



Awarded  
8/22/16

8/8/2016

Town of Deerfield  
8 Raymond Rd  
Deerfield, NH, 03037

Thank you for the opportunity to bid on your fuel requirements. Listed below is the variable price that Irving Energy is able to offer to the Town of Deerfield commencing on September 1, 2016 through to August 31, 2017. Please reach out to me if you have any questions on this bid.

**Variable Diesel - \$1.56/gallon**

Please note the following criteria and details around our submittal:

- 1) At this time a fixed price is not available for diesel fuel. Irving's offer is for a variable price. The variable rate quoted for Diesel is based over the Irving Commercial rack. The rack reference will fluctuate daily with the market but the mark up over rack of \$0.081 would not change during the term of the contract
- 2) Please note the following fees are not included in the quoted pricing and are billed separately on all invoices. These fees can change anytime throughout the contract if the state advises.
  - i. Environmental Fee - \$0.01625
  - ii. LUST FEE - \$0.001
- 3) Irving would also offer the Town of Deerfield employees discounted pricing for their homes. The discount would be \$0.10 off the residential posted price for #2 fuel and \$0.15 off the residential posted price for propane. We require that the accounts be on automatic delivery and have credit terms for this offer.
- 4) All locations must be up to code for delivery and are the responsibility of the customer. Before delivery commences site surveys would be completed to ensure compliance and that deliveries can be made safely.
- 5) Payment is due within 30 days of invoice or subject to finance charges at our corporate rate.

Sincerely,

*Sara Frost*  
Government Accounts Manager  
603-559-8834

Irving Energy

190 Commerce Way, Portsmouth, NH USA 03801 T 1.888.310.1924 F 1.603.559.8791

[www.irvingenergy.com](http://www.irvingenergy.com)

NOT Awarded  
Delivering on A promise.™



August 8, 2016

Town of Deerfield  
Board of Selectmen  
8 Raymond Road  
Deerfield, NH 03047

Thank you for the opportunity to talk to you about the fuel energy needs for the Town of Deerfield and Deerfield School District. Key features of our proposal are as follows:

### **Diesel Pricing**

Ultra-Low Sulfur Diesel pricing will be Dead River Company's wholesale cost of product plus \$.25 (cents) per gallon. This price is calculated on the current rack cost(s) and is subject to change with market conditions. Currently, our wholesale cost is \$1.4827 per gallon, so the resulting price paid by you would be **\$1.6827** per gallon. We would offer a fixed price for the 16-17 season at **\$2.049** per gallon.

### **Tank installations**

We would schedule a first fill inspection of all fuel tanks to ensure that they are all installed to current standards and code(s).

### **Terms**

Payment terms for automatic fuel delivery is net 30

### **Reliable Delivery**

I want to reiterate that we have both Distillate & LP bulk storage facilities in Auburn & Somersworth. We also have delivery trucks your area 5 times a week and on Saturdays during the heating season, when necessary. In addition, we have delivery driver's on-call 24/7 in the event that an unscheduled delivery is required.

## **Reliable Service**

We have 8 trained service technicians dispatched out of our Manchester district office, the largest service department in this region. They install, maintain and provide emergency service on all manner of LP and oil-fired heating equipment. Like our drivers, we have service technicians on-call 24/7 to respond to requests for emergency service.

Thank you for the opportunity to present this proposal and to provide you with reliable fuel service. Please do not hesitate to call me at 1-800-370-5467 ext. 4530 if you have any questions or concerns, or at [bill.karkheck@deadriver.com](mailto:bill.karkheck@deadriver.com).

Sincerely,

A handwritten signature in black ink that reads "Bill Karkheck". The signature is written in a cursive style with a large, sweeping "B" and "K".

Bill Karkheck  
Commercial Energy Advisor  
Dead River Company

Not Awarded

# Rymes

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HEATING OILS, INC.  
PO Box 2948  
Concord, NH 03302

(800) 773-0309  
Fax: (603) 228-9165

August 8, 2016

Town of Deerfield  
Board of Selectmen  
PO Box 159  
8 Raymond Rd.  
Deerfield, NH 03037-0159

Re: Diesel Fuel bid

To Whom It May Concern:

Thank you for the opportunity to bid on your fuel needs.

Based on approximately 8,000 gallons of On-Road Diesel fuel, Rymes Heating Oils, Inc. would like to offer you \$.25 over Sprague Energy, Newington, NH Premium Diesel cost on day of delivery. An example of this price today is \$1.7363 per gallon. This example is based on the tax exemption form the Town provided to Rymes in past years.

This pricing would be available immediately upon acceptance of the bid. No further discounts are offered with this form of pricing. Fuel will be billed as it is delivered and payment is expected within 30 days.

Thank you again for this opportunity and we look forward to supplying you for the upcoming year.

Sincerely,



Chuck Cosseboom  
Operations Manager  
Rymes Heating Oils, Inc.



Not Awarded

July 28<sup>th</sup>, 2016

"Diesel Fuel"  
Town of Deerfield  
PO Box 159  
8 Raymond Rd  
Deerfield, NH 03037

To Whom It May Concern,

Palmer Gas & Oil is pleased to submit this letter as a bid offer for providing approximately 8,000 gallons of dyed diesel to the Town of Deerfield during the 2016 – 2017 heating season.

**Dyed Diesel**

Our offer is a fluctuating market price of .30 cents per gallon (net) over Irving Oil's previous day closing price in Portsmouth.

For your convenience, Palmer Gas & Oil offers 24x7 emergency service. We look forward to the opportunity to work with the Town of Deerfield for its fuel needs. If you have any questions regarding this bid, please don't hesitate to contact us.

Sincerely,

Charlie Ermer  
Supply & Pricing Manager  
(603) 681-2238  
[ce@palmergas.com](mailto:ce@palmergas.com)

Dan O'Brien  
Supply & Pricing Administrator  
(603) 681-2237  
[dobrien@palmergas.com](mailto:dobrien@palmergas.com)