour</i>	<i>\$75.64</i>
Technician**	Service	<i>Registered</i>	<i>hour</i>	<i>\$66.74</i>
Laborer	Service	<i>None</i>	<i>hour</i>	<i>\$48.94</i>

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Web Site: ipm4u.com