



Cecil County Board of Education  
Elkton, Maryland

### Agenda Item Details

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Meeting	Sep 12, 2016 - Cecil County Board of Education Meeting
Category	5. New Business
Subject	5.13 Fuel Oil, #2 Heating Type
Access	Public
Type	Action
Recommended Action	Superintendent's Recommendation: I recommend that the Board of Education of Cecil County approve the award in CCPS Bid #17-03: Fuel Oil, #2 Heating Type to the lowest responsive/responsible bidder meeting specifications for check/ACH payment, Aero Energy of New Oxford, PA for the fluctuating OPIS daily price plus the tankwagon delivery price of \$.1125 (per gallon) and the transport delivery price of \$.0435 (per gallon) for an estimated annual amount of \$540,226.

### Public Content

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Bids were opened in the Education Services Conference Room of Cecil County Public Schools on September 6, 2016, at 1:00 p.m. for the CCPS Bid #17-03: Fuel Oil, #2 Heating Type. The Notice to Bidders was posted on the eMaryland Marketplace bidding board August 15, 2016. The notice was also posted on the CCPS website, the Cecil County Chamber of Commerce website, and e-mailed/faxed to various vendors.

Bids were received from the following:

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| 1. Petroleum Traders Corporation –<br>Fort Wayne, IN | 5. Mansfield Oil Company of Gainesville, Inc. –<br>Gainesville, GA |
| 2. Bay Oil Inc. –<br>Havre de Grace, MD              | 6. Southern States Coop. Inc. –<br>Elkton, MD                      |
| 3. Papco, Inc. –<br>Aston, PA                        | 7. Superior Plus Energy Services, Inc. –<br>Aston, PA              |
| 4. Aero Energy –<br>New Oxford, PA                   |  |

Persons in attendance at the bid opening were:

1. Pete Mazurak –  
Papco, Inc.
2. Dennis Rodier –  
Express Employment Professionals
3. Rick Raulie –  
Cecil County Public Schools
4. Christina Klein –  
Cecil County Public Schools

A copy of the bid tabulation is attached. Also attached is a memorandum from Mr. Richard Raulie describing this bid. The Fuel Oil, #2 Heating Type will be purchased through FY17 local budgeted funds.

[17\\_03\\_Fuel\\_Oil\\_Superintendent\\_Memo.pdf \(26 KB\)](#)

[Bid\\_17\\_03\\_Fuel\\_Oil\\_Heating\\_Type\\_Bid\\_Board\\_Tab.pdf \(14 KB\)](#)

## **Administrative Content**

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### **Motion & Voting**

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Superintendent's Recommendation: I recommend that the Board of Education of Cecil County approve the award in CCPS Bid #17-03: Fuel Oil, #2 Heating Type to the lowest responsive/responsible bidder meeting specifications for check/ACH payment, Aero Energy of New Oxford, PA for the fluctuating OPIS daily price plus the tankwagon delivery price of \$.1125 (per gallon) and the transport delivery price of \$.0435 (per gallon) for an estimated annual amount of \$540,226.

Motion by Wendy A Wintersgill, second by William H Malesh.

Final Resolution: Motion Passes

Aye: Dawn K Branch, Wendy A Wintersgill, William H Malesh, William C Manlove, Harriet M Starr

**Cecil County Public Schools**  
**CCPS Bid #17-03: Fuel Oil, #2 Heating Type**  
**Bid Tabulation**  
**September 6, 2016 @ 1:00 PM, ET/Local Time**

These specifications are intended to cover the delivery requirements of #2 heating fuel oil on a per gallon basis. The Contractor shall furnish the fuel oil called for in the bid form, to one or more tanks, at multiple sites throughout Cecil County, Maryland.

<i>Bidder</i>	Tankwagon Delivery						Transport Delivery					
	OPIS Posted Average: August 29, 2016	Delivery Cost P-Card	Total	Estimated Gallons	Annual Cost	Grand Total Tankwagon and Transport: P- Card	OPIS Posted Average- August 29, 2016	Delivery Cost Check/ACH	Total	Estimated Gallons	Annual Cost	Grand Total Tankwagon and Transport: Check/ACH
<b><i>Tankwagon Delivery</i></b>												
Aero Energy	\$1.43120	+ \$0.1375	= \$1.5687	X 166,654	= \$261,430	\$549,190	\$1.43120	+ <b>\$0.1125</b>	= \$1.5437	X 166,654	= <b>\$257,264</b>	* <b>\$540,226</b>
Bay Oil Inc.	\$1.43120	+ \$0.2114	= \$1.6426	X 166,654	= \$273,746	\$569,890	\$1.43120	+ \$0.1490	= \$1.5802	X 166,654	= \$263,347	\$552,315
Mansfield Oil Company of Gainesville, Inc.	\$1.43120	+ NO BID	=	X 166,654	=	NO BID	\$1.43120	+ \$0.3930	= \$1.8242	X 166,654	= \$304,010	\$594,456
Papco, Inc.	\$1.43120	+ \$0.2412	= \$1.6724	X 166,654	= \$278,712	\$579,040	\$1.43120	+ \$0.1750	= \$1.6062	X 166,654	= \$267,680	\$556,072
Petroleum Traders Corporation	\$1.43120	+ \$0.3516	= \$1.7828	X 166,654	= \$297,111	\$608,068	\$1.43120	+ \$0.2416	= \$1.6728	X 166,654	= \$278,779	\$568,630
Southern States Coop. Inc.	\$1.43120	+ \$0.1886	= \$1.6198	X 166,654	= \$269,946	\$566,474	\$1.43120	+ \$0.1568	= \$1.5880	X 166,654	= \$264,647	\$555,361
Superior Plus Energy Services, Inc.	\$1.43120	+ NO BID	=	X 166,654	=	NO BID	\$1.43120	+ \$0.1409	= \$1.5721	X 166,654	= \$261,997	\$550,927
<b><i>Transport Delivery</i></b>												
Aero Energy	\$1.43120	+ \$0.0685	= \$1.4997	X 191,878	= \$287,759		\$1.43120	+ <b>\$0.0435</b>	= \$1.4747	X 191,878	= <b>\$282,962</b>	*
Bay Oil Inc.	\$1.43120	+ \$0.1122	= \$1.5434	X 191,878	= \$296,145		\$1.43120	+ \$0.0748	= \$1.5060	X 191,878	= \$288,968	
Mansfield Oil Company of Gainesville, Inc.	\$1.43120	+ NO BID	=	X 191,878	=	NO BID	\$1.43120	+ \$0.0825	= \$1.5137	X 191,878	= \$290,446	
Papco, Inc.	\$1.43120	+ \$0.1340	= \$1.5652	X 191,878	= \$300,327		\$1.43120	+ \$0.0718	= \$1.5030	X 191,878	= \$288,393	
Petroleum Traders Corporation	\$1.43120	+ \$0.1894	= \$1.6206	X 191,878	= \$310,957		\$1.43120	+ \$0.0794	= \$1.5106	X 191,878	= \$289,851	
Southern States Coop. Inc.	\$1.43120	+ \$0.1142	= \$1.5454	X 191,878	= \$296,528		\$1.43120	+ \$0.0839	= \$1.5151	X 191,878	= \$290,714	
Superior Plus Energy Services, Inc.	\$1.43120	+ NO BID	=	X 191,878	=	NO BID	\$1.43120	+ \$0.0746	= \$1.5058	X 191,878	= \$288,930	

\*Lowest Responsive/Responsible Bidder Meeting Specifications.



*“Building a  
Foundation for  
Lifelong  
Learning”*

## CECIL COUNTY PUBLIC SCHOOLS DEPARTMENT OF BUSINESS SERVICES

GEORGE WASHINGTON CARVER EDUCATION LEADERSHIP CENTER  
201 BOOTH STREET • ELKTON, MD 21921

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D’Ette W. Devine, Ed.D.  
*Superintendent of Schools*

Dawn K. Branch  
*President, Board of Education*

### MEMORANDUM

TO: D’Ette W. Devine, Ed.D., Superintendent of Schools

FROM: Richard G. Raulie, CPPO, C.P.M., Purchasing Manager

DATE: September 12, 2016

SUBJECT: **CCPS BID #17-03: FUEL OIL, #2 HEATING TYPE**

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The purpose of this memorandum is to provide additional information for the award of CCPS Bid #17-03: Fuel Oil, #2 Heating Type.

On September 6, 2016, competitive sealed bids were opened for the purchase and delivery of heating oil for the school heating systems as required. Bid submittals were received from seven (7) bidders providing unit pricing based upon an aggregate estimated annual consumption at school sites using this type of fuel. The lowest responsive/responsible bidder, Mid-Atlantic Cooperative Solutions, Inc., doing business as, Aero Energy, is recommended for the award of contract for the purchase and delivery of fuel oil. Payments to the award bidder will be made by check/ACH, an efficient payment method and the least costly purchase option.

The initial one-year contract period will begin immediately if approved by the Cecil County Board of Education. At the conclusion of the initial term this contract may be renewed, if it serves the best interests of CCPS, for up to four (4) additional one-year periods at the same delivery rates as the initial contract period pending satisfactory pricing, product quality and service. Unit prices, excluding transportation and delivery services, are determined by the posted OPIS average price per gallon using the specified index.

It is recommended that Aero Energy of New Oxford, PA be accepted as award bidder for the fluctuating OPIS daily price plus the tankwagon delivery price of \$.1125 (per gallon) and the transport delivery price of \$.0435 (per gallon) for an estimated annual amount of \$540,226.