

EL PASO INDEPENDENT SCHOOL DISTRICT
PROCUREMENT SERVICES

AWARD SUMMARY

Solicitation: RFP #17-070 Low Sulfur Diesel Fuel, Unleaded Gasoline, Propane and Related Products and Supplies

*** This solicitation number must be referenced on all EPISD Purchase Orders ***

Effective Dates: August 16, 2017 through August 15, 2020

Type of Approval: Board of Trustees

Type of Award: Original Award

Date of Approval: 8/15/2017

Option to Extend: Two Years (12 months at a time)

Solicitation is for: Districtwide

AWARDED VENDOR INFORMATION

AWARDED AMOUNT: \$1,900,000.00

Item No./Description	Primary Vendor No.	Primary Vendor	Secondary Vendor No.	Secondary Vendor
1 Low Sulfur Diesel Fuel	52500	Petroleum Traders Corporation	557	C & R Distributing LLC
2 Unleaded Gasoline	52500	Petroleum Traders Corporation	557	C & R Distributing LLC
3 Propane	50885	AmeriGas Propane, L.P.	50999	Ferrellgas, L.P.

Special Instructions: See attached tabulation for specific item description, unit price, etc. Please feel free to contact Procurement Services should you have questions or need clarification.

PROCUREMENT SERVICES CONTACT INFORMATION:

Deborah Martinez, Buyer
915-230-3104
dmartin4@episd.org

Isela Parsons, Bid Specialist
915-230-3107
iparsons@episd.org

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	AMERIGAS PROPANE, L.P.			C & R DISTRIBUTING LLC			FERRELLGAS, L.P		
	DE			TX			MO		
SECTION A - LOW SULFUR DIESEL, FUEL, UNLEADED GASOLINE, PROPANE AND RELATED MATERIAL AND SUPPLIES									
Description	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons
OPTION 1: Oil Price Information Service (OPIS) Weekly Rack Average will be utilized as the baseline. What week (date) was used: _____	N/A	N/A	5/22/17 (Week of 5/15-5/19) 0.76417	6/15/2017 +1.698600	6/15/2017 +1.840000	No Bid	No Bid	No Bid	\$0.76
Vendors Mark Up/Down	N/A	N/A	(+) \$0.169	+ .052250	+0.05225	No Bid	No Bid	No Bid	\$0.309
Invoice Price	N/A	N/A	\$0.00	1.750850	1.892250		No Bid	No Bid	1.069
Extension Price x's EPISD Usage	N/A	N/A	\$559,902.00	\$262,627.50	\$416,295.00	No Bid	No Bid	No Bid	\$641,400.00
State Fuel Tax	N/A	N/A	\$0.00	0.000000	0.000000	No Bid	No Bid	No Bid	Included
Federal Lust Tax	N/A	N/A	\$0.00	0.001000	0.001000	No Bid	No Bid	No Bid	Included
Federal Environmental Fee	N/A	N/A	\$0.00	0.002138	0.001924	No Bid	No Bid	No Bid	1.069/gallon
Extended Cost Per Gallon	N/A	N/A	\$0.93317			No Bid	No Bid	No Bid	
Texas Delivery Fee	N/A	N/A	\$0.00	0.001100	0.001100	No Bid	No Bid	No Bid	
Total OPIS + Mark-up/Down + Add'l Fees	N/A	N/A	\$0.93317	\$1.755088	\$1.896274	No Bid	No Bid	No Bid	
OPTION 2: Oil Price Information Service (OPIS) Daily Rack Average will be utilized as the baseline. Vendor must ensure that purchase order pricing and invoice pricing match. Vendor must bill what was quoted when product was ordered. What day (date) was used: _____	N/A	N/A	6/19/17 (Mt. Belvieu) 0.65278	6/15/2017 +1.689900	6/15/2017 +1.785000	No Bid	No Bid	No Bid	No Bid
Vendors Mark Up/Down	N/A	N/A	(+) \$0.209	+ .012500	+0.012500	No Bid	No Bid	No Bid	No Bid
Invoice price	N/A	N/A	\$0.00	1.702400	1.797500	No Bid	No Bid	No Bid	No Bid
Extension Price x's EPISD Usage	N/A	N/A	\$517,068.00	\$233,360.00	\$395,450.00		No Bid	No Bid	No Bid
State Fuel Tax	N/A	N/A	\$0.00	0.000000	0.000000	No Bid	No Bid	No Bid	No Bid
Federal Lust Tax	N/A	N/A	\$0.00	0.001000	0.001000	No Bid	No Bid	No Bid	No Bid
Federal Environmental Fee	N/A	N/A	\$0.00	0.002138	0.001924	No Bid	No Bid	No Bid	No Bid
Extended Cost Per Gallon	N/A	N/A	\$0.86178			No Bid	No Bid	No Bid	No Bid
Texas Delivery Fee based	N/A	N/A	\$0.00	0.001100	0.001100	No Bid	No Bid	No Bid	No Bid
Total OPIS + Mark-up/Down + Add'l Fees	N/A	N/A	\$0.86178	\$1.706638	\$1.801524	No Bid	No Bid	No Bid	No Bid
Refill Propane Cylinders									
Price for 20 Cylinder	N/A	N/A	\$12.25/cylinder	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$1.069
Price for 33 Cylinder	N/A	N/A	\$15.80/cylinder	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$1.069
Price for 60 Cylinder	N/A	N/A	\$28.00/cylinder	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$1.069
New Propane Cylinders									
New Cylinder cost for 20	N/A	N/A	\$30.00 (empty)	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$49.00
New Cylinder cost for 33	N/A	N/A	\$125.00 (empty)	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$1.49
New Cylinder cost for 60	N/A	N/A	\$199.00 (empty)	Not Specified	Not Specified	No Bid	No Bid	No Bid	\$2.79
Cylinder Inspection									
Tank Inspection Fee			\$15.00				No Bid	No Bid	No Cost
Primary Vendors									
Secondary Vendors									

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	AMERIGAS PROPANE, L.P.	C & R DISTRIBUTING LLC	FERRELLGAS, L.P	
	DE	TX	MO	
SECTION B- LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED MATERIAL AND SUPPLIE!				
1	Vendor must be a stocking distributor of needed supplies and related items <input type="checkbox"/> Yes <input type="checkbox"/> No	Yes	Yes	Yes
2	Is your company able to provide emergency deliveries?	Yes	Yes	Yes
3	Please provide lead time required for regular deliveries.	24 Hours	24 Hours Via Email	1 Day
4	Please provide lead time for emergency/urgent deliveries.	4 Hours	12 Hours Via Email	2 Hours
5	Vendor must have the ability to deliver orders on a short notice	Yes	Yes	Yes
6	Does your company accept purchase orders?	Yes	Yes	Yes
7	Do you belong to any cooperative contracts? (Region 19, Buy board, TCPN, US Communities, etc.) If so, Please list agency and contract number.	ESC Region 19 Allied States Cooperative RFP 15-7110	Socorro ISD #915-937-0168 YISD #915-434-0285	No
8	Does your company have minimum orders? <input type="checkbox"/> Yes <input type="checkbox"/> No	No	Yes, 3000 to 4000 Gallons	No
9	If you receive a purchase order by 3:00 P.M. Mountain Time, what is your guaranteed time of delivery?	Within 24 hrs., urgent 4 hrs.	3 P.M Next Day	Next Day
10	Please indicate the time required to file a claim either for a damage or shortage?	Within 90 Days of reported incident	24 Hours	Same Day
11	Identify other product categories that your company would like to offer the District:	Propane Tanks	Fleet Lubricants	All propane related equipment
12	What type of catalog discount will your company offer the District? <input type="checkbox"/> Net Discount <input type="checkbox"/> % Discount <input type="checkbox"/> % Mark-Up	% Discount	% Discount	Net Discount
13	What is the percentage discount being offered? _____ % (etc.. 10%, 30%, 40%) NOTE: The vendor agrees to bid the price list method noted (i.e. discount, mark-up, or net pricing) that yields the lowest overall price to the District. If at any time the vendor has a price drop, sale or special on products that is advantageous to the District, the vendor must offer the savings to the District.	20%	15%	10% off retail
14	Is a Catalog or Price List Provided? Please ensure it is included in your proposal.	No Catalog or price list provided	Emailed Pricelist	Not Specified
15	Your Company Name: Contract Person: Address: Phone Number:	AmeriGas Propane, L.P. Dawn Stevenson 460 N. Gulph Rd. King of Prussia, PA 19406 610-304-1620	C & R Distributing LLC Ralph Pineda 140 South Prado El Paso, TX 79907 (915) 859-9271 Rpineda@crdist.com	Not Provided
16	References	Provided	Provided	Not Provided

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	AMERIGAS PROPANE, L.P.	C & R DISTRIBUTING LLC	FERRELLGAS, L.P
	DE	TX	MO
Deviations	No Deviations or Exceptions	None Specified	None
Notes:	None Specified	None Specified	None Specified

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

		AMERIGAS PROPANE, L.P.	C & R DISTRIBUTING LLC	FERRELLGAS, L.P
		DE	TX	MO
EVALUATION CRITERIA				
1	Purchase price, to include all costs associated with services requested 35 pts.	35.00	33.94	30.55
2	The reputation of the vendor and of the vendor's goods or services 5 pts.	5.00	5.00	4.67
3	The quality of the vendor's goods or services 25 pts.	25.00	24.17	24.67
4	The extent to which the vendor's goods or services meet the District's needs 20 pts.	20.00	19.50	20.00
5	The proposer's past relationship with the District 5 pts.	5.00	5.00	5.00
6	The total long-term cost to the District to acquire the vendor's goods or services 5 pts.	5.00	4.67	5.00
7	The impact on the ability of the District to comply with laws and rules relating to Historically Underutilized Business 0 pts.	0.00	0.00	0.00
8	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: 0 pts. a) Has its principal place of business in this state or b) Employs at least 500 persons in this state	0.00	0.00	0.00
9	Relevant factors specifically listed in request for bids or proposal 5 pts.	5.00	4.84	5.00
TOTAL		100.00	97.12	94.89

Petroleum Traders Corporation will be recommended for award as the primary vendor, for Low Sulfur Diesel Fuel and Unleaded Gasoline and C&R Distributing LLC, as a secondary vendor for Low Sulfur Diesel Fuel and Unleaded Gasoline. AmeriGas Propane, L.P., will be recommended for award as a primary vendor for Propane, and Ferrellgas, as a secondary vendor for propane.

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	PETROLEUM TRADERS CORPORATION			RIO VALLEY BIOFUELS			SOUTHERN COUNTIES OIL CO., A CA LIMITED PARTNERSHIP, DBA SC FUELS		
	IN			NM			CA		
SECTION A - LOW SULFUR DIESEL, FUEL, UNLEADED GASOLINE, PROPANE AND									
Description	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons	Low Sulfur Diesel 150,000 Gallons	Unleaded Gasoline 220,000 Gallons	Propane 600,000 Gallons
OPTION 1: Oil Price Information Service (OPIS) Weekly Rack Average will be utilized as the baseline. What week (date) was used: _____	6/15/2017 \$1.6899	6/15/2017 \$1.6576	No Bid	No Bid	No Bid	No Bid	6/8/17 1.68090	6/8/17 1.7553	No Bid
Vendors Mark Up/Down	0.0022	-0.0242	No Bid	No Bid	No Bid	No Bid	+0.13500	+0.13500	No Bid
Invoice Price	\$1.6921	\$1.6334	No Bid	No Bid	No Bid	No Bid	\$1.81590	\$1.89030	No Bid
Extension Price x's EPISD Usage	\$253,815.00	\$359,348.00	No Bid	No Bid	No Bid	No Bid	\$272,385.00	\$438,900.00	No Bid
State Fuel Tax	0.00000	0.00000	No Bid	No Bid	No Bid	No Bid	NC	NC	No Bid
Federal Lust Tax	0.00100	0.00100	No Bid	No Bid	No Bid	No Bid	0.00100	0.00100	No Bid
Federal Environmental Fee	0.00214	0.001926	No Bid	No Bid	No Bid	No Bid	0.00214	0.00214	No Bid
Extended Cost Per Gallon	\$1.69524	\$1.636326	No Bid	No Bid	No Bid	No Bid	\$1.81904	\$1.89344	No Bid
Texas Delivery Fee	0.001100	0.001100	No Bid	No Bid	No Bid	No Bid	\$0.00098	\$0.00098	No Bid
Total OPIS + Mark-up/Down + Add'l Fees	\$1.69634	\$1.6363	No Bid	No Bid	No Bid	No Bid	\$1.82002	\$1.89442	No Bid
OPTION 2: Oil Price Information Service (OPIS) Daily Rack Average will be utilized as the baseline. Vendor must ensure that purchase order pricing and invoice pricing match. Vendor must bill what was quoted when product was ordered. What day (date) was used: _____	6/17/2017 \$1.7118	6/17/2017 \$1.6835	No Bid	6/15/2017 1.6964	6/15/2017 1.7246	No Bid	6/12/17 1.69720	6/12/17 1.75200	No Bid
Vendors Mark Up/Down	-0.0028	-0.0292	No Bid	-0.0300	-0.0100	No Bid	+0.13500	+0.1350	No Bid
Invoice price	\$1.7090	\$1.6543	No Bid	\$1.6664	\$1.7146	No Bid	\$1.83220	\$1.88700	No Bid
Extension Price x's EPISD Usage	\$256,350.00	\$363,946.00	No Bid	\$249,960.00	\$377,212.00	No Bid	\$274,830.00	\$415,140.00	No Bid
State Fuel Tax	0.00000	0.000000	No Bid	State Motor Fuel Taxes - Not Applicable according to TX State Comptroller's Office			NC	NC	No Bid
Federal Lust Tax	0.00100	0.001000	No Bid	0.001	0.001	No Bid	0.00100	0.00100	No Bid
Federal Environmental Fee	0.00214	0.001926	No Bid	0.00204	0.00204	No Bid	0.00214	0.00214	No Bid
Extended Cost Per Gallon	\$1.71214	\$1.657226	No Bid	\$1.6694	\$1.7167	No Bid	\$1.83534	\$1.89014	No Bid
Texas Delivery Fee based	0.001100	0.001100	No Bid	.00107	.00107	No Bid	0.00098	0.00098	No Bid
Total OPIS + Mark-up/Down + Add'l Fees	\$1.7132	\$1.6572	No Bid	\$1.6705	\$1.7187	No Bid	\$1.83632	\$1.89112	No Bid
Refill Propane Cylinders									
Price for 20 Cylinder	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
Price for 33 Cylinder	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
Price for 60 Cylinder	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
New Propane Cylinders									
New Cylinder cost for 20	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
New Cylinder cost for 33	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
New Cylinder cost for 60	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	No Bid	Not Specified	Not Specified	N/C
Cylinder Inspection									
Tank Inspection Fee									No Charge
	Primary Vendors								
	Secondary Vendors								

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	PETROLEUM TRADERS CORPORATION	RIO VALLEY BIOFUELS	SOUTHERN COUNTIES OIL CO., A CA LIMITED PARTNERSHIP, DBA SC FUELS
	IN	NM	CA
SECTION B- LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND			
1	Vendor must be a stocking distributor of needed supplies and related items <input type="checkbox"/> Yes <input type="checkbox"/> No	Yes	Yes
2	Is your company able to provide emergency deliveries?	Yes	Yes
3	Please provide lead time required for regular deliveries.	24 Hours	Within 24 hours of order
4	Please provide lead time for emergency/urgent deliveries.	8 Hours	Best efforts, same day (within 24 hours)
5	Vendor must have the ability to deliver orders on a short notice	Yes	Yes, As stated above
6	Does your company accept purchase orders?	Yes	Yes
7	Do you belong to any cooperative contracts? (Region 19, Buy board, TCPN, US Communities, etc.) If so, Please list agency and contract number.	No	N/A
8	Does your company have minimum orders? <input type="checkbox"/> Yes <input type="checkbox"/> No	Yes, 4,000 Gallons	Yes, Minimum order of 2500 Gallons
9	If you receive a purchase order by 3:00 P.M. Mountain Time, what is your guaranteed time of delivery?	24 Hours	3 PM the following Day
10	Please indicate the time required to file a claim either for a damage or shortage?	Immediately	24 Hours
11	Identify other product categories that your company would like to offer the District:	None	Petroleum products, fuel management services
12	What type of catalog discount will your company offer the District? <input type="checkbox"/> Net Discount <input type="checkbox"/> % Discount <input type="checkbox"/> % Mark-Up	None	N/A
13	What is the percentage discount being offered? _____ % (etc.. 10%, 30%, 40%) NOTE: The vendor agrees to bid the price list method noted (i.e. discount, mark-up, or net pricing) that yields the lowest overall price to the District. If at any time the vendor has a price drop, sale or special on products that is advantageous to the District, the vendor must offer the savings to the District.	0%	N/A
14	Is a Catalog or Price List Provided? Please ensure it is included in your proposal.	Not Provided	N/A
15	Your Company Name: Contract Person: Address: Phone Number:	Petroleum Traders Corporation Gayle Newton 7120 Pointe Inverness Way Fort Wayne, IN 46804 800-348-3705 Opt. 4	Rio Valley Biofuels, LLC/Global Alternative Fuels, LLC Aby Mitchell 3500 Doniphan Dr. El Paso, TX 79922 915-791-8720
16	References	Provided	Southern Counties Oil Co., a CA Limited Partnership, dba SC Fuels Art Jayme, Account Manager 10925 Marconi El Paso, TX 79935 Mobile 915-433-6317 Office: 915-532-3485 Ext 4836

EL PASO INDEPENDENT SCHOOL DISTRICT
RFP #17-070 LOW SULFUR DIESEL FUEL, UNLEADED GASOLINE, PROPANE AND RELATED PRODUCTS AND SUPPLIES

	PETROLEUM TRADERS CORPORATION	RIO VALLEY BIOFUELS	SOUTHERN COUNTIES OIL CO., A CA LIMITED PARTNERSHIP, DBA SC FUELS
	IN	NM	CA
Deviations	None Specified	None Specified	On Page 1, Scope of Work, Propane - This will be a No Bid On Page 2, Fuel Card Program - This will be a No Bid
Notes:	<p>New Rates for Diesel: Decreased from \$2.75 to \$1.70 deliveries less than 2,500 Decreased from \$5.50 to \$3.45 deliveries 2,500 but less than 5,000 Decreased from \$8.65 to \$5.45 deliveries 5,000 but less than 8,000 Decreased from \$11.00 to \$6.95 deliveries 8,000 but less than 10,000 New Rates for Gasoline Decreased from \$2.75 to \$1.70 deliveries less than 2,500 Decreased from \$5.50 to \$3.45 deliveries 2,500 but less than 5,000 Decreased from \$8.65 to \$5.45 deliveries 5,000 but less than 7,000 Decreased from \$11.00 to \$6.95 deliveries 7,000 but less than 10,000 For split loads of gasoline and diesel fuel, if the gasoline portion is less than 7,000 gallons, the fee is \$5.45. If the gasoline portion is more than 7,000 gallons, the fee is \$6.95</p>	<p>Note: According to the Texas State Comptroller's office, EPISD is exempt from Motor Fuel Taxes on ULSD and Unleaded if the fuel is solely intended for EPISD. Vendor will bill customer off of the OPIS Daily Rack Average using the date of the delivery (date of sale).</p>	<p>2500-5000 Gallons \$3.45/Load</p>

**EL PASO INDEPENDENT SCHOOL DISTRICT
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		PETROLEUM TRADERS CORPORATION	RIO VALLEY BIOFUELS	SOUTHERN COUNTIES OIL CO., A CA LIMITED PARTNERSHIP, DBA SC FUELS
		IN	NM	CA
EVALUATION CRITERIA				
1	Purchase price, to include all costs associated with services requested 35 pts.	34.86	17.40	32.03
2	The reputation of the vendor and of the vendor's goods or services 5 pts.	5.00	5.00	5.00
3	The quality of the vendor's goods or services 25 pts.	25.00	24.00	24.34
4	The extent to which the vendor's goods or services meet the District's needs 20 pts.	19.84	20.00	19.34
5	The proposer's past relationship with the District 5 pts.	5.00	5.00	5.00
6	The total long-term cost to the District to acquire the vendor's goods or services 5 pts.	5.00	4.84	4.67
7	The impact on the ability of the District to comply with laws and rules relating to Historically Underutilized Business 0 pts.	0.00	0.00	0.00
8	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: 0 pts. a) Has its principal place of business in this state or b) Employs at least 500 persons in this state	0.00	0.00	0.00
9	Relevant factors specifically listed in request for bids or proposal 5 pts.	5.00	5.00	4.84
TOTAL		99.70	81.24	95.22

Petroleum Traders Corporation will be recommended for award as the primary vendor, for Low Sulfur Diesel Fuel and Unleaded Gasoline and C&R Distributing LLC, as a secondary vendor for Low Sulfur Diesel Fuel and Unleaded Gasoline. AmeriGas Propane, L.P., will be recommended for award as a primary vendor for Propane, and Ferrellgas, as a secondary vendor for propane.