

# Rymes

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Awarded  
8/22/16

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: Propane Gas bid

To Whom It May Concern:

Thank you for the opportunity to bid on your fuel needs. Based on approximately 12,300 gallons of propane, Rymes Heating Oils, Inc. would like to offer you a fixed price of \$1.079 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. Propane 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  
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:

### **Propane Pricing**

LP pricing will be Dead River Company's wholesale cost of product plus \$.35 (cents) per gallon. This price is calculated on a Mt Belvieu (TX) Basis and is subject to change with market conditions. Currently, our wholesale cost is \$.6493 per gallon, so the resulting price paid by you would be **\$.9993** per gallon. We would offer a fixed price for the 16-17 season at **\$1.199** per gallon.

### **Tank installations**

We would conduct a site survey at all locations to determine tank size(s) and to inspect that all propane gas systems are installed to current standards and codes.

### **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 prominent "B" and "K".

Bill Karkheck  
Commercial Energy Advisor  
Dead River Company



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 Propane – \$1.256/gallon

Please note the following criteria and details around our submittal:

- 1) The fixed rate for Propane 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 9<sup>th</sup> 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 12,300g of Propane. 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. PERC FEE - \$0.004

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)



- 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,

*Jara 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)



Propane & Oil Since 1932

Not Awarded

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:

**Propane Gas**

4,000 gallons of propane for Town buildings and 8,300 gallons for the Deerfield School District Buildings at a fixed price per gallon of \$1.309. This price includes installing our equipment at the Town buildings.

Respectfully,

Greg Krise  
Division Manager  
Eastern Propane and Oil

[gkrise@eastern.com](mailto:gkrise@eastern.com)

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

office: (603) 332-2080 X1109

mobile: (603) 312-0405



Not Awarded

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

"Propane Gas"  
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 12,300 gallons of propane gas to the Town of Deerfield & Deerfield School District during the 2016 – 2017 heating season.

**Propane**

Our offer is a fixed price of \$1.20 per gallon (net).

Outside of this time frame, fuel price will be our current market rate less .05 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](mailto:ce@palmergas.com)

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