



Street / Sanitation / Recycling
 705 South River Road
 West Lafayette, IN 47906
 Phone: (765) 775-5242

February 28, 2013

TO: Mayor Dennis and Board of Works Members
 FROM: David A. Downey, Street Commissioner
 RE: 2013 Fuel Bid Acceptance

On February 12, 2013, the City received bids for the City's fuel supply. We received bids from Ceres Solutions, LLP; Co-Alliance, LLP and Newton Oil Company.

Cost Above Rack Rate

Ceres Solutions	\$0.0165	\$0.0185 for premium w/winter pack
Newton Oil	\$0.20	
Co-Alliance	\$0.29	

We asked for three types of fuel including gasoline, diesel and premium diesel. Newton Oil did not state a price for premium diesel.

Ceres Solutions used a rack rate from the Jolietville Terminal on February 11, 2013. Co-Alliance used a rack rate from the Jolietville Terminal on February 8, 2013. Newton Oil did not provide a sheet disclosing where their rack rate was from or what date. Please see the attached Fuel Bid Comparison (sheets 2 & 3).

It is recommended that the city continue with the current supplier, Ceres Solutions. When both gasoline and diesel (regular) are totaled; either in actual gallons used in 2011 and 2012, or by the quantities estimated; Ceres Solutions is the lowest bid when based upon the same rack rate. They also have the lowest overhead cost of \$0.0165.

Your approval would be greatly appreciated.

COMPARISON USING THE SAME RACK RATE FOR EACH PRODUCT

Co-Alliance		Newton Oil		Ceres	
Unleaded Gas	\$ 2.940	\$ 2.940		\$ 2.940	
Transport Fee	\$ 0.040	\$ 0.20		0.165	
Driver	\$ 0.250				
	<u>\$ 3.230</u>	<u>\$ 3.140</u>		<u>\$ 3.105</u>	
					With Winter Pack
Diesel Premium	\$ 3.460			\$ 3.460	\$ 3.460
Transport Fee	\$ 0.040			0.165	0.165
Winter Add pack	\$ -				0.02
Driver	\$ 0.250				
	<u>\$ 3.750</u>			<u>\$ 3.625</u>	<u>\$ 3.645</u>
Diesel Reg.	\$ 3.410	\$ 3.410		\$ 3.410	
Transport Fee	\$ 0.040	\$ 0.20		0.165	
Driver	\$ 0.250				
	<u>\$ 3.700</u>	<u>\$ 3.610</u>		<u>\$ 3.575</u>	
2011 Actual Gallons					
61,221.2 gal. Unleaded	\$ 197,744.476	\$ 192,234.568		\$ 190,091.826	
34,543.0 gal. Diesel	\$ 127,809.100	\$ 124,700.230		\$ 123,491.225	
	<u>\$ 325,553.576</u>	<u>\$ 316,934.798</u>		<u>\$ 313,583.051</u>	
2012 Actual Gallons					
59,081.7 gal. Unleaded	\$ 190,833.891	\$ 185,516.538		\$ 183,448.679	
34,971.4 gal. Diesel (Reg.)	\$ 129,394.180	\$ 126,246.754		\$ 125,022.755	
	<u>\$ 320,228.071</u>	<u>\$ 311,763.292</u>		<u>\$ 308,471.434</u>	
70,000 gal. Unleaded	\$ 226,100.000	\$ 219,800.000		\$ 217,350.000	
40,000 gal. Diesel (Reg.)	\$ 148,000.000	\$ 144,400.000		\$ 143,000.000	
	<u>\$ 374,100.000</u>	<u>\$ 364,200.000</u>		<u>\$ 360,350.000</u>	

COMPARISON WITH ACTUAL RACK RATE BID FOR EACH PRODUCT

Co-Alliance		Newton Oil		Ceres	
Unleaded Gas	\$ 2.940		\$ 2.937		\$ 2.8909
Transport Fee	\$ 0.040		\$ 0.20		\$ 0.165
Driver	\$ 0.250		\$ -		\$ -
	<u>\$ 3.230</u>		<u>\$ 3.137</u>		<u>\$ 3.0559</u>
					With Winter Pack
Diesel Premium	\$ 3.460			\$ 3.4492	\$ 3.4492
Transport Fee	\$ 0.040			\$ 0.165	\$ 0.165
Winter Add Pack	\$ -				\$ 0.02
Driver	\$ 0.250			\$ -	
	<u>\$ 3.750</u>			<u>\$ 3.6142</u>	<u>\$ 3.6342</u>
Diesel Reg.	\$ 3.410		\$ 3.287		\$ 3.4042
Transport Fee	\$ 0.040		\$ 0.20		\$ 0.165
Driver	\$ 0.250		\$ -		\$ -
	<u>\$ 3.700</u>		<u>\$ 3.487</u>		<u>\$ 3.5692</u>
2011 Actual Gallons					
61,221.2 gal. Unleaded	\$ 197,744.476		\$ 192,050.904		\$ 187,085.865
34,543.0 gal. Diesel(Reg)	\$ 127,809.100		\$ 120,451.441		\$ 123,290.876
	<u>\$ 325,553.576</u>		<u>\$ 312,502.345</u>		<u>\$ 310,376.741</u>
2012 Actual Gallons					
59,081.7 gal. Unleaded	\$ 190,833.891		\$ 185,339.293		\$ 180,547.767
34,971.4 gal. Diesel (Reg)	\$ 129,394.180		\$ 121,945.272		\$ 124,819.921
	<u>\$ 320,228.071</u>		<u>\$ 307,284.565</u>		<u>\$ 305,367.688</u>
70,000 gal. Unleaded	\$ 226,100.000		\$ 219,590.000		\$ 213,913.000
40,000 gal. Diesel (Reg)	\$ 148,000.000		\$ 139,480.000		\$ 142,768.000
	<u>\$ 374,100.000</u>		<u>\$ 359,070.000</u>		<u>\$ 356,681.000</u>
					With Winter Pack
70,000 gal. Unleaded	\$ 226,100.000			\$ 213,913.000	\$ 213,913.000
40,000 gal. Diesel (Prem.)	\$ 150,000.000			\$ 144,568.000	\$ 145,368.000
	<u>\$ 376,100.000</u>			<u>\$ 358,481.000</u>	<u>\$ 359,281.000</u>