



**Calvert County  
Public Schools**

Daniel D. Curry, Ed.D.  
Superintendent of Schools

1305 Dares Beach Road  
Prince Frederick, MD 20678  
Telephone: (443) 550-8000  
FAX: (410) 286-1358  
[www.calvertcounty.education](http://www.calvertcounty.education)

---

**MEMORANDUM**

TO: Board of Education of Calvert County  
VIA: Thomas Powers, Director of School Facilities  
FROM: Kevin Michael, Director of Procurement and Resource Management  
DATE: April 6, 2017  
SUBJ: Awarding of the Contract for Vehicle Fuel and Heating Oil (ITB#SMCPC-0317)

---

In February 2017, Calvert County Public Schools issued a cooperative Invitation to Bid for vehicle fuel and heating oil on behalf of the Southern Maryland Cooperative Purchasing Committee (SMCPC). SMCPC includes the governmental agencies and public school systems for the three Southern Maryland counties.

In large part, the cost of vehicle and heating fuels is based on the Oil Price Index Service (OPIS) list price at the Baltimore, MD terminal. The purpose of this ITB was to solicit proposals from experienced and qualified bidders to supply and deliver vehicle and heating fuels.

Proposals were accepted up to the 2:00 p.m. deadline on March 23, 2017. Eight (8) vendors submitted proposals. A copy of the bid tabulation is attached.

For CCPS, the identified funding source for this purchase contract is through local funding.

**RECOMMENDATION:**

Award the contract for the purchase of vehicle fuels and heating oil to the low, responsive/responsible bidder, PAPCO, Inc., 2 New Road, Suite 311, Aston, PA 19014.

Each SMCPC entity provided written documentation indicating its concurrence with the recommended contract award for vehicle fuel and heating oil. If approved, each SMCPC entity will issue its own notice of award signifying interest to participate in this contract.

**SUPERINTENDENT'S RECOMMENDATION:**

Recommend approval.

Daniel D. Curry, Ed.D.  
Superintendent of Schools

Bid Tabulation  
Vehicle Fuel & Heating Oil  
ITB #SMCPC-0317

Spreadsheet for: Vehicle & Heating Fuel Bid Opening Date: March 23, 2017, 2:00 PM EDT Board Room				James River Petroleum Co.		IPC USA		Mansfield Oil		
Item #	Description	UOM	Estimated Annual Usage	Bid Submission		Bid Submission		Bid Submission		
Atch 1	Bid Submission Form	N/A	N/A	✓		✓		✓		
Atch 2	Business Relationship Affidavit	N/A	N/A	✓		✓		✓		
Atch 3	Spec., Pricing & Delivery Info Sheet	N/A	N/A	✓		✓		✓		
Atch 4	Subcontractors	N/A	N/A	✓		✓		✓		
Atch 5	References	N/A	N/A	✓		✓		✓		
Addendum	Acknowledgement of Addendum 1	N/A	N/A	✓		✓		✓		
				Escalator Price (per gallon)	Estimated Annual Escalator Cost	Escalator Price (per gallon)	Estimated Annual Escalator Cost	Escalator Price (per gallon)	Estimated Annual Escalator Cost	
Item 1	Unleaded (87 Octane) RFG Ethanol 10%	DOL	1,453,919	\$0.0109	\$15,847.7171	\$0.0165	\$23,989.6635	\$0.0269	\$39,110.4211	
Item 2	#2 Ultra Low Sulfur Distillate (Clear Ultra Low Sulfur Diesel)	DOL	289,803	\$0.0609	\$17,649.0027	\$0.0690	\$19,996.4070	\$0.0428	\$12,403.5684	
Item 3	Premium Ultra Low Sulfur Distillate (Premium Clear Ultra Low Sulfur Diesel)	DOL	260,100	\$0.0710	\$18,467.1000	\$0.0840	\$21,848.4000	\$0.1455	\$37,844.5500	
Item 4	#2 Ultra Low Sulfur Red Dye Distillate (Dyed Ultra Low Sulfur Diesel (Off Road))	DOL	78,862	\$0.2500	\$19,715.5000	\$0.3498	\$27,585.9276	\$0.2502	\$19,731.2724	
Item 5	#2 Heating Oil Distillate	DOL	1,915,086	\$0.0650	\$124,480.5900	\$0.0679	\$130,034.3394	\$0.0788	\$150,908.7768	
<b>Total</b>						<b>\$196,159.9098</b>		<b>\$223,454.7375</b>		<b>\$259,998.5887</b>

Bid Tabulation  
Vehicle Fuel & Heating Oil  
ITB #SMCPC-0317

Spreadsheet for: Vehicle & Heating Fuel Bid Opening Date: March 23, 2017, 2:00 PM EDT Board Room				PAPCO, Inc.		Petroleum Traders Corporation		RKA Petroleum Companies, Inc.	
Item #	Description	UOM	Estimated Annual Usage	Bid Submission		Bid Submission		Bid Submission	
Atch 1	Bid Submission Form	N/A	N/A	✓		✓		✓	
Atch 2	Business Relationship Affidavit	N/A	N/A	✓		✓		✓	
Atch 3	Spec., Pricing & Delivery Info Sheet	N/A	N/A	✓		✓		✓	
Atch 4	Subcontractors	N/A	N/A	✓		✓		✓	
Atch 5	References	N/A	N/A	✓		✓		✓	
Addendum	Acknowledgement of Addendum 1	N/A	N/A	✓		✓		✓	
				Escalator Price (per gallon)	Estimated Annual Escalator Cost	Escalator Price (per gallon)	Estimated Annual Escalator Cost	Escalator Price (per gallon)	Estimated Annual Escalator Cost
Item 1	Unleaded (87 Octane) RFG Ethanol 10%	DOL	1,453,919	-\$0.0004	-\$581.5676	\$0.0061	\$8,868.9059	\$0.0293	\$42,599.8267
Item 2	#2 Ultra Low Sulfur Distillate (Clear Ultra Low Sulfur Diesel)	DOL	289,803	\$0.0427	\$12,374.5881	\$0.0944	\$27,357.4032	\$0.0689	\$19,967.4267
Item 3	Premium Ultra Low Sulfur Distillate (Premium Clear Ultra Low Sulfur Diesel)	DOL	260,100	\$0.0817	\$21,250.1700	\$0.0432	\$11,236.3200	\$0.0764	\$19,871.6400
Item 4	#2 Ultra Low Sulfur Red Dye Distillate (Dyed Ultra Low Sulfur Diesel (Off Road))	DOL	78,862	\$0.2736	\$21,576.6432	\$0.5942	\$46,859.8004	\$0.2803	\$22,105.0186
Item 5	#2 Heating Oil Distillate	DOL	1,915,086	\$0.0412	\$78,901.5432	\$0.1066	\$204,148.1676		\$0.0000
<b>Total</b>					<b>\$133,521.3769</b>		<b>\$298,470.5971</b>		<b>\$104,543.9120</b>

Bid Tabulation  
Vehicle Fuel & Heating Oil  
ITB #SMCPC-0317

Spreadsheet for: Vehicle & Heating Fuel Bid Opening Date: March 23, 2017, 2:00 PM EDT Board Room				Southern Maryland Oil		Truman Arnold Companies	
Item #	Description	UOM	Estimated Annual Usage	Bid Submission		Bid Submission	
Atch 1	Bid Submission Form	N/A	N/A	✓		✓	
Atch 2	Business Relationship Affidavit	N/A	N/A	✓		✓	
Atch 3	Spec., Pricing & Delivery Info Sheet	N/A	N/A	✓		✓	
Atch 4	Subcontractors	N/A	N/A	✓		✓	
Atch 5	References	N/A	N/A	✓		✓	
Addendum	Acknowledgement of Addendum 1	N/A	N/A	✓		✓	
				Escalator Price (per gallon)	Estimated Annual Escalator Cost	Escalator Price (per gallon)	Estimated Annual Escalator Cost
Item 1	Unleaded (87 Octane) RFG Ethanol 10%	DOL	1,453,919	\$0.0390	\$56,702.8410	\$0.0129	\$18,755.5551
Item 2	#2 Ultra Low Sulfur Distillate (Clear Ultra Low Sulfur Diesel)	DOL	289,803	\$0.0680	\$19,706.6040		\$0.0000
Item 3	Premium Ultra Low Sulfur Distillate (Premium Clear Ultra Low Sulfur Diesel)	DOL	260,100	\$0.0790	\$20,547.9000		\$0.0000
Item 4	#2 Ultra Low Sulfur Red Dye Distillate (Dyed Ultra Low Sulfur Diesel (Off Road))	DOL	78,862	\$0.2910	\$22,948.8420		\$0.0000
Item 5	#2 Heating Oil Distillate	DOL	1,915,086	\$0.0849	\$162,590.8014	\$0.0650	\$124,480.5900
<b>Total</b>					<b>\$282,496.9884</b>		<b>\$143,236.1451</b>