

BID 22T2
BULK DIESEL AND GAS DELIVERY SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract with one company for the guaranteed supply and delivery of bulk diesel fuel and unleaded gas on a daily index-based contract basis. Delivery will be made to two depot locations within the Frederick Public Schools system. Bids were opened on May 24, 2022.

1. **Bid participation:**

14 bids downloaded
7 companies submitted a bid

2. **Bids were received from:**

Apex Petroleum Corporation (Largo, MD)
Colonial Oil Industries, Inc. (Savannah, GA)
Global Montello Group Corporation (Waltham, MA)
Mansfield Oil Company of Gainesville, Inc. (Gainesville, GA)
Petroleum Traders Corporation (Fort Wayne, IN)
Pinnacle Petroleum, Inc. (Huntington Beach, CA)
Saratoga Rack Marketing, LLC (Knoxville, TN)

3. **Other Facts:**

- This contract will be effective from July 1, 2022 through June 30, 2024, with one two-year renewal option available.
- Approximately \$555,035 (limited bus service due to COVID Pandemic) was spent for bulk diesel and gas delivery in FY21 and approximately \$1,761,862 has been expended YTD FY22.
- The contract will be administered by Fred Punturiero, Director of Transportation.

4. **Source of Funding:** Contingent upon Board approval of FY23 and FY24 Operating Budgets.

B. **Recommendation:** Staff recommends that Bid 22T2, Bulk Diesel and Gas Delivery Services, be awarded to Pinnacle Petroleum, Inc., Huntington Beach, CA, per the attached Bid Tabulation.

C. **Action taken by the Board (Purchasing use only):**

| | | | | |
|----------------|--------------|----------------|-------------|-----------------------|
| _____ Approved | _____ Denied | _____ Deferred | _____ Other | RM/kl |
| _____ Date | _____ Date | _____ Date | _____ Date | BOE Meeting: 06.22.22 |

BID 22T2, BULK DIESEL AND GAS DELIVERY SERVICES
BID TABULATION

| VENDOR | PRODUCT/LOCATION | MARGIN | FEDERAL LUST | FEDERAL OIL SPILL | MD OIL TRANSFER FEE | STATE EXCISE TAX | TOTAL TAXES | TOTAL \$ PER GALLON | EST. ANNUAL GALLONS | EST. ANNUAL TOTAL \$ FOR MARGIN AND TAXES | |
|---------------------|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|--|
| | | PER GALLON | | | | | | | | | |
| APEX PETROLEUM CORP | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.0695 | \$ 0.0010 | \$ 0.00214 | \$ 0.001905 | \$ 0.368500 | \$ 0.373545 | \$ 0.443045 | 650,000 | \$ 287,979.25 | |
| APEX PETROLEUM CORP | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.0550 | \$ 0.0010 | \$ 0.00193 | \$ 0.001905 | \$ 0.36100 | \$ 0.365835 | \$ 0.420835 | 85,000 | \$ 35,770.98 | |
| APEX PETROLEUM CORP | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.0695 | \$ 0.0010 | \$ 0.00214 | \$ 0.001905 | \$ 0.368500 | \$ 0.373545 | \$ 0.443045 | 100,000 | \$ 44,304.50 | |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 368,054.73 | |

IDENTIFY THE CARRIERS TO BE USED AND THEIR REGISTRATION #

| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
|------------------------|--------------------------|
| Apex Tank Line | APXK |

| VENDOR | PRODUCT/LOCATION | MARGIN | FEDERAL LUST | FEDERAL OIL SPILL | MD OIL TRANSFER FEE | STATE EXCISE TAX | TOTAL TAXES | TOTAL \$ PER GALLON | EST. ANNUAL GALLONS | EST. ANNUAL TOTAL \$ FOR MARGIN AND TAXES | |
|-------------------------------|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|--|
| | | PER GALLON | | | | | | | | | |
| COLONIAL OIL INDUSTRIES, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.1852 | \$ 0.001 | \$ 0.00214 | \$ 0.0019 | \$ 0.3685 | \$ 0.3735 | \$ 0.5587 | 650,000 | \$ 363,155.00 | |
| COLONIAL OIL INDUSTRIES, INC. | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.1643 | \$ 0.001 | \$ 0.0019 | \$ 0.0019 | \$ 0.3610 | \$ 0.3658 | \$ 0.5301 | 85,000 | \$ 45,058.50 | |
| COLONIAL OIL INDUSTRIES, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.18520 | \$ 0.001 | \$ 0.00214 | \$ 0.0019 | \$ 0.3685 | \$ 0.3735 | \$ 0.5587 | 100,000 | \$ 55,870.00 | |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 464,083.50 | |

IDENTIFY THE CARRIERS TO BE USED AND THEIR REGISTRATION #

| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
|------------------------|--------------------------|
| Coraluzzo | 156123 |
| Kenan Advantage Group | 90831 |
| Baltimore Tank Lines | 84666 |
| Petro Express | 579364 |

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|----------------------------------|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|
| | | PER GALLON | | | | | | | | |
| GLOBAL MONTELL GROUP CORPORATION | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.23 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.37 | \$ 0.37 | \$ 0.61 | 650,000 | \$ 393,510.00 |
| GLOBAL MONTELL GROUP CORPORATION | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.26 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.36 | \$ 0.37 | \$ 0.62 | 85,000 | \$ 52,853.00 |
| GLOBAL MONTELL GROUP CORPORATION | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.23 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.37 | \$ 0.37 | \$ 0.61 | 100,000 | \$ 60,540.00 |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 506,903.00 |

IDENTIFY THE CARRIERS TO BE USED AND THEIR REGISTRATION #

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|------------------------|--------------------------|
| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
| Diesel Direct, Inc. | F12250130 |

| VENDOR | PRODUCT/LOCATION | MARGIN | FEDERAL LUST | FEDERAL OIL SPILL | MD OIL TRANSFER FEE | STATE EXCISE TAX | TOTAL TAXES | TOTAL \$ PER GALLON | EST. ANNUAL GALLONS | EST. ANNUAL TOTAL \$ FOR MARGIN AND TAXES |
|--|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|
| | | PER GALLON | | | | | | | | |
| MANSFIELD OIL COMPANY OF GAINESVILLE, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.10 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.35 | \$ 0.35 | \$ 0.45 | 650,000 | \$ 291,200.00 |
| MANSFIELD OIL COMPANY OF GAINESVILLE, INC. | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.07 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.34 | \$ 0.34 | \$ 0.41 | 85,000 | \$ 35,266.50 |
| MANSFIELD OIL COMPANY OF GAINESVILLE, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.08 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.35 | \$ 0.35 | \$ 0.43 | 100,000 | \$ 43,050.00 |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 369,516.50 |

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| | |
|------------------------|--------------------------|
| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
| Petro Express Company | D02700409 |

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| | | PER GALLON | | | | | | | | |
| PETROLEUM TRADERS CORPORATION | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.1056 | \$ 0.0010 | \$ 0.00214 | \$ 0.001905 | \$ 0.3685 | \$ 0.3735 | \$ 0.4791 | 650,000 | \$ 311,415.00 |
| PETROLEUM TRADERS CORPORATION | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.0700 | \$ 0.0010 | \$ 0.001926 | \$ 0.001905 | \$ 0.3610 | \$ 0.3658 | \$ 0.4358 | 85,000 | \$ 37,043.00 |
| PETROLEUM TRADERS CORPORATION | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.0728 | \$ 0.0010 | \$ 0.00214 | \$ 0.001905 | \$ 0.3685 | \$ 0.3735 | \$ 0.4463 | 100,000 | \$ 44,630.00 |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 393,088.00 |

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| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
|--|--------------------------|
| Petro Express | D02700409 |
| Samuel Coraluzzo Co. Inc. dba: Torrissi Transport | F03442100 |

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|--------------------------|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|
| | | PER GALLON | | | | | | | | |
| PINNACLE PETROLEUM, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.06 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.37 | \$ 0.37 | \$ 0.44 | 650,000 | \$ 279,500.00 |
| PINNACLE PETROLEUM, INC. | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.06 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.361 | \$ 0.37 | \$ 0.43 | 85,000 | \$ 36,550.00 |
| PINNACLE PETROLEUM, INC. | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.06 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.37 | \$ 0.37 | \$ 0.43 | 100,000 | \$ 43,000.00 |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 359,050.00 |

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| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
|------------------------|--|
| Cato Inc. | Special Fuels License #32334 Class D Gasoline 10269 |

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|-----------------------------|--|------------|--------------|-------------------|---------------------|------------------|-------------|---------------------|---------------------|---|--|
| | | PER GALLON | | | | | | | | | |
| SARATOGA RACK MARKETING LLC | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL HAYWARD ROAD SITE | \$ 0.1003 | \$ - | \$ - | \$ - | \$ 0.37 | \$ 0.37 | \$ 0.47 | 650,000 | \$ 305,500.00 | |
| SARATOGA RACK MARKETING LLC | BULK DELIVERY- TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) UNLEADED GAS 87 OCTANE WITH E10 ETHANOL HAYWARD ROAD SITE | \$ 0.0881 | \$ - | \$ - | \$ - | \$ 0.36 | \$ 0.3600 | \$ 0.45 | 85,000 | \$ 38,250.00 | |
| SARATOGA RACK MARKETING LLC | BULK DELIVERY - TRANSPORT LOAD (6,800 to 7,000 gallons per delivery) #2 ULTRA LOW SULFUR DIESEL LINGANORE HIGH SITE | \$ 0.1003 | \$ - | \$ - | \$ - | \$ 0.37 | \$ 0.37 | \$ 0.47 | 100,000 | \$ 47,000.00 | |
| | ESTIMATED ANNUAL GRAND TOTAL | | | | | | | | | \$ 390,750.00 | |

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| <u>CARRIER NAME(S)</u> | <u>MD REGISTRATION #</u> |
|--------------------------|--------------------------|
| Pilot Travel Centers LLC | 10855 |
| Pilot Travel Centers LLC | 120906 |
| Pilot Travel Centers LLC | 124275 |
| Pilot Travel Centers LLC | 122242 |
| Pilot Travel Centers LLC | 2015-OT-501 |
| Pilot Travel Centers LLC | 31380 |
| Pilot Travel Centers LLC | 320328 |