



CITY COUNCIL ACTION REPORT

January 3, 2012

TO: John Szerlag, City Manager

FROM: Susan A. Leirstein, Purchasing Director
Timothy L. Richnak, Public Works Director
Samuel P. Lamerato, Superintendent of Fleet Maintenance

SUBJECT: Standard Purchasing Resolution 4: Michigan Intergovernmental Trade Network (MITN)
Purchasing Cooperative Award – Gasoline and Diesel Fuel

Background

On November 1, 2011, the City of Sterling Heights obtained six (6) qualifying bids for two-year requirements of gasoline and diesel fuel commencing February 1, 2012, on behalf of the MITN cooperative cities that include eighteen (18) member communities in Macomb, Oakland, and Wayne Counties. Through this cooperative bid, approximately three million gallons of gasoline and one million gallons of diesel fuel are purchased annually.

The bid is structured so MITN members pay for fuel based on the per gallon wholesale rack average as published daily by the Oil Price Information Service (OPIS), plus a delivery fee (bid factor) per gallon. The City of Sterling Heights based the award on the lowest factor quoted per type of fuel delivery plus the OPIS daily average for Detroit, Michigan. The Sterling Heights City Council approved the split award to Petroleum Traders, RKA, and Atlas Oil, the lowest bidders meeting specifications on December 6, 2011.

Troy forecasts usage for unleaded gasoline at 161,000 gallons and diesel fuel at 70,000 gallons per year. It should be noted that bid specifications included pricing for biodiesel and ethanol alternative fuel. Although municipal demand for these alternative fuels is presently low, it is anticipated that market conditions may result in a greater demand in the future.

Financial Considerations

Pricing is established by taking the OPIS average, which is a benchmark price used to fix the price of a gallon of gas on the day of delivery, and then adding the bid factor.

Example: OPIS average for unleaded gas on November 22 nd	\$2.5196
Bid factor	<u>.0078</u>
	\$2.5274 per gallon

Comparative Consumer Retail Price on 11/22/11: \$3.0500

Prices charged to municipalities through the bid will fluctuate based on market conditions, but are considerably lower than the consumer pump prices as indicated above. Since gasoline prices cannot be held firm, this method allows both parties to enter into an adjustable contract for a lengthy period of time. Funds for this contract are available in the Motor Pool Operating Budget.

January 3, 2012

To: John Szerlag, City Manager
 Re: MITN Cooperative Award – Gasoline and Diesel Fuel

Policy Considerations

By aggregating our gasoline consumption with neighboring communities, Troy utilizes economies of scale to add value and reduce costs to the City.

Recommendation

City management recommends the award of the lowest factors to the following acceptable bidders:

Petroleum Traders Corp for Truck Transport Delivery (minimum 5,000 gals)

TYPE	FACTOR (per gal)	OPTIONAL	FACTOR (per gal)
Unleaded Regular	+ .0078	Biodiesel B-5	+ .0431
Unleaded Mid-Grade	+ .0030	Biodiesel B-10	+ .0431
Unleaded Premium	+ .0025	Biodiesel B-20	+ .0431
ULS Premium Diesel #2	+ .0307	E85 Ethanol	+ .0283
ULS Diesel #1	+ .0168		
ULS Diesel #2	+ .0107		
Short Load Charges		\$50.00	
Split Order Charge		\$40.00	

RKA Petroleum Companies for Truck Transport Delivery (minimum 5,000 gals)

TYPE	FACTOR (per gal)	OPTIONAL	FACTOR (per gal)
Unleaded Regular	+ .0102	Biodiesel B-5	+ .0167
Unleaded Mid-Grade	+ .0210	Biodiesel B-10	(.0027)
Unleaded Premium	+ .0363	Biodiesel B-20	(.0198)
ULS Premium Diesel #2	+ .0200	E85 Ethanol	N/B
ULS Diesel #1	+ .0168		
ULS Diesel #2	+ .0027		
Short Load Charges		\$50.00	
Split Order Charge		\$35.00	

Atlas Oil Company for Tank Wagon Delivery (less than 5,000 gals)

TYPE	FACTOR (per gal)	OPTIONAL	FACTOR (per gal)
Unleaded Regular	+ .1100	ULS Diesel #1 Dyed	+ .00000
Unleaded Mid-Grade	+ .1100	Biodiesel B-5	+ .00000
ULS Premium Diesel #2	+ .1100	Biodiesel B-10	+ .00000
ULS Diesel #2	+ .1100	Biodiesel B-20	+ .00000
ULS Diesel #2 Dyed	+ .1100	E85 Ethanol	N/B
Minimum Delivery Qty		200 gallons	
Split Order Charge		\$35.00	



Business of the City Council
Sterling Heights, Michigan

City Clerk's Use
Item No:
Meeting: 12/06/11

AGENDA STATEMENT

OMB AS03 Rev. 11/04

Item Title: To split the award of a bid for truck transport and tank wagon deliveries of gasoline and diesel fuel at unit prices bid for a two-year period (Annual estimated cost of \$790,000).

Submitted By: Office of Purchasing

mc

Contact Person/Telephone: Mark Carufel, Purchasing / Risk Manager, 446-2741

Administration (initial as applicable)

Attachments

Table with 2 columns: Administration (initial as applicable) and Attachments. Rows include City Clerk, Finance & Budget Director, City Attorney (as to legal form), City Manager, Resolution, Ordinance, Contract, Minutes, Plan/Map, and Other.

Check box if this agenda item requires billing/revenue collection (fees, etc.) by Treasury Office

Executive Summary:

- The City of Sterling Heights purchases approximately 225,000 gallons of gasoline and 100,000 gallons diesel fuel per year to power the City's fleet of automobiles, trucks, equipment and generators. The City is also the host community for a Michigan Intergovernmental Trade Network (MITN) cooperative bid for the purchase of gasoline and diesel fuel that includes 18 member communities in the Macomb, Oakland and Wayne County region. Through this cooperative bid, approximately three million gallons of gasoline and one million gallons of diesel fuel are purchased annually. The current pricing expires on February 1, 2012.
The bid is structured so that MITN members pay for fuel based on the per gallon wholesale rack average as published daily by the Oil Price Information Service (OPIS), plus a delivery fee (bid factor) per gallon. Gasoline and diesel fuel are purchased and delivered by truck transport for quantities of fuel greater than 5,000 gallons, and by tank wagon for quantities less than 5,000 gallons. On November 1, 2011, six bids were received for the cooperative purchase of truck transport and tank wagon deliveries of gasoline and diesel fuel for a two-year period.
Upon receipt and review of all bids, recommendation is being made to split the award of the bid among three bidders. For the truck transport portion of the bid, the recommendation is to award the bid to Petroleum Traders, Inc. and to RKA Petroleum, Inc, the two low bidders meeting bid specifications. As more fully explained in the attached Staff Report, by awarding to these two low bidders, participating cooperative members will be able to leverage favorable pricing based upon the type and quantity of fuel being purchased. For the tank wagon portion of the bid, recommendation is being made to award the bid to Atlas Oil, the low bidder meeting bid specifications.

- Prices charged to MITN members are considerably lower than prices consumers pay at the pumps. MITN members are purchasing gasoline and diesel fuel at wholesale pricing, which changes daily just like consumer pricing at the local gas station. Below is a breakdown of pricing per gallon for truck transport and tank wagon deliveries of fuel. Wholesale pricing was based on the OPIS Detroit Rack Average on November 22, 2011:

Truck Transport

<u>Fuel Type</u>	<u>OPIS Price per Gallon</u>	<u>Bid Factor Delivery Fees per Gallon</u>	<u>State & Federal Fees per Gallon</u>	<u>Total Delivered Price per Gallon</u>
Unleaded Reg. Gasoline (Petroleum Traders)	\$2.5196	\$0.0078	Included	\$2.5274 <i>Comparative Consumer Retail Price on 11/22/11: \$3.0500</i>
ULS Diesel #2 (RKA Petroleum)	\$3.0953	\$0.0027	Included	\$3.0980 <i>Comparative Consumer Retail Price on 11/22/11: \$3.9900</i>

Tank Wagon

<u>Fuel Type</u>	<u>OPIS Price per Gallon</u>	<u>Bid Factor Delivery Fees per Gallon</u>	<u>State & Federal Fees per Gallon</u>	<u>Total Delivered Price per Gallon</u>
Unleaded Reg. Gasoline (Atlas Oil)	\$2.5196	\$0.1100	Included	\$2.6296 <i>Comparative Consumer Retail Price on 11/22/11: \$3.0500</i>
ULS Diesel #2 (Atlas Oil)	\$3.0953	\$0.1100	Included	\$3.2053 <i>Comparative Consumer Retail Price on 11/22/11: \$3.9900</i>

- Prices charged to MITN members through the cooperative bid will fluctuate based on market conditions, but are considerably lower than the consumer pump prices as evidenced in the above examples. Qualifying governmental entities are tax exempt, however, certain state and federal fees are payable, at approximately \$0.01165 per gallon.
- RKA is the incumbent tank wagon vendor and their performance has been very good. RKA is also a current vendor for the State of Michigan. Atlas Oil has prior experience with this cooperative bid having been a successful bidder/vendor from 2003 to 2007. Atlas Oil performed well during this period. Petroleum Traders is the largest independent distributor of gasoline and diesel fuel in the country. They use local vendors, such as RKA and Atlas, to deliver on their behalf. References were checked with all three vendors and proved acceptable.
- As the lead municipality, the MITN cooperative members rely upon the recommendation of the city of Sterling Heights in awarding this bid. After this bid award by the city of Sterling Heights, the remaining 17 MITN cooperative members will purchase gasoline and diesel fuel using the bid pricing secured through this cooperative bid.
- Please see the attached Staff Report and supporting documentation for additional information.

Suggested Action:

MOVED BY:

SECONDED BY:

RESOLVED, to split the award of the bid for truck transport and tank wagon deliveries of unleaded gasoline and diesel fuel to the following vendors based on bid factors included in their respective bids for a two-year period, with the option to extend the terms and conditions an additional two years upon mutual consent:

Truck Transport deliveries:

1. Petroleum Traders, Inc., 7120 Pointe Inverness Way, Fort Wayne, IN 46804
2. RKA Petroleum Companies, 28340 Wick Rd., Romulus, MI, 48174

Tank Wagon deliveries:

1. Atlas Oil Company, 24501 Ecorse Rd., Taylor, MI, 48180

**CITY OF STERLING HEIGHTS
STAFF REPORT
December 6, 2011**

Prepared By: Mark Carufel, Purchasing/Risk Manager

Ext. No. 2741

GENERAL INFORMATION:

On November 1, 2011, bids were received in response to a MITN cooperative bid solicitation for the delivery of gasoline and diesel fuel. Invitations to Bid were advertised on SHTV, posted to the MITN website and published in the Source newspaper – Sterling Heights edition. Seven vendors responded with bids as outlined on the attached bid tabulation. One bid was rejected for failure to include the required bid bond, leaving six qualifying bids. Funds for the purchase of gasoline and diesel fuels are budgeted in Account #11717553-750000 (Fleet Maintenance - Fuels and Lubricants). It is estimated that the City of Sterling Heights will expend approximately \$790,000 for truck transport and tank wagon deliveries annually.

STAFF ANALYSIS AND FINDINGS:

Upon review and analysis of all qualifying bids received, the recommendation is being made to split the award of the bid among three vendors per the following analysis:

Truck Transport (deliveries of greater than 5,000 gallons): Recommendation is being made to award truck transport to the two overall low bidders, Petroleum Traders and RKA Petroleum.

Petroleum Traders is the low bidder overall. Its regular unleaded (10% ethanol) gasoline factor of \$0.0078 is 66% lower than the incumbent Mansfield. The unleaded midgrade (10% ethanol) bid factor of \$0.0030 is 25% lower than the incumbent Mansfield's expiring pricing. However, Petroleum Traders diesel fuel bid factor pricing is not as low as RKA Petroleum's pricing. RKA's bid factor pricing for ULS Premium Diesel #2 is 49% lower than the incumbent Mansfield, and the ULS Diesel #2 is 86% lower. Therefore, the Office of Purchasing is recommending an award to both vendors, and the purchasing entity can decide on its own where to purchase based on the best available pricing. An award in this fashion allows the purchasing entity to leverage the bid results and purchase fuel at the lowest cost, depending on the order placed. Also, in the event of an emergency, MITN cooperative members will have two truck transport vendors available.

Petroleum Traders is a new vendor. However, it uses local carriers for delivery, including RKA Petroleum and Atlas Oil. Lastly, Petroleum Traders offers a 0.005 per gallon reduction for Net 10 payment. RKA offers the same discount for Net 15.

Bid factor pricing for truck transport by the successful vendors follows below:

Petroleum Traders, Inc., 7120 Pointe Inverness Way, Fort Wayne, IN 46804:

Unleaded Regular	\$0.0078/gal	Unleaded Premium	\$0.0025/gal
Unleaded Mid-Grade	\$0.0030/gal	ULS Diesel #1	\$0.0168/gal
ULS Premium Diesel #2	\$0.0307/gal	Biodiesel B-5	\$0.0554/gal

ULS Diesel #2	\$0.0107/gal	Biodiesel B-10	\$0.0554/gal
		Biodiesel B-20	\$0.0554/gal
		E85 Ethanol	\$0.0283/gal

RKA Petroleum Companies, Inc., 28340 Wick Road, Romulus, MI 48174:

Unleaded Regular	\$0.0102/gal	Unleaded Premium	\$0.0363/gal
Unleaded Mid-Grade	\$0.0210/gal	ULS Diesel #1	\$0.0168/gal
ULS Premium Diesel #2	\$0.0200/gal	Biodiesel B-5	\$0.0167/gal
ULS Diesel #2	\$0.0027/gal	Biodiesel B-10	\$-0.0027/gal
		Biodiesel B-20	\$-0.0198/gal
		E85 Ethanol	N/B

Tank Wagon (deliveries of less than 5,000 gallons): The recommendation is to award to Atlas Oil, the low overall bidder. Its pricing is slightly lower (0.41%) than the incumbent RKA Petroleum. The minimum load is 200 gallons, before additional delivery charges apply. Atlas was a vendor under this contract from 2003 to 2007 and there were no reported problems during that period. One bidder, Michigan Fuels, was the lowest bidder for the tank wagon deliveries based on the delivery factor bid; however, its minimum delivery was 1,000 gallons. This vendor also failed to bid on unleaded midgrade gasoline, which eliminated its bid from further consideration.

Bid factor pricing for tank wagon transport by the successful vendor follows:

Atlas Oil Company, 24501 Ecorse Rd., Taylor, MI, 48180

Unleaded Regular	\$0.1100/gal	ULS Diesel #1 Dyed	\$0.0000/gal
Unleaded Mid-Grade	\$0.1100/gal	Biodiesel B-5	\$0.0000/gal
ULS Premium Diesel #2	\$0.1100/gal	Biodiesel B-10	\$0.0000/gal
ULS Diesel #2	\$0.1100/gal	Biodiesel B-20	\$0.0000/gal
ULS Diesel #2 Dyed	\$0.1100/gal	E85 Ethanol	N/B

MITN cooperative members purchase approximately three million gallons of gasoline and one million gallons of diesel fuel annually. MITN cooperative members include the governmental entities of Birmingham, Eastpointe, Farmington Hills, Grosse Pointe Woods, Livonia, Madison Heights, Novi, Oakland County, Rochester Hills, Royal Oak, St. Clair Shores, Southfield, Sterling Heights, Troy, Warren, Waterford, West Bloomfield and Westland. In addition, there are approximately 4-5 additional entities that may be included at a later date.

All vendors receiving an award must agree to indemnify and hold the MITN cooperative members harmless from liability and provide evidence of insurance with acceptable terms and coverage.

STAFF RECOMMENDATION:

Please see the suggested action on the Agenda Statement.

NOTIFICATION LIST

Petroleum Traders, Inc.
7120 Pointe Inverness Way
Fort Wayne, IN 46804

RKA Petroleum Companies
28340 Wick Rd.
Romulus, MI 48174

Atlas Oil Company
24501 Ecorse Rd.
Taylor, MI 48180

CITY OF STERLING HEIGHTS

BID TABULATION - NOVEMBER 1, 2011

ITB-SH11-035: TRUCK TRANSPORT AND TANK WAGON
DELIVERIES OF UNLEADED GASOLINE, AND DIESEL FUEL
TRUCK TRANSPORT

Item	Petroleum Traders Corp					RKA Petroleum Companies			Mansfield Oil Company		
	Est Gal	Rack Avg	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total
Unleaded Regular	2,505,000	2.6801	+ .0078	2.6879	\$6,733,189.50	+ .0102	2.6903	\$6,739,201.50	+ .0244	2.7045	\$6,774,772.50
Unleaded Mid-Grade	434,000	2.7486	+ .0030	2.7516	\$1,194,194.40	+ .0210	2.7696	\$1,202,006.40	+ .0307	2.7793	\$1,206,216.20
ULS Premium Diesel #2	428,000	3.2108	+ .0307	3.2415	\$1,387,362.00	+ .0200	3.2308	\$1,382,782.40	- .0002	3.2106	\$1,374,136.80
ULS Diesel #2	657,000	3.1721	+ .0107	3.1828	\$2,061,099.60	+ .0027	3.1748	\$2,085,843.60	+ .0088	3.1789	\$2,088,537.30
Totals					\$11,405,845.50			\$11,409,833.90			\$11,443,662.80
Other Fuels											
Unleaded Premium	1,000	2.8994	+ .0025	2.9019	\$2,901.90	+ .0363	2.9357	\$2,935.70	+ .0379	2.9373	\$2,937.30
ULS Diesel #1	1,000	3.4232	+ .0168	3.4400	\$3,440.00	+ .0168	3.4400	\$3,440.00	+ .0071	3.4303	\$3,430.30
Biodiesel B-5 (Optional)	1,000	3.1915	+ .0431	3.2346	\$3,234.60	+ .0167	3.2082	\$3,208.20	N/B	N/B	N/B
Biodiesel B-10 (Optional)	1,000	3.2334	+ .0431	3.2617	\$3,261.70	- .0027	3.2307	\$3,230.70	N/B	N/B	N/B
Biodiesel B-20 (Optional)	1,000	3.0979	+ .0431	3.2137	\$3,213.70	- .0198	3.0781	\$3,078.10	N/B	N/B	N/B
E85 Ethanol (Optional)	1,000	2.9165	+ .0283	3.2137	\$3,213.70	Avail on Req.			N/B	N/B	N/B
Totals					\$11,425,111.10			\$11,425,726.60			\$11,450,030.40
Short load charge				\$50.00			\$50.00		\$65.00		
Volume, SE MI				3,179,000			99,331,483		10,000,000		
Terms				Net 30-No Discount/ Net 10 = .005/gal discount			Net 30-No Discount/ Net 15 = .005/gal discount		net 30		
Split order charge				\$40.00			\$35.00		\$35.00		
Accept Purchasing Card				Yes - 4.5% Processing Fee			Yes - 3% processing fee		No		



* Averages were adjusted to maintain continuity and to obtain a fair comparison price. Some totals may have changed. Additional totals were added by Purchasing to break out optional items.

CITY OF STERLING HEIGHTS

BID TABULATION - NOVEMBER 1, 2011

**ITB-SH11-035: TRUCK TRANSPORT AND TANK WAGON
DELIVERIES OF UNLEADED GASOLINE, AND DIESEL FUEL
TRUCK TRANSPORT**

Item	Atlas Oil Company					Spencer Oil Company			Michigan Fuels, Inc.		
	Est Gal	Rack Avg	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total
Unleaded Regular	2,505,000	2.6801	+ .0235	2.7036	\$6,772,518.00	+ .03646	2.7166	\$6,804,982.80	+ .0300	2.7101	\$6,788,800.50
Unleaded Mid-Grade	434,000	2.7486	+ .0235	2.7721	\$1,203,091.40	+ .03646	2.7851	\$1,208,716.04	N/B	N/B	N/B
ULS Premium Diesel #2	428,000	3.2108	+ .0259	3.2396	\$1,386,548.80	+ .03665	3.2475	\$1,389,908.60	+ .0300	3.2408	\$1,387,062.40
ULS Diesel #2	657,000	3.1721	+ .0259	3.2703	\$2,148,587.10	+ .03665	3.2088	\$2,108,148.75	+ .0300	3.2021	\$2,103,779.70
Totals					\$11,510,745.30			\$11,511,756.19			\$10,279,642.60
Other Fuels											
Unleaded Premium	1,000	2.8994	+ .0000	2.8994	\$2,899.40	+ .03646	2.9359	\$2,835.86	N/B	N/B	N/B
ULS Diesel #1	1,000	3.4232	+ .0000	3.5048	\$3,504.80	+ .03665	3.4599	\$3,459.85	+ .0300	3.4632	\$3,453.20
Biodiesel B-5 (Optional)	1,000	3.1915	+ .0000	3.1915	\$3,191.50	N/B	N/B	N/B	N/B	N/B	N/B
Biodiesel B-10 (Optional)	1,000	3.2334	+ .0000	3.2334	\$3,233.40	N/B	N/B	N/B	N/B	N/B	N/B
Biodiesel B-20 (Optional)	1,000	3.0979	+ .0000	3.0979	\$3,097.90	N/B	N/B	N/B	N/B	N/B	N/B
E85 Ethanol (Optional)	1,000	2.9165	+ .0000	N/B	N/B	+ .04475	2.98125	\$2,961.25	N/B	N/B	N/B
Totals					\$11,526,672.30			\$11,521,113.15			\$10,283,095.80
Short load charge				\$35.00			none			\$35.00	
Volume, SE MI				200,000,000			40,000,000			200,000,000	
Terms				net 30			net 30			net 30	
Split order charge				\$35.00			None			\$35.00	
Accept Purchasing Card				N/A			No			No	

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CITY OF STERLING HEIGHTS

BID TABULATION - NOVEMBER 1, 2011

**ITB-SH11-035 TRUCK TRANSPORT AND TANK WAGON
DELIVERIES OF UNLEADED GASOLINE AND DIESEL FUEL
TANK WAGON**

<i>Item</i>	Atlas Oil Company					Spencer Oil Company		
	<i>Est Gal</i>	<i>Rack Avg</i>	<i>Factor</i>	<i>Price/gal</i>	<i>Ext Total</i>	<i>Factor</i>	<i>Price/gal</i>	<i>Ext Total</i>
Unleaded Regular	47,500	2.6801	+ .1100	2.7901	\$132,529.75	+ .11646	2.79856	\$132,836.60
Unleaded Mid-Grade	40,000	2.7486	+ .1100	2.8586	\$114,344.00	+ .11646	2.86506	\$114,602.40
ULS Premium Diesel #2	22,500	3.2108	+ .1100	3.3208	\$74,718.00	+ .11665	3.32745	\$74,867.63
ULS Diesel #2	77,000	3.1721	+ .1100	3.2821	\$252,721.70	+ .11665	3.28875	\$253,233.75
ULS Diesel #2 - Dyed	39,500	3.1801	+ .1100	3.2901	\$129,958.95	+ .11665	3.29675	\$130,221.63
ULS Diesel #1 - Dyed	200	3.4282	+ .0000	3.4282	\$685.64	N/B		
Totals					\$704,958.04			\$705,762.00
Biodiesel B-5 (Optional)	1,000	3.1915	+ .0000	3.1915	\$3,191.50	N/B	N/B	N/B
Biodiesel B-10 (Optional)	1,000	3.2334	+ .0000	3.2334	\$3,233.40	N/B	N/B	N/B
Biodiesel B-20 (Optional)	1,000	3.0979	+ .0000	3.0979	\$3,097.90	N/B	N/B	N/B
E85 Ethanol (Optional)	1,000	2.9165	N/B			+ .16475	3.08125	\$3,081.25
Grand Total					\$714,480.84			\$708,843.25
Minimum delivery qty.				200 gallons			250 gallons	
Volume, SE MI				200,000,000			40,000,000	
Terms				Net 30			net 30	
Split order charge				\$35.00			None	
Accept Purchasing Card				No			No	

No Tank Wagon Bids: Mansfield Oil & Petroleum Traders



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CITY OF STERLING HEIGHTS

BID TABULATION - NOVEMBER 1, 2011

**ITB-SH11-035 TRUCK TRANSPORT AND TANK WAGON
DELIVERIES OF UNLEADED GASOLINE AND DIESEL FUEL
TANK WAGON**

Item	Est Gal	Rack Avg	RKA Petroleum Companies			Michigan Fuels, Inc.		
			Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total
Unleaded Regular	47,500	2.6801	+ .1195	2.79960	\$132,981.00	+ .0700	2.7501	\$130,829.75
Unleaded Mid-Grade	40,000	2.7486	+ .1195	2.86810	\$114,724.00	N/B		
ULS Premium Diesel #2	22,500	3.2108	+ .1195	3.33030	\$74,931.75	+ .0700	3.2808	\$73,818.00
ULS Diesel #2	77,000	3.1721	+ .1195	3.29180	\$253,453.20	+ .0700	3.2421	\$249,641.70
ULS Diesel #2 - Dyed	39,500	3.1801	+ .1195	3.29960	\$130,334.20	+ .0700	3.2501	\$128,378.95
ULS Diesel #1 - Dyed	200	3.4282	+ .1975	3.62570	\$725.14	+ .0700	3.4982	\$699.64
Totals					\$707,149.29			\$583,168.04
Biodiesel B-5 (Optional)	1,000	3.1915	+ .1310	3.32250	\$3,322.50	N/B	N/B	N/B
Biodiesel B-10 (Optional)	1,000	3.2334	+ .1115	3.34490	\$3,344.90	N/B	N/B	N/B
Biodiesel B-20 (Optional)	1,000	3.0979	+ .0960	3.1939	\$3,193.90	N/B	N/B	N/B
E85 Ethanol (Optional)	1,000	2.9165	Avail on Req.			N/B	N/B	N/B
Grand Total					\$717,010.59			\$583,168.04
Minimum delivery qty.			150 gallons. If Under 150 gals. = \$100 charge			1,000 gallons		
Volume, SE MI			99,331,483			200,000,000 +		
Terms			Net 30-No Discount Net 15 = .005/gal discount			Net 30		
Split order charge			\$35.00			\$35.00		
Accept Purchasing Card			Yes - 3% Processing Fee			No		

No Tank Wagon Bids: Mansfield Oil & Petroleum Traders

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