#### **Bid Form** Section 4: Hampden County Metered Pump Truck

Each Section shall apply only to the Awarding Authorities listed in the Section.

#### OPTION 1 Daily New Haven Low Spot Market Price

| Vendors Margin and Overhead above the daily New Haven Low Spot Market price, as defined in Section A, item 9 of these bit | id |
|---|----|
| specifications, for delivered ULS Additive Premium Diesel Fuel:   |    |

\$ .1350 per Gallon (to 4 decimal places) **OPTION 2 Fixed Price Futures Program** Vendor's Margin and Overhead, as defined in Section A, Item 9 of these bid specifications, for delivered ULS Additive Premium Diesel Fuel: \$ . 1925 per Gallon (to 4 decimal places) FY 2018: January 2018 NYMEX closing price FY 2019: January 2019 NYMEX closing price \$ \_\_\_\_. 2\_400\_ per Gallon (to 4 decimal places) FY 2020: January 2020 NYMEX closing price Extra Kerosene (if requested) Certain Customers may require a blend of extra kerosene and diesel, this is the Margin and Overhead cost per gallon over the New Haven Low spot market price of kerosene, on the day of delivery, for this service. \$ \_2500 per Gallon (to 4 decimal places) Biodiesel Blend (if requested) Certain Customers may require a blend of biodiesel and diesel, this is the Margin and Overhead cost per gallon over the rack price of biodiesel, on the day of delivery, for this service. \$ . 2000 per Gallon (to 4 decimal places) I do hereby agree to supply and deliver ULS Additive Premium Diesel Fuel as specified: Name (Please Print):

## Diesel Fuel, Invitation for Bids

# Bid Form Section 4: Hampden County Metered Pump Truck

Each Section shall apply only to the Awarding Authorities listed in the Section.

## OPTION 1 Daily New Haven Low Spot Market Price

| Vendors Margin and Overhead above the daily New Haven Low Spot Market price, as defined in Section A, item 9 of these b | id |
|---|----|
| specifications, for delivered ULS Additive Premium Diesel Fuel:   |    |
|   |    |

| pecifications, for delivered ULS Additive Premium Diesel Fuel:  |   |
|---|---|
|   | \$1350 per Gallon (to 4 decimal places)                 |
| OPTION 2 Fixed Price Futures  | Program   |
| Vendor's Margin and Overhead, as defined in Section A, Item 9 of thes<br>im Diesel Fuel:  | e bid specifications, for delivered ULS Additive Premi- |
| FY 2018: January 2018 NYMEX closing price   | \$2550 per Gallon (to 4 decimal places)                 |
| FY 2019: January 2019 NYMEX closing price   | \$2650 per Gallon (to 4 decimal places)                 |
| FY 2020: January 2020 NYMEX closing price   | \$2750 per Gallon (to 4 decimal places)                 |
| Extra Kerosene (if requested) Certain Customers may require a bl<br>Overhead cost per gallon over the New Haven Low spot market price o   |   |
| Biodiesel Blend (if requested) Certain Customers may require a bread cost per gallon over the rack price of biodiesel, on the day of delivered to the cost per gallon over the rack price of biodiesel. |   |
|   | \$2800 per Gallon (to 4 decimal places)                 |
| do hereby agree to supply and deliver ULS Additive Prem   | ium Diesel Fuel as specified:                           |
| Signature: Jac Cete   | Date: _5/10/2017  |
| Name (Please Print):Joseph Cote   |   |
| Title: Chief Financial Officer  |   |
| Company: Dennis K. Burke, Inc.  |   |
| Address: 555 Constitution Drive City/State/Zi   | ip: Taunton, MA 02780                                   |
| Phone: 800-289-2875 Fax: 617-884-7638   | E-mail: joe.cote@burkeoil.com                           |

#### Bid Form Section 4: Hampden County Metered Pump Truck

Each Section shall apply only to the Awarding Authorities listed in the Section.

#### OPTION 1 Daily New Haven Low Spot Market Price

Vendors Margin and Overhead above the daily New Haven Low Spot Market price, as defined in Section A, item 9 of these bid

specifications, for delivered ULS Additive Premium Diesel Fuel: s . 1281 per Gallon (to 4 decimal places) **OPTION 2** Fixed Price Futures Program Vendor's Margin and Overhead, as defined in Section A, Item 9 of these bid specifications, for delivered ULS Additive Premium Diesel Fuel: s 2635 per Gallon (to 4 decimal places) FY 2018: January 2018 NYMEX closing price s \_\_2768 per Gallon (to 4 decimal places) FY 2019: January 2019 NYMEX closing price s 2900 per Gallon (to 4 decimal places) FY 2020: January 2020 NYMEX closing price Extra Kerosene (if requested) Certain Customers may require a blend of extra kerosene and diesel, this is the Margin and Overhead cost per gallon over the New Haven Low spot market price of kerosene, on the day of delivery, for this service. \$ 2481 per Gallon (to 4 decimal places) Biodiesel Blend (if requested) Certain Customers may require a blend of biodiesel and diesel, this is the Margin and Overhead cost per gallon over the rack price of biodiesel, on the day of delivery, for this service. s 2481 per Gallon (to 4 decimal places) I do hereby agree to supply/and deliver ULS Additive Premium Diesel Fuel as specified: Date: 5/8/17 Name (Please Print): rect. St \_\_\_\_\_\_ City/State/Zip: Strughton, MA 02072

Fax: 781-767-624/ E-mail: Ken, whallege dieseldirect. com



Santa Buckley Energy, Inc. P.O. Box 1141 Bridgeport, CT 06601-1141

P 800-800-4427 F 203-367-2412

Lower Pioneer Valley Educational Collaborative
Paul W. Schroeder
Manager, Energy Services
174 BRUSH HILL AVENUE, WEST SPRINGFIELD, MA 01089

Dear Paul,

Unfortunately, Santa Buckley Energy Inc. is withdrawing both the Diesel bid and the Unleaded Gasoline bid. As discussed, the calculations made on the fixed price portions of the bids were based on NYMEX's (RBOB & HO) monthly contracts. This was an oversite, and we will not be able to perform based on the January 2018 contract only.

Thank you for your consideration. We look forward to working with you and the Lower Pioneer Valley Educational Collaborative on future bids.

Sincerely,

Bryan O'Connor Petroleum Sales Manager

Santa

Santa Buckley Energy, Inc. 154 Admiral Street • Bridgeport, CT 06605 (O) 203-362-3332,1367 • (C) 203-260-7440 • (F) 203-367-2412

# Diesel Fuel, Invitation for Bids Attachment 3

## **CERTIFICATE OF NON-COLLUSION**

The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

(Signature of individual submitting bid or proposal)

(Name of Business)

#### Diesel Fuel, Invitation for Bids

#### Attachment 4

## TAX COMPLIANCE CERTIFICATION

Pursuant to M.G.L. Chapter 62C, § 49A, I certify under penalties of perjury that I have, to my best knowledge and belief, complied with the law of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

Social Security Number or Federal Identification Number

1-3450263

**Business or Corporate Name** 

Signature of Individual Corporate Officer (if applicable)



#### CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DDYYYYY) 3/9/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(les) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the

| Springfield                      | MA | 01105 | INSURER F:  |         |
|----------------------------------|----|-------|---|---------|
| 275 Albany Street                |    |       | INSURER E:  |         |
| Roberts Energy LLC               |    |       | INSURER D:  |         |
| Roberts Energy Group             |    |       | INSURER C Acadia Insurance Company                          | 31325   |
| INSURED                          |    |       | INSURER B MA Trade SIG/CoveRisk                             | 16608   |
| Northampton                      | MA | 01060 | INSURER A Philadelphia Insurance Company                    | 23850   |
|                                  |    |       | INSURER(S) AFFORDING COVERAGE                               | NAIC #  |
| 8 North King Street              |    |       | E-WARL ADDRESS: jrodrigue@webberandgrinnell.com             |         |
| Webber & Grinnell                |    |       | PHONE (A/C, No, Ext): (413) 586-0111 FAX (A/C, No); (413) 5 | 86-6481 |
| PRODUCER                         |    |       | CONTACT Jenna Rodrigue, CISR                                |         |
| Cordificate Holder III lied Of 3 |    |       |   |         |

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL, THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR        |       | TYPE OF INSURANCE                                 | ADDL S | UBR<br>WVD | POLICY NUMBER                                    | POLICY EFF<br>(MWDD/YYYY) | POLICY EXP<br>(MM/DD/YYYY) | LIMITS                                    |              |
|-------------|-------|---|--------|------------|--|---------------------------|----------------------------|---|--------------|
|             | X     | COMMERCIAL GENERAL LIABILITY                      |        |            |  |                           |                            |   | s 1,000,000  |
| A           |       | CLAIMS-MADE X OCCUR                               |        |            |  |                           |                            | DAMAGE TO RENTED PREMISES (Ea occurrence) | \$ 50,000    |
|             |       |   |        | i          | PHPK1566780                                      | 11/1/2016                 | 11/1/2017                  | MED EXP (Any one person)                  | s 5,000      |
|             |       |   |        |            |  |                           |                            | PERSONAL & ADV INJURY                     | s 1,000,000  |
|             | GEN   | NL AGGREGATE LIMIT APPLIES PER:                   |        |            |  |                           |                            | GENERAL AGGREGATE                         | \$ 2,000,000 |
|             | X     | POLICY PRO- LOC                                   |        |            |  |                           |                            | PRODUCTS - COMP/OP AGG                    | \$ 2,000,000 |
|             |       | OTHER:  |        |            |  |                           |                            |   | \$ 250,000   |
|             | AUI   | CMOBILE LIABILITY                                 |        |            |  | -                         |                            | COMBINED SINGLE LIMIT<br>(Ea accident)    | \$ 2,000,000 |
| A           |       | ANY AUTO  |        |            |  |                           |                            | BODILY INJURY (Per person)                | S            |
| ^ '         |       | ALL OWNED X SCHEDULED AUTOS                       |        |            | PHPK1566785                                      | 11/1/2016                 | 11/1/2017                  | BODILY INJURY (Per accident)              | \$           |
|             | X     | HIRED AUTOS X NON-OWNED AUTOS                     |        |            |  |                           |                            | PROPERTY DAMAGE (Per accident)            | \$           |
|             |       |   |        |            |  |                           |                            | Uninsured motorist 81 split limit         | \$ 250,000   |
|             | X     | UMBRELLA LIAB OCCUR                               |        |            |  |                           |                            | EACH OCCURRENCE                           | s 5,000,000  |
| A           |       | EXCESS LIAB CLAIMS-MADE                           |        |            |  |                           |                            | AGGREGATE                                 | \$ 5,000,000 |
|             |       | DED RETENTIONS                                    |        |            | PHUB560667                                       | 11/1/2016                 | 11/1/2017                  |   | \$           |
|             |       | RKERS COMPENSATION DEMPLOYERS' LIABILITY          |        |            |  |                           |                            | X PER OTH-                                |              |
|             | ANY   | PROPRIETOR/PARTNER/EXECUTIVE                      | N/A    |            |  |                           |                            | E.L. EACH ACCIDENT                        | \$ 500,000   |
| В           | (Mai  | ICER/MEMBER EXCLUDED? Indatory in NH)             | " ' "  |            | 021-004100198117                                 | 1/1/2017                  | 1/1/2018                   | E.L. DISEASE - EA EMPLOYEE                | \$ 500,000   |
|             | If ye | s, describe under<br>CRIPTION OF OPERATIONS below |        |            |  |                           |                            | E.L. DISEASE - POLICY LIMIT               | s 500,000    |
| С           | Tr    | ansportation                                      |        |            | CIM5276226                                       | 11/1/2016                 | 11/1/2017                  | Single Conveyance/\$30,000                | Deduct/1,000 |
|             |       |   |        |            |  |                           |                            |   |              |
| <del></del> | Щ.    |   |        |            | <del>'                                    </del> |                           | ·                          | L   |              |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Pioneer Valley Educational Collaborative is listed as Additional Insured with respects to General Liability as per the terms and conditions of the policy.

|   | CERTIFICATE HOLDER  | CANCELLATION   |
|---|---|--|
|   | Pioneer Valley Educational Collaborative<br>175 Brush Hill Avenue<br>West Springfield, MA 01089 | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. |
| l | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,  | AUTHORIZED REPRESENTATIVE  |
| l |   | I Podrigue CISB/IEB  |

# Attachment 5 BUSINESS REFERENCE FORM

| Did. Officadea Casonife   |
|---|
| The Bidder must provide 3 business references from Massachusetts based companies, schools, institutions or governments indicating their names, addresses, telephone numbers, contact persons, dates of service and annual volume of fuel service. The references will demonstrate that during at least the past five (5) years, the bidder has provided safe and efficient services for organizations which have needs that are similar to those of this cooperative. One reference will be from a former customer no longer buying diesel from the bidder. |
| Reference Name: LPVEC Contact: Paul Schroeder   |
| Address: 174 Brush Hill Am W. Stinffel MA Phone #: (413) 735-2200   |
|   |
| Fax: 413-735-2280 E-mail: paul@ijod.net   |
| Dates of Service: 5 + 45 Product Provided: GSoline, diese, Lating of  |
| Approximate Annual Volume:\ \ \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\   |
| Reference Name: FROG  Address: 12 01: ve St. S.; t(2, Greatista MA 6130) Phone #: (413) 774-3167  Fax: 413-774-3169 E-mail: 5:125 f fr cog. org  Dates of Service: 5t ys Product Provided: 9550 gallons   |
| Former Customer:  Reference Name: City of Warwick Contact: May La Fontsine  Address: 3275 Post Rd Warwick RI 02886 Phone #: (411) 738-2009  Fax: 401-738-2012 E-mail: Nary, la fontsine @ warwichii. com  Dates of Service: 4/17-cusent Product Provided: diese   |
| Approximate Annual Volume: gallons  |

#### Roberts Energy, Financial Narrative for LPVEC Bid

Roberts Energy is a Massachusetts based limited liability company, headquartered in Springfield, MA. The business was incorporated in August of 2016 and operational on November 1<sup>st</sup>, 2016. In late 2016, F.L. Roberts & Co., Inc. divested its retail assets including its gas stations, car washes, and Jiffy Lubes, in order to facilitate the retirement of its majority shareholder, Steven Roberts. Frank Roberts, greatgrandson of the founder, purchased the remaining wholesale, commercial fuel, and transportation businesses. The business was spun off into two entities: Roberts Energy, LLC a fuel supplier, and Brown Bear Transportation, LLC, a common carrier of motor fuels and heating fuels.

Roberts Energy, LLC currently supplies over 500 commercial customers in five states, including portions of the current LPVEC bid. The company is a shipper on the Jetline, a pipeline owned by Buckeye Pipeline, that ships fuel from New Haven harbor, up to its terminus at Westover ARB. The company also owns and manages a terminal in Springfield, MA, with storage capacity of 40,000 barrels, and distributes diesel fuel, dyed diesel fuel, heating oils, as well as kerosene, premium and winter blends of all products. It operates its own truck fleet with a combined 15 trucks, and 30 drivers (between the two entities).

The company maintains supply relationships with most major suppliers, and has a multitude of supply deals in place that include index deals, rack deals, spot purchases, and fixed forward contracts. Roberts Energy maintains its own commodities account with R.J. O'Brien for the specific purpose of hedging inventory that is in tank or in transit, and securing fixed-price forward contracts for its customers. The account is active and in good standing, and trading occurs on a daily basis.

From a financial standpoint, the company has very little debt. There is no senior term debt on the business, and the assets were purchased with a combination of equity from the principal and subordinated debt from the principal and other members of the Roberts Family. The company also secured, for a 3-year term, an asset-based line of credit with People's United Business Capital for \$5,000,000, and a \$500,000 line of credit for capital expenditures. The purpose of the credit line is to finance the working capital and inventory required to run a commodity-based business of its size, and People's United was selected as the lender for the experience and expertise in financing similar businesses.

While no full year results are available, the wholesale division within F.L. Roberts earned approximately \$2,000,000 of EBITDA in 2015 and 2016, and the company expects to continue those results in 2017. The company employs 40 people, and anticipates selling 75 million gallons in 2017.

788



Diesel Fuel Invitation for Bids Dated April 24, 2017 Addendum 1 May 5, 2017

- 1. Page 7, section A, Contract, ¶ 3, Fuel Specifications: Winter Requirements: Cloud Point should read 15°F
- 2. Page 8, ¶ 5 Spillage: add the following, "Spillage caused by the actions or omissions of the Customer or its agents are the responsibility of the Customer."
- 3. Page 9, ¶ 9 Determination of Pricing: a. Option 1. The words ULSD Premium shall be replaced with ULS Diesel. (NOTE that this changes the posting in the oil price daily that we will use in this bid so this will change your margins.)

Please sign the acknowledgment form below. Enclose it with your bid submission.

I acknowledge the receipt of Addendum 1 to the LPVEC Diesel Fuel bid:

Signature

Date:

Jama (Plages Print)

Company

People's United Bank

Date 05/10/2017

**Cashier's Check** 

8771387 4610S-A136AJB

**CASHIER'S CHECK** 

Notice to Customers: The purchase of an indemnity bond may be required before this check will be replaced or refunded in the event it is fost, misplaced or stolen.

#8??138?# #221172186# #17000295#

Member FDIC CK-002

To the Order of

\*LOWER PIONEER VALLEY EDUCATION COLLABORATIVE\*

ONE THOUSAND DOLLARS AND ZERO CENTS

\$\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*