

**MEMORANDUM**  
**COUNTY OF PLACER**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *BWD*

DATE: November 8, 2011

SUBJECT: Approve the Award of Competitive Bid No. 10112 to Dawson Oil Company and Ramos Oil Company for Card Lock Fuel Service in the Total Aggregate Amount of \$245,000.00

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**ACTION REQUESTED**

Approve the award of Competitive Bid No. 10112 to Dawson Oil Company of Rocklin and Ramos Oil Company of West Sacramento for card lock fuel service in the total aggregate amount of \$245,000.00, and authorize the Purchasing Manager to sign the resulting Blanket Purchase Orders (BPOs) and to transfer funds between BPOs as needed.

**BACKGROUND**

The Department of Public Works Fleet Services Division (DPW) requires a contract that will provide 24 hour access to gasoline and diesel fuel facilities for fleet equipment that is unable to refuel at the County's fueling station at the DeWitt Center in Auburn. Commercial card lock sites have proven to be an effective solution because they are generally able to accommodate larger equipment, transit buses, and other County vehicles.

The Procurement Services Division solicited competitive bids for card lock fuel service for the Auburn – Highway 49/Interstate 80 freeway junction area, Auburn – DeWitt Center area, Rocklin/Loomis area, and the Roseville/Lincoln area on behalf of DPW. Twenty-five bidders were notified of Invitation for Bid No. 10112 which was also posted on the County's website. A total of three bids were received. Dawson Oil Company and Hunt & Sons Inc. are registered local vendors and received their 5% local vendor preference credit, which affected the outcome of the bid results. The bids were evaluated by package in accordance with the terms and conditions of the bid. Dawson Oil Company submitted the lowest responsive bid for Packages 1, 2, and 3 and Ramos Oil Company submitted the lowest responsive bid for Package 4. A complete bid evaluation is submitted as Attachment A.

**FISCAL IMPACT**

The BPOs resulting from this recommendation will be awarded to Dawson Oil Company in the maximum amount of \$220,500.00 and Ramos Oil Company in the maximum amount of \$24,500.00 for the period of November 8, 2011, through September 30, 2012. DPW's Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A – IFB 10112 Recommended Award and Bid Evaluation Spreadsheet  
B – Department of Public Works' Fiscal Impact Statement

cc: Cynthia Taylor, Public Works Senior Administrative Services Officer  
Chuck Gordon, Public Works Manager-Fleet Operations

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**RECOMMENDED AWARD OF BID NO. 10112 - CARD LOCK FUEL SERVICE**

<i>Bidder</i>	<i>Bid Package</i>	<i>Ref Price</i>	<i>*Factor</i>	<i>Max. Aggregate Award Amount</i>	<i>Recommended BPO Award Amount</i>
<i>Dawson Oil Company</i>	1	\$ 6.6453	30%	\$ 245,000.00	\$ 220,500.00
	2	\$ 6.6453	30%		
	3	\$ 6.6453	30%		
		\$ 19.94	90%		
<i>Ramos Oil Company</i>	4	\$ 6.8834	10%	\$ 245,000.00	\$ 24,500.00

\* - BPO's shall be awarded in the maximum aggregate amount of \$245,000.00. Fleet Services anticipates card lock fuel service requirements to be split approximately 30% for Package 1 (Auburn - Hwy 49/I-80), 30% for Package 2 (Auburn - DeWitt Center), 30% for Package 3 (Rocklin/Loomis), and 10% for Package 4 (Roseville/Lincoln).

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COUNTY OF PLACER, AUBURN, CA

**BID EVALUATION**

**Bid No.** 10112  
**Title:** Card Lock Fuel Service  
**Due Date:** 9/14/11 @ 2:30 PM

**Buyer Name:** Jon Manning  
**Phone:** 530-889-4290  
**Estimated Award Date:** 10/11/11

Name of Firm		<b>Dawson Oil Company</b>	<b>Hunt &amp; Sons Inc.</b>	<b>Ramos Oil Company</b>				
City/State		Rocklin, CA	Sacramento, CA	West Sacramento, CA				
Telephone		916-624-8284	916-383-4868	916-371-2570				
Fax Number		916-632-3406	916-383-1005	916-371-0635				
LVP Certified? <sup>(1)</sup>		Yes	Yes	No				
Invoice Terms <sup>(2)</sup>		Net 30	.005% 20 Days	Net 30				
Item No.	Item Description	OPIS for 8/29/11	Bidder's Margin	Extension	Bidder's Margin	Extension	Bidder's Margin	Extension
	Pckg. 1 - Card Lock Svc. Auburn - Hwy. 49/I-80 Unleaded	3.1256	+0.16	3.2856	+0.1529	3.2785	+0.067	3.1926
	Applicable Taxes/Surcharges:							
	State Excise Tax - Unleaded			0.3570		0.3570		0.3570
	Federal LUST & Superfund					0.0029		
	REC CA Oil Spill Tax					0.00119		0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.00171
	CA Childhood Lead Poison Fee							0.00110
	AB32 GAS Implementation Fee							0.00146
	Environmental Surcharge							0.00850
	Ethanol Blend Credit:			-0.0450				
	#2 Diesel	3.1075	+0.16	3.2675	+0.1564	3.2639	+0.067	3.1745
	Applicable Taxes/Surcharges:							
	State Excise Tax - Diesel			0.1300		0.1300		0.1300
	Federal LUST & Superfund					0.0029		
	CA Oil Spill/Environ. Surcharge					0.00119		
	REC CA Oil Spill Tax							0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.0019
	AB32 DSL Implementation Fee							0.0017
	Environmental Surcharge							0.0085
	Regulatory Compliance Fee (Per Invoice)					3.0000		
	Location/Hours of Operation:			200 Blocker Drive/Auburn - 24/7 13730 Bowman Road/Auburn - 24/7		3461 Bowman Road/Auburn 601 Newcastle Road/Auburn Bell & Hwy 49 Chevron/Auburn		(1)
	Voyager Credit Card?		NO		NO		YES	
	Subtotal			6.9951		10.03758		6.88335
	LVP			0.3498		0.50188		0.00
	Prompt Pay Disc			0.00		0.05019		0.00
	<b>Ref. Price</b>			<b>\$6.6453</b>		<b>\$9.48551</b>		<b>\$6.88335</b>



COUNTY OF PLACER, AUBURN, CA

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**Buyer Name:** Jon Manning  
**Phone:** 530-889-4290  
**Estimated Award Date:** 10/11/11

		Name of Firm City/State	<b>Dawson Oil Company</b> Rocklin, CA	<b>Hunt &amp; Sons Inc.</b> Sacramento, CA	<b>Ramos Oil Company</b> West Sacramento, CA			
		Telephone	916-624-8284	916-383-4868	916-371-2570			
		Fax Number	916-632-3406	916-383-1005	916-371-0635			
		LVP Certified? <sup>(1)</sup>	Yes	Yes	No			
		Invoice Terms <sup>(2)</sup>	Net 30	.005% 20 Days	Net 30			
Item No.	Item Description	OPIS for 8/29/11	Bidder's Margin	Extension	Bidder's Margin	Extension	Bidder's Margin	Extension
	Pckg. 2 - Card Lock Svc. Auburn - DeWitt Center Unleaded	3.1256	+0.16	3.2856	+0.1529	3.2785	+0.067	3.1926
	Applicable Taxes/Surcharges:							
	State Excise Tax - Unleaded			0.3570		0.3570		0.3570
	Federal LUST & Superfund					0.0029		
	REC CA Oil Spill Tax					0.00119		0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.00171
	CA Childhood Lead Poison Fee							0.00110
	AB32 GAS Implementation Fee							0.00146
	Environmental Surcharge							0.00850
	Ethanol Blend Credit:			-0.0450				
	#2 Diesel	3.1075	+0.16	3.2675	+0.1564	3.2639	+0.067	3.1745
	Applicable Taxes/Surcharges:							
	State Excise Tax - Diesel			0.1300		0.1300		0.1300
	Federal LUST & Superfund					0.0029		
	CA Oil Spill/Environ. Surcharge					0.00119		
	REC CA Oil Spill Tax							0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.0019
	AB32 DSL Implementation Fee							0.0017
	Environmental Surcharge							0.0085
	Regulatory Compliance Fee (Per Invoice)					3.0000		
	Location/Hours of Operation:		200 Blocker Drive/Auburn - 24/7 13730 Bowman Road/Auburn - 24/7		3461 Bowman Road/Auburn 601 Newcastle Road/Auburn Bell & Hwy 49 Chevron/Auburn		(2)	
	Voyager Credit Card?		NO		NO		YES	
	Subtotal		6.9951		Subtotal	10.03758		Subtotal 6.88335
	LVP		0.3498		LVP	0.50188		LVP 0.00
	Prompt Pay Disc		0.00		Prompt Pay Disc	0.05019		Prompt Pay Disc 0.00
	Ref. Price		\$6.6453		Ref. Price	\$9.48551		Ref. Price \$6.88335

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COUNTY OF PLACER, AUBURN, CA

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**Buyer Name:** Jon Manning  
**Phone:** 530-889-4290  
**Estimated Award Date:** 10/11/11

Name of Firm		Dawson Oil Company		Hunt & Sons Inc.		Ramos Oil Company		
City/State		Rocklin, CA		Sacramento, CA		West Sacramento, CA		
Telephone		916-624-8284		916-383-4868		916-371-2570		
Fax Number		916-632-3406		916-383-1005		916-371-0635		
LVP Certified? <sup>(1)</sup>		Yes		Yes		No		
Invoice Terms <sup>(2)</sup>		Net 30		.005% 20 Days		Net 30		
Item No.	Item Description	OPIS for 8/29/11	Bidder's Margin	Extension	Bidder's Margin	Extension	Bidder's Margin	Extension
	Pckg. 3 - Card Lock Svc. Rocklin/Loomis Unleaded	3.1256	+0.16	3.2856	+0.1529	3.2785	+0.067	3.1926
	Applicable Taxes/Surcharges:							
	State Excise Tax - Unleaded			0.3570		0.3570		0.3570
	Federal LUST & Superfund					0.0029		
	REC CA Oil Spill Tax					0.00119		0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.00171
	CA Childhood Lead Poison Fee							0.00110
	AB32 GAS Implementation Fee							0.00146
	Environmental Surcharge							0.00850
	Ethanol Blend Credit:			-0.0450				
	#2 Diesel	3.1075	+0.16	3.2675	+0.1564	3.2639	+0.067	3.1745
	Applicable Taxes/Surcharges:							
	State Excise Tax - Diesel			0.1300		0.1300		0.1300
	Federal LUST & Superfund					0.0029		
	CA Oil Spill/Environ. Surcharge					0.00119		
	REC CA Oil Spill Tax							0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.0019
	AB32 DSL Implementation Fee							0.0017
	Environmental Surcharge							0.0085
	Regulatory Compliance Fee (Per Invoice)					3.0000		
	Location/Hours of Operation:		4325 Pacific St./Rocklin - 24/7		4450 Rocklin Road/Rocklin 601 Newcastle Road/Auburn		(3)	
	Voyager Credit Card?		NO		NO		YES	
	Subtotal			6.9951		10.03758		6.88335
	LVP			0.3498		0.50188		0.00
	Prompt Pay Disc			0.00		0.05019		0.00
	Ref. Price		\$6.6453		Ref. Price	\$9.48551		Ref. Price \$6.88335

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COUNTY OF PLACER, AUBURN, CA

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		Telephone	916-624-8284	916-383-4868	916-371-2570			
		Fax Number	916-632-3406	916-383-1005	916-371-0635			
		LVP Certified? <sup>(1)</sup>	Yes	Yes	No			
		Invoice Terms <sup>(2)</sup>	Net 30	.005% 20 Days	Net 30			
Item No.	Item Description	OPIS for 8/29/11	Bidder's Margin	Extension	Bidder's Margin	Extension	Bidder's Margin	Extension
	Pckg. 4 - Card Lock Svc. Roseville/Lincoln Unleaded	3.1256	<b>NO BID</b>		+0.1529	3.2785	+0.067	3.1926
	Applicable Taxes/Surcharges:							
	State Excise Tax - Unleaded					0.3570		0.3570
	Federal LUST & Superfund					0.0029		
	REC CA Oil Spill Tax					0.00119		0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.00171
	CA Childhood Lead Poison Fee							0.00110
	AB32 GAS Implementation Fee							0.00146
	Environmental Surcharge							0.00850
	#2 Diesel	3.1075	<b>NO BID</b>		+0.1564	3.2639	+0.067	3.1745
	Applicable Taxes/Surcharges:							
	State Excise Tax - Diesel					0.1300		0.1300
	Federal LUST & Superfund					0.0029		
	CA Oil Spill/Environ. Surcharge					0.00119		
	REC CA Oil Spill Tax							0.00119
	L.U.S.T. Tax							0.0010
	FED Oil Spill Tax							0.0019
	AB32 DSL Implementation Fee							0.0017
	Environmental Surcharge							0.0085
	Regulatory Compliance Fee (Per Invoice)					3.0000		
	Location/Hours of Operation:				9077 Foothills Blvd/Roseville 1185 Hwy 65/Lincoln		(4)	
	Voyager Credit Card?				NO		YES	
	Subtotal		0.0000	Subtotal	10.03758	Subtotal	6.88335	
	LVP		0.0000	LVP	0.50188	LVP	0.00	
	Prompt Pay Disc		0.00	Prompt Pay Disc	0.05019	Prompt Pay Disc	0.00	
	Ref. Price		\$0.0000	Ref. Price	\$9.48551	Ref. Price	\$6.88335	

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COUNTY OF PLACER, AUBURN, CA.

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Telephone		916-624-8284		916-383-4868		916-371-2570		
Fax Number		916-632-3406		916-383-1005		916-371-0635		
LVP Certified? <sup>(1)</sup>		Yes		Yes		No		
Invoice Terms <sup>(2)</sup>		Net 30		.005% 20 Days		Net 30		
Item No.	Item Description	OPIS for 8/29/11	Bidder's Margin	Extension	Bidder's Margin	Extension	Bidder's Margin	Extension
	(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.							
	(2) Invoice Terms of less than 10 days cannot be considered.							
					Subtotal (Packages 1-4)	40.15032	Subtotal (Packages 1-4)	27.53340
					LVP	2.00752	LVP	0.00
					Prompt Pay Disc	0.20075	Prompt Pay Disc	0.00
					<b>Ref. Price</b>	<b>\$37.94205</b>	<b>Ref. Price</b>	<b>\$27.53340</b>

(1) - 22780 Drive Inn Way/Auburn; 357 Nevada St./Auburn; 13190 Lincoln Way/Auburn; 12021 Summer Ridge Rd./Auburn; 13381 Lincoln Way/Auburn; 13400 Bowman Rd./Auburn; 13405 Lincoln Way/Auburn; 13435 Bowman Rd./Auburn; 3005 Grass Valley Hwy/Auburn; 13630 New Airport Rd./Auburn; 11911 Dry Creek Rd./Auburn; 10021 Combie Rd./Auburn

(2) - 3005 Grass Valley Hwy/Auburn; 11911 Dry Creek Rd./Auburn; 12021 Summer Ridge Rd./Auburn; 13630 New Airport Rd./Auburn; 357 Nevada St./Auburn; 13400 Bowman Rd./Auburn; 13461 Bowman Rd./Auburn; 13190 Lincoln Way/Auburn; 13381 Lincoln Way/Auburn; 13405 Lincoln Way/Auburn; 22780 Drive Inn Way/Auburn; 9300 Chantry Hill Rd./Auburn; 601 Newcastle Rd./Newcastle

(3) - 4211 Sierra College; 4500 Rocklin Rd.; 4450 Rocklin Rd.; 5490 Pacific St.; 2801 Sunset Blvd.; 2201 Sunset Blvd.; 6555 Fairway Dr.; 6550 Fairway Dr.; 6700 Five Star Blvd.; 601 Newcastle Rd.; 6001 West Oaks Blvd.

(4) - 1400 Blue Oaks; 6001 West Oaks; 9077 Foothills; 10545 Fairway; 2201 Sunset; 10291 Fairway; 2325 Sunset; 8011 Washington; 8001 Washington; 1261 Pleasant Grove; 2801 Sunset; 6550 Fairway; 6555 Fairway; 6700 Five Star; 945 Twelve Bridges; 1216 Galleria; 999 Washington; 5490 Pacific St.; 1400 E. Roseville; 3001 Foothill; 215 Harding; 4450 Rocklin.

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# MEMORANDUM

DEPARTMENT OF PUBLIC WORKS  
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: November 8, 2011

SUBJECT: **Fiscal Impact Statement**  
Purchase of Card Lock Fuel: RQ053631 and RQ053637

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Sufficient funding has been budgeted in the amount of \$245,000 in Fleet Services FY2011/12 budget.