

**Gasoline & Diesel Fuel Deliveries not awarded as recommended.  
Award made to A, C & T Company, Inc. via Option II.**



Board of County Commissioners of Washington County, Maryland

Agenda Report Form

Open Session Item

**SUBJECT:** Contract Award (PUR-1329) for Gasoline and Diesel Fuel Deliveries

**PRESENTATION DATE:** November 1, 2016

**PRESENTATION BY:** Rick Curry, CPPO, Buyer – Purchasing Department

**RECOMMENDED MOTION:** Move to award the bids for Gasoline and Diesel Fuel Deliveries contracts to the responsive, responsible bidders who submitted the lowest bids.

1. Contract for **gasoline and diesel tank-wagon deliveries** to **A, C & T Company, Inc. of Hagerstown, MD** at the unit prices stated for Option I in its bid dated October 11, 2016.
2. Contract for **gasoline transport deliveries** to **Papco, Inc. of Aston, PA** at the unit prices stated for Option I in its bid dated October 10, 2016.
3. Contract for **diesel transport deliveries** to **IPC (USA), Inc. of Columbia, MD** at the unit prices stated for Option I in its bid dated September 30, 2016.

**REPORT-IN-BRIEF:** The following tabulations listed below were made from the bids received on October 12, 2016 based on estimated quantities for the contract period that is tentatively to start on December 1, 2016 and end November 30, 2017. The contracts are for a one (1) year term with no option to renew. These are requirements contracts and the County guarantees neither a maximum nor a minimum quantity.

The bid was advertised on the State of Maryland’s “*eMaryland Marketplace*” web site and on the County’s web site, and in the local newspaper. Eleven (11) bids were received. Fifty-five (55) persons/companies registered/downloaded the bid document on-line. Two (2) bids were considered non-responsive (Guttman Energy and Petroleum Marketing Group). The bids were evaluated based on the Oil Price Information Service (OPIS) pricing index publication and the bidder’s bid factor; bids were submitted as follows:

**GASOLINE: OPTION NO. 1** (*multiple contract award*)

<u>Vendor</u>	<u>Transport Loads Total Bid</u>	<u>Tank-wagon Loads Total Bid</u>
A, C & T Co., Inc. Hagerstown, MD	\$584,485.49	\$116,960.56

Cato, Inc. Salisbury, MD	\$581,032.14	No Bid
East River Energy Guilford, CT	No Bid	No Bid
Guttman Energy Bella Vernon, PA	Non-responsive	No Bid
IPC (USA), Inc. Columbia, MD	No Bid	No Bid
Mansfield Oil Co. of Gainesville, Inc.	\$580,365.60	\$129,835.66
<b>Papco, Inc.</b> <b>Aston, PA</b>	<b>\$573,073.24</b>	No Bid
Petroleum Marketing Group Woodbridge, VA	\$581,149.87	No Bid
Petroleum Traders Corp. Fort Wayne, IN	\$577,188.31	No Bid
ShIPLEY Energy Co. York, PA	No Bid	No Bid
TAC Energy Dallas, TX	\$577,492.02	No Bid

**DIESEL: OPTION 1** *(multiple contract award)*

<u>Vendor</u>	<u>Transport Loads</u> <u>Total Bid</u>	<u>Tank-wagon Loads</u> <u>Total Bid</u>
<b>A, C &amp; T Co., Inc.</b> <b>Hagerstown, MD</b>	\$965,289.32	<b>\$98,160.94</b>
Cato, Inc. Salisbury, MD	\$952,156.06	No Bid
East River Energy Guilford, CT	\$973,360.74	\$163,205.88

Guttman Energy Bella Vernon, PA	Non-responsive	No Bid
IPC (USA), Inc. Columbia, MD	<b>\$952,033.82</b>	No Bid
Mansfield Oil Co. of Gainesville, Inc.	\$969,554.71	\$107,444.38
Papco, Inc. Aston, PA	\$967,192.34	No Bid
Petroleum Marketing Group Woodbridge, VA	\$957,086.66	No Bid
Petroleum Traders Corp. Fort Wayne, IN	\$968,767.25	No Bid
ShIPLEY Energy Co. York, PA	\$973,491.99	\$102,878.75
TAC Energy Dallas, TX	\$984,910.09	No Bid

**GASOLINE & DIESEL: OPTION II** *(single contract award)*

<u>Vendor</u>	<u>Transport/Tankwagon LoadsTotal Bid</u>
A, C & T Co. Inc. Hagerstown, MD	\$1,763,122.71
Cato, Inc. Salisbury, MD	No Bid
East River Energy Guilford, CT	No Bid
Guttman Energy Bella Vernon, PA	No Bid
IPC (USA), Inc. Columbia, MD	No Bid
Mansfield Oil Co. of Gainesville, Inc.	\$1,781,594.87

Papco, Inc. Aston, PA	No Bid
Petroleum Marketing Group Woodbridge, VA	Non-responsive
Petroleum Traders Corp. Fort Wayne, IN	No Bid
Shibley Energy Co. York, PA	No Bid
TAC Energy Dallas, TX	No Bid

**DISCUSSION:** The contract requirements for the City of Hagerstown, Washington County Public Schools and Hagerstown Community College are also included in the above recommendations. Those entities will also make their own formal contract awards.

**FISCAL IMPACT:** Funds are available in various departmental operating budgets for fuels.

**CONCURRENCES:** N/A

**ALTERNATIVES:** N/A

**ATTACHMENTS:** The complete Bid Tabulation may be viewed on-line at:  
[http://www.washco-md.net/purchasing/pdf/PUR-1329/PUR-1329\\_bidtab.pdf](http://www.washco-md.net/purchasing/pdf/PUR-1329/PUR-1329_bidtab.pdf)

**AUDIO/VISUAL NEEDS:** N/A