



## Guilford County Emergency Services

DATE: September 26, 2024

TO: Guilford County Purchasing Director

FROM: Jim Albright, Emergency Services Director

RE: Award Recommendation for Bid Event No. 20181- Gasoline and Diesel Fuel

There were five written proposals received by August 27, 2024 in response to the above-referenced bid event. In order to assess each company fairly, members of the evaluation committee reviewed and scored each proposal independently based on the RFP criteria and Purchasing did a bid tabulation for review.

Proposals were received from the following companies: Executive Service Contractors LLC, Gas Town, OA Gregory Inc, Quality Oil Company Inc, and Unciop LLC

After extensive review, it was decided to split the bid award.

Gas Town submitted a proposal in the amount of \$0.09 per gallon above daily OPIC/Rack pricing for a 2,500 gallon delivery for gasoline and on-road diesel fuel. Selection was based on:

- Nature of business
- Most cost-effective bid amount (submitted lowest bid amount)

Quality Oil Company, Inc. submitted a proposal in the amount of \$0.55 above daily OPIC/Rack pricing for a delivery for off-road diesel fuel. The selection was based on:

- Nature of business
- Most cost-effective bid amount (submitted lowest bid amount)

The other bidders submitted proposals that did not follow the requested bidding criteria for daily OPIC/rack pricing + a supplier mark-up for delivery calculated as a “per gallon” price. As such it was difficult to determine their basis of pricing, and all prices appeared higher than the two lowest responsive and responsible bidders. Therefore, it was determined that the remaining bidders were not awarded because:

- The quote is substantially more than the company selected
- We can receive quality services for a lessor quote.



## Guilford County Emergency Services

### **Recommendations:**

After reviewing the proposals, the evaluation committee recommend that we split the award with two different vendors:

Gas Town for on-road diesel and gasoline at \$0.09 per gallon above OPIC Pricing with a total annual amount of \$530,000. The initial contract for both vendors will be one (1) year with the option to renew for four (4) additional one (1) year renewals for a total contract period of up to five (5) years.

Quality Oil Company, Inc for off-road Diesel for generator sites at \$0.55 per gallon above OPIC Pricing with a total expenditure of \$4,000. The initial contract for both vendors will be one (1) year with the option to renew for four (4) additional one (1) year renewals for a total contract period of up to five (5) years.