



February 2, 2021

James River Solutions
Attn: Tracy Little
10487 Lakeridge Parkway, Suite 100
Ashland, VA 23005
Email: bbailey@jrpenenergy.com

RE: NOTICE OF AWARD – BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract; GCID# 20210160

Dear Ms. Little:

The Board of Commissioners at its Tuesday, February 2, 2021 meeting approved your company as one of the successful suppliers for bid, BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract in the amount of \$13,650,000.00. Please note the enclosed tabulation.

The contract dates will be March 1, 2021 through February 28, 2022. Please reference the above bid number on all invoices and correspondence regarding this award.

Sincerely,

A handwritten signature in black ink that reads "Marlo Dial".

Marlo Dial, CPPB
Purchasing Associate III

MD/bc

Enclosure

c: Wanda Cain, Department of Support Services
Holly Day, Department of Support Services
Miria Gamble, Department of Support Services



February 2, 2021

Colonial Oil Industries, Inc.
Attn: James Mercer
101 North Lathrop Ave.
Savannah, GA 31415
Email: coisales@colonialoil.com

RE: NOTICE OF AWARD – BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract; GCID# 20210160

Dear Mr. Mercer:

The Board of Commissioners at its Tuesday, February 2, 2021 meeting approved your company as one of the successful suppliers for bid, BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract in the amount of \$13,650,000.00. Please note the enclosed tabulation.

The contract dates will be March 1, 2021 through February 28, 2022. Please reference the above bid number on all invoices and correspondence regarding this award.

Sincerely,

Marlo Dial, CPPB
Purchasing Associate III

MD/bc

Enclosure

c: Wanda Cain, Department of Support Services
Holly Day, Department of Support Services
Miria Gamble, Department of Support Services



February 2, 2021

Petroleum Traders Corporation
Attn: Linda Stephens
P.O. Box 2357
Fort Wayne, IN 46801-2357
Email: gnewton@petroleumtraders.com

RE: NOTICE OF AWARD – BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract; GCID# 20210160

Dear Ms. Stephens:

The Board of Commissioners at its Tuesday, February 2, 2021 meeting approved your company as one of the successful suppliers for bid, BL113-20, Purchase of Gasoline and Diesel Fuel on an Annual Contract in the amount of \$13,650,000.00. Please note the enclosed tabulation.

The contract dates will be March 1, 2021 through February 28, 2022. Please reference the above bid number on all invoices and correspondence regarding this award.

Sincerely,

Marlo Dial, CPPB
Purchasing Associate III

MD/bc

Enclosure

c: Wanda Cain, Department of Support Services
Holly Day, Department of Support Services
Miria Gamble, Department of Support Services

BL113-20
Purchase of Gasoline and Diesel Fuel on an Annual Contract
Department of Support Services

			Boswell Oil Company (OC)				Colonial Oil Industries, Inc. (OC)				D-Jay Energy, LLC (OC)			
ITEM #	DESCRIPTION	EST. ANNUAL QTY.	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL
1	Diesel Fuel, Ultra Low Sulfur, #2 Full Transport Load	15,799,062 gal.	\$0.0049	\$0.0049	\$1.22	\$19,352,271.04	-0.0034	-\$0.0034	\$1.22	\$19,221,138.83	N/B	\$0.0145	\$1.22	\$19,503,942.04
2	Diesel Fuel, Ultra Low Sulfur, #2 Wagon Load	3,629,094 gal.	\$0.0619	\$0.0619	\$1.22	\$4,652,135.60	0.0995	\$0.100	\$1.22	\$4,788,589.53	N/B	\$0.150	\$1.22	\$4,971,858.78
3	Low Sulfur Gasoline Ethanol Full Transport Load	11,686,222 gal.	-0.0076	-0.0076	\$1.30	\$15,103,273.31	-0.0362	-\$0.0362	\$1.30	\$14,769,047.36	N/B	\$0.0098	\$1.30	\$15,306,613.58
4	Low Sulfur Gasoline Ethanol Tank Wagon Load	2,981,274 gal.	\$0.0619	\$0.0619	\$1.30	\$4,060,197.06	0.0995	\$0.100	\$1.30	\$4,172,292.96	N/B	\$0.150	\$1.30	\$4,322,847.30
TOTAL						\$43,167,877.02				\$42,951,068.69				\$44,105,261.70
Split Delivery Fee			\$45.00				\$65.00				\$60.00			
Pump Fee			\$50.00				\$70.00				\$50.00			
Short Load Fee			\$125.00				\$0.27/gallon				\$50.00			
Will Vendor Hold Pricing Firm? Renewal Option 1			Yes				6% Increase				Yes			
Will Vendor Hold Pricing Firm? Renewal Option 2			Yes				6% Increase				Yes			
Will Vendor Hold Pricing Firm? Renewal Option 3			Yes				6% Increase				Yes			
Will Vendor Hold Pricing Firm? Renewal Option 4			Yes				6% Increase				Yes			

			Indigo Energy Partners, LLC (OC)				James River Solutions (OS)				Mansfield Oil Company of Gainesville, Inc. (OC)			
ITEM #	DESCRIPTION	EST. ANNUAL QTY.	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL
1	Diesel Fuel, Ultra Low Sulfur, #2 Full Transport Load	15,799,062 gal.	\$0.0332	\$0.0037	\$1.22	\$19,799,384.50	-\$0.016	-\$0.016	\$1.22	\$19,022,070.65	\$0.0008	\$0.2008	\$1.22	\$19,287,494.89
2	Diesel Fuel, Ultra Low Sulfur, #2 Wagon Load	3,629,094 gal.	\$0.1200	\$0.0800	\$1.22	\$4,862,985.96	\$0.054	\$0.054	\$1.22	\$4,623,465.76	\$0.1046	\$0.3046	\$1.22	\$4,807,097.91
3	Low Sulfur Gasoline Ethanol Full Transport Load	11,686,222 gal.	-\$0.0220	-\$0.0166	\$1.30	\$14,934,991.72	-\$0.023	-\$0.023	\$1.30	\$14,923,305.49	-\$0.0012	\$0.1988	\$1.30	\$15,178,065.13
4	Low Sulfur Gasoline Ethanol Tank Wagon Load	2,981,274 gal.	\$0.0850	\$0.0850	\$1.30	\$4,129,064.49	\$0.054	\$0.054	\$1.30	\$4,036,645.00	\$0.1146	\$0.3146	\$1.30	\$4,217,310.20
TOTAL						\$43,726,426.66				\$42,605,486.89				\$43,489,968.14
Split Delivery Fee			\$75.00				\$40.00				\$60.00			
Pump Fee			\$100.00				\$40.00				\$100.00			
Short Load Fee			\$100.00				\$100.00				\$150.00			
Will Vendor Hold Pricing Firm? Renewal Option 1			+/- .0025 per gallon				Yes				+.0025 per gallon			
Will Vendor Hold Pricing Firm? Renewal Option 2			+/- .0025 per gallon				Yes				+.0025 per gallon			
Will Vendor Hold Pricing Firm? Renewal Option 3			+/- .0025 per gallon				Yes				+.0025 per gallon			
Will Vendor Hold Pricing Firm? Renewal Option 4			+/- .0025 per gallon				Yes				+.0025 per gallon			

BL113-20

Purchase of Gasoline and Diesel Fuel on an Annual Contract
Department of Support Services

			PAPCO, Inc. (OS)				Petroleum Traders Corporation (OS)				Truman Arnold Companies DBA TAC Energy (OS)			
ITEM #	DESCRIPTION	EST. ANNUAL QTY.	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL	WEEKLY DISCOUNT/ MARK-UP	DAILY DISCOUNT/ MARK-UP	PRICE PER GALLON	ANNUAL TOTAL
1	Diesel Fuel, Ultra Low Sulfur, #2 Full Transport Load	15,799,062 gal.	\$0.0060	\$0.0010	\$1.22	\$19,369,650.01	-\$0.0044	-\$0.0069	\$1.22	\$19,205,339.77	-\$0.0104	\$0.0062	\$1.22	\$19,110,545.40
2	Diesel Fuel, Ultra Low Sulfur, #2 Wagon Load	3,629,094 gal.	\$0.1353	\$0.1303	\$1.22	\$4,918,511.10	\$0.0775	\$0.075	\$1.22	\$4,708,749.47	\$0.2500	\$0.2700	\$1.22	\$5,334,768.18
3	Low Sulfur Gasoline Ethanol Full Transport Load	11,686,222 gal.	-\$0.0088	-\$0.0138	\$1.30	\$15,089,249.85	-\$0.0097	-\$0.0122	\$1.30	\$15,078,732.25	-\$0.0202	-\$0.0046	\$1.30	\$14,956,026.92
4	Low Sulfur Gasoline Ethanol Tank Wagon Load	2,981,274 gal.	\$0.1244	\$0.1194	\$1.30	\$4,246,526.69	\$0.0775	\$0.075	\$1.30	\$4,106,704.94	\$0.2500	\$0.2700	\$1.30	\$4,620,974.70
TOTAL						\$43,623,937.64				\$43,099,526.41				\$44,022,315.19
Split Delivery Fee			\$65.00				\$50.00				\$50.00			
Pump Fee			\$65.00				\$65.00				\$75.00			
Short Load Fee			\$100.00				\$150.00				\$200.00			
Will Vendor Hold Pricing Firm? Renewal Option 1			+ .0025 per gallon				+ .0025 per gallon				TBD			
Will Vendor Hold Pricing Firm? Renewal Option 2			+ .0025 per gallon				+ .0025 per gallon				TBD			
Will Vendor Hold Pricing Firm? Renewal Option 3			+ .0025 per gallon				+ .0025 per gallon				TBD			
Will Vendor Hold Pricing Firm? Renewal Option 4			+ .0025 per gallon				+ .0025 per gallon				TBD			

Recommended Vendors:

Primary

James River Solutions
Attn: Tracy Little
10487 Lakeridge Parkway, Suite 100
Ashland, VA 23005
Phone: 804.767.8170
Fax: 804.359.6307
Email: bbailey@jrpenergy.com

Secondary

Colonial Oil Industries, Inc.
Attn: James Mercer
101 North Lathrop Avenue
Savannah, GA 31415
Phone: 800.944.3835
Fax: 912.238.0340
Email: coisales@colonialoil.com

Tertiary

Petroleum Traders Corporation
Attn: Linda Stephens
PO Box 2357
Fort Wayne, IN 46801-2357
Phone: 888.637.7661
Fax: 260.203.3820
Email: gnewton@petroleumtraders.com