Awarded
8/22/16

July 28th, 2016

"Heating Oil"
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 38,000 gallons of #2 fuel oil to the Town of Deerfield & Deerfield School District during the 2016 – 2017 heating season.

#2 Fuel Oil
Our offer is a fixed price of $1.539 per gallon (net).

Outside of this time frame, fuel price will be our current market rate less .10 per gallon if paid within 10 days.

For your convenience, Palmer Gas & Oil offers 24x7 emergency service. We look forward to the opportunity to work with the Town of Deerfield & Deerfield School District for their 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

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

Not Awarded

Rymes

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: Heating Oil bid

To Whom It May Concern:

Thank you for the opportunity to bid on your fuel needs. Based on approximately 38,000 gallons of #2 Fuel Oil, Rymes Heating Oils, Inc. would like to offer you a fixed price of $1.649 per gallon for the 2016-2017 heating season. Pricing under this agreement will expire on May 31, 2017.

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. #2 Fuel Oil will be delivered on an automatic delivery basis based on degree 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

EASTERN

Propane & Oil Since 1932

August 8, 2016

Town of Deerfield
Board of Selectmen
8 Raymond Rd
P.O. Box 159
Deerfield, NH 03037

RE: Town of Deerfield Propane Invitation to Bid 2016-17

Thank you for the opportunity to service the Town of Deerfield and the Deerfield School District. Eastern is pleased to offer the following pricing for quantities listed below:

Heating Oil

24,000 gallons for Town buildings and 14,000 gallons for the Deerfield School District Buildings at a fixed price per gallon of $1.919 or a floating price of $0.45 cents per gallon over the rack price at the Sprague terminal adjusted daily.

Respectfully,

Greg Krise
Division Manager
Eastern Propane and Oil
gkrise@eastern.com
www.eastern.com
office: (603) 332-2080 X1109
mobile: (603-312-0405

Not Awarded

Delivering on A promise.℠

Dead River Company

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:

Heating Oil Pricing

#2 Heating Oil pricing will be Dead River Company's wholesale cost of product plus $.22 (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 $1.3310 per gallon, so the resulting price paid by you would be **$1.5510** per gallon. We would offer a fixed price for the 16-17 season at **$1.749** 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.

30 Pleasant Street, Bristol, NH 03222 • Phone: (603) 744-5456 • Fax: (603) 744-3874
329 Highland Street, Plymouth, NH 03264 • Phone: (603) 536-2762 • Fax: (603) 536-1613
374 Main Street, Suite 5 • PO Box 227, New London, NH 03257 • Phone: (603) 526-2666 • Fax: (603) 526-8033
Toll Free: 1-800-323-2353 • www.deadriver.com

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.

Sincerely,

Bill Karkheck

Bill Karkheck
Commercial Energy Advisor
Dead River Company

Not Awarded

IRVING

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 fixed 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.

Fixed #2 fuel – $1.764

Please note the following criteria and details around our submittal:

1) The fixed rate for #2 fuel is valid until August 9, 2016 at 9:30am. If Irving is chosen as the successful bidder we would have to forward the contracts for signature before the gallons are locked in. The contract would then have to be returned before August 9th at 11:59pm. If the bid is not awarded by the date and times listed previously, Irving can update the price on the date the bid will be reviewed.

2) The fixed rate offered is only for the 38,000g of #2 Fuel. If the gallons are consumed before the end of the contract, pricing would revert to a variable rate.

3) Our liquidated damages charge is as follows: If Customer takes delivery of less than 95% of the Total Product Volume obligation during the Pricing Term or refuses to purchase Product from Irving as required under this Agreement (each an "Underlift"), then Customer shall pay to Irving a fee as liquidated damages (the "Fee"). The Fee shall be based on the Underlift gallons and shall be an amount equal to the number of the Underlift gallons multiplied by the difference (in no event less than zero) between: (a) the Contract Price plus $0.30, and (b) the average Irving Commercial Portsmouth, New Hampshire Rack price from the start date to end of the Pricing Term or the date of termination if sooner. The parties agree that the Fee is a reasonable estimate of Irving's damages and is not intended to be a penalty. Irving shall also be entitled to recover any Collection Expenses (defined below) associated with collecting the Fee, but Irving shall not be entitled to recover and other monetary damages by reason of Customer's failure to purchase the Total Product Volume beyond the Fee. Irving is not submitting a bid for gasoline as we do not currently deliver this product in New Hampshire.

4) 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 - $0.01375

   ii. L.U.S.T Fee - $0.001

Irving Energy
190 Commerce Way, Portsmouth, NH USA 03801 T 1.888.310.1924 F 1.603.559.8791
www.irvingenergy.com

5) 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.

6) 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.

7) Payment is due within 30 days of invoice or subject to finance charges at our corporate rate.

Sincerely,

Tara Frost
Government Accounts Manager
603-559-8834