



Interoffice Memorandum
May 31, 2017

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Bryan Lucas, Manager, Fleet Management Division
407-836-8202

SUBJECT: Award of Invitation for Bids Y17-1070-MV, Motor Fuels
Transport Deliveries

ACTION REQUESTED:

Approval to award Invitation for Bids Y17-1070-MV, Motor Fuels Transport Deliveries, to the low responsive and responsible bidder, Petroleum Traders Corporation for Lots 1, 2, 3, 4, and 5 in the estimated annual contract amount of \$9,837,410 for the provision and delivery of motor fuels to various governmental agencies in Central Florida for a 1-year term contract. Further request authorization for renewal by the Procurement Division for four additional 1-year terms.

PROCUREMENT:

Motor fuels are used throughout the County to power automobiles, trucks, fire rescue vehicles, heavy equipment, generators and other internal combustion engine driven equipment. In addition to Orange County, this cooperative contract will be used by other Central Florida entities, including Seminole County, the cities of Altamonte Springs, Sanford, Ocoee, Winter Park, Cocoa and the Orlando Utilities Commission. The total annual estimated amount of gasoline and diesel fuel that may be purchased under this contract for the nine entities, including Orange County, exceeds six million gallons.

Consolidating the requirements for these various entities under one solicitation should produce economies of scale based on the volume of fuel involved. The other entities will issue separate orders under the contracts for their requirements without the involvement of the county's Procurement Division.

FUNDING:

Funds are available in account numbers 5530 043 2035 4180, 5530 043 2035 4185, 5530 043 2035 4186 and 5530 043 2035 4187.

APPROVALS:

The Fleet Management and Business Development Divisions concur with this recommendation.

REMARKS:

Six bids were received in response to Invitation for Bids Y17-1070-MV, and were evaluated for responsiveness, responsibility and cost using a discount or markup on the Oil Price Information Service (OPIS) average price for the Taft terminal. Mansfield Oil Company of Gainesville, Inc. and RKA Petroleum were deemed non responsive for failing to meet specifications requirements. OPIS is a private petroleum reporting and database company providing daily site-specific wholesale pricing data to oil companies, distributors, traders, government and commercial purchasers of petroleum products. This approach is necessary because long-term fixed contract pricing is not suitable for this highly volatile commodity. Note however, that vendors provided a fixed discount or markup that will remain firm for the entire period of the contract. For all fuels, the discount or markup is subtracted from or added to the OPIS price. Taxes are then added to that price for a final purchase price per gallon.

This solicitation was issued with the County's option to award as an all-or-none contract or multiple lot-by-lot contract awards. Petroleum Traders Corporation was the lowest responsive and responsible bidder for all lots with the exception of lot 1. The option of awarding lot-by-lot resulted in a cost savings of only 0.2%, therefore it was determined that the best interest of the County is a single award, avoiding the administrative cost of administering multiple contracts. Administration of each fuel contract requires weekly and time-sensitive coordination between the County, the contractor, all entities utilizing this contract and the Oil Price Information Service.

The bid tabulation is attached.

BID TABULATION
Y17-1070-MV
MOTOR FUELS TRANSPORT DELIVERIES

LOT 1	DESCRIPTION		Palmdale Oil Company	Pro Energy, LLC.	Traders, Corporation	Indigo Energy Partners, LLC.	Mansfield Oil Company of Gainsville, Inc. - NON RESPONSIVE	RKA Petroleum Companies, Inc. - NON RESPONSIVE		\$2.60	PPG					
Item	Unleaded Gasoline	Gallons									Hypothetical OPIS Average					
1	87 Octane Gasoline, +7,000 gallo	1882964	\$0.0080	-\$0.0100	-\$0.0011	-\$0.0001	-\$0.0049	\$0.0363	\$2.6080	\$2.5900	\$ 4,876,876.76	\$2.5989	\$ 4,893,635.14	\$2.5999	4895518.104	
2	89 Octane Gasoline, +7,000 gallo	10000	-\$0.0015	-\$0.0150	-\$0.0016	-\$0.0890	-\$0.0106	\$0.0292	\$2.5985	\$2.5850	\$ 25,850.00	\$2.5984	\$ 25,984.00	\$2.5110	25110	
3	93 Octane Gasoline, +7000 gallor	1	-\$0.0112	-\$0.0400	-\$0.0241	-\$0.2507	-\$0.0483	\$0.0155	\$2.5888	\$2.5600	\$ 2.56	\$2.5759	\$ 2.58	\$2.3493	2.3493	
Item	Undyed and Dyed Diesel Fuel										\$ 4,902,729.32				\$ 4,920,630.45	
4	Diesel Fuel, +7,000 gallons	10000	\$0.0253	\$0.0050	\$0.0041	\$0.0045	\$0.0108	\$0.0379	\$2.6253	\$2.6050		\$2.6041	\$ 26,041.00			
5	Dyed Diesel Fuel, +7,000 gallons	1612000	\$0.0296	\$0.0100	\$0.0008	\$0.0134	\$0.0087	\$0.0348	\$2.6296	\$2.6100		\$2.6008	\$ 4,192,489.60			
Item	Ethanol															
6	E-85, +7,000 gallons	40000	\$0.0411	\$0.0500	-\$0.1134	\$0.0000	\$0.0937	\$0.0528	\$2.6411	\$2.6500		\$2.4866	\$ 99,464.00			
Item	Undyed and Dyed Biodiesel Fuel															
7	B-10 Diesel Fuel,+7,000 gallons	1	\$0.0472	\$0.0000	\$0.0332	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6332	\$ 2.63			
8	B-20 Diesel Fuel,+7,000 gallons	1	\$0.0472	\$0.0000	\$0.0332	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6332	\$ 2.63			
9	B-10 Dyed Diesel Fuel,+7,000 gall	1	\$0.0472	\$0.0000	\$0.0376	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6376	\$ 2.64			
10	B-20 Dyed Diesel Fuel,+7,000 gall	1	\$0.0472	\$0.0000	\$0.0376	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6376	\$ 2.64			
Item	Undyed and Dyed Biodiesel Fuel			Lines 7-10 No bid		Lines 7-10 No bid										
11	B-10 Diesel Fuel,+7,000 gallons	1	\$0.0472	\$0.0000	\$0.0332	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6332	\$ 2.63			
12	B-20 Diesel Fuel,+7,000 gallons	1	\$0.0472	\$0.0000	\$0.0332	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6332	\$ 2.63			
13	B-10 Dyed Diesel Fuel,+7,000 gall	1	\$0.0472	\$0.0000	\$0.0376	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6376	\$ 2.64			
14	B-20 Dyed Diesel Fuel,+7,000 gall	1	\$0.0472	\$0.0000	\$0.0376	\$0.0000	\$0.0702	\$0.0513	\$2.6472	\$2.6000		\$2.6376	\$ 2.64			
ALL BIDS ARE MARKUP FROM OPIS AVERAGE				Lines 11-14 No bid		Lines 11-14 No bid										
A - represents a discount from the OPIS													\$ 9,237,637.40	\$ 16,892.40	0.2%	
6	E-85, +7,000 gallons		\$0.0411	\$0.0500	-\$0.1134	\$0.0000	\$0.0937	\$0.0528	\$2.6411	\$2.6500		\$2.4866		\$0.0000		
									\$95,079.6000	\$95,400.0000		\$89,517.6000		\$0.0000		




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

May 22, 2017

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y17-1070-MV, Motor Fuels Transport Deliveries**

The Business Development Division evaluated the **4 bids** submitted for this project and found that **none** of the bidders are Orange County Certified Minority Women Business Enterprises. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

