

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Propane Fuel and Related Services – ESC Region 19 Allied States Cooperative
RFP NUMBER: 15-7110
RFP OPENING DATE: March 3, 2015
CONTRACT TERM: Date of award until April 30, 2016 with an option to extend a period of one (1) year with an option to renew annually for an additional four (4) years
(Extended by Region 19 until April 30, 2017)
(Extended by Region 19 until April 30, 2018)
(Extended by Region 19 until April 30, 2019)
(Extended by Region 19 until April 30, 2020)
FUNDING SOURCE: Various
RFP's ISSUED: 23
RESPONSES: 1
ADVERTISEMENT DATES: Washington Post & El Paso Times February 14 and February 21, 2015
BOARD MEETING DATE: May 21, 2015
RECOMMENDED FOR AWARD **AmeriGas Propane, L.P.**
TOTAL (estimated) **\$2,000,000.00 / year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members to utilize the propane gas Services identified in this solicitation. The vendor being recommended for award scored 93 out of a possible 100 utilizing 60% Pricing from BPN Weekly Newsletter fixed margins by area, 30% Vendor's References checks and 10% Documentation provided for turnkey transactions any other factors determined to be in the best interest of ESC Region 19 Allied States Cooperative members, as they apply to the requested services under this contract. AmeriGas agrees to furnish each member with an electronic copy of the BPN Weekly Newsletter posting as of Thursday of each week for confirmation on pricing to be invoiced.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

Contact Information:

AmeriGas Propane, L.P.
Dawn Stevenson
460 N. Gulph Road
King of Prussia, PA 19406
610-304-1620
Fax: 610-768-7694
dawn.stevenson@amerigas.com / www.amerigas.com

Has vendor provided most current BPN newsletter with its submittal? **On File**

Has vendor provided its fixed margin price over BPN market or markets for Pickup by ESC-R19 members?

Listed in award summary

Has vendor provided its fixed margin price over BPM market or markets for Delivery to ESC-R19 members for turnkey delivery?

Listed in award summary

For different markets, has vendor provided spreadsheets for fixed margins and BPN market pricing? **On File**

Has vendor provided a market by market cost for hourly technicians for services? **Listed in award summary**

Has vendor provided the discount and list of manufacturers along with discounts from MSRP for purchases during the contract period? ESC R19 understands that equipment and parts MSRP will change during the contract period and the current price list will be used when pricing.

Listed in award summary

AmeriGas Bid Exceptions: ASC and ASC members reserve the right to require additional insurance should ASC or the ASC member deem additional insurance necessary, in their sole discretion.

- Products – Completed Operations Aggregate Limit \$1,000,000.00 per Job Aggregate.
\$1,000,000.00 Personal and Advertising Injury Limit.

Our General Liability policy does not have per project aggregates. The policy aggregate is \$5,000,000.00 general aggregate and \$5,000,000.00 Products/Completed Operations Aggregate. Normally, per job or per project aggregates apply to the general aggregate only when allowed on the policy. We can consider adding in limits for the excess liability.

<u>Delivery Type</u>	<u>Vendor Owned Tank Turnkey Delivery Margin</u>	<u>Agency Owned Tank Turnkey Delivery Margin</u>	<u>Pickup Margin</u>
Bulk	0.48	0.39	N/A
Cylinder (no 20#)	0.65	0.57	0.50
Transport	0.395	0.235	N/A
Mobile Fueling	0.85	0.85	0.85

<u>Region</u>	<u>BPN Terminal Point</u>	<u>States</u>	<u>Hourly Technician Rate</u>
Texas	Mt. Belvieu	Texas	\$99.00
Northeast	Selkirk, NY	New England (except ME), PA, NJ, MD, DE, VA, W. VA, KY, OH, IN, MI	\$99.00
Southeast	Apex, NC	AR, TN, NC, SC, GA, AL, MS, LA, FL	\$99.00
Midwest	Cenex-Lemont, IL	WI, IL, MN, IA, MO, ND, SD, NE, KS	\$99.00
Southwest	Enterprise-Hobbs, NM	CO, UT, AZ, NM, OK	\$99.00

<u>Manufacturers</u>	<u>Equipment Type</u>	<u>Discount</u>
Trinity	Tanks	15%
Quality Steel	Tanks	15%
Worthington	Cylinders	15%
Manchester	Cylinders	15%
SBI	Cylinders	15%

States Covered: Arizona, Arkansas, Alabama, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming

Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(April 15, 2015)
(March 31, 2016)
(March 9, 2017)
(March 20, 2018)
(February 22, 2019)