

BID TABS FOR UP01-22: GASOLINE AND DIESEL FUEL

March 1, 2022 thru February 28, 2023

Bidder 1: Eagle Fuel & Oil

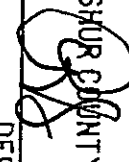
Bidder 2: Petroluem Traders Corp

Bidder 3: Sun Coast

Bidder 4:

Item	Unit	Qty	Bidder 1		Bidder 2		Bidder 3	
			Unit Price	Total	Unit Price	Total	Unit Price	Total
Gasoline	GAL	50,000		\$126,750.00	\$2.4929	\$124,645.00	\$2.7650	\$138,250.00
Diesel	GAL	70,000		\$192,650.00	\$2.7041	\$189,287.00	\$2.6883	\$188,181.00
cludes Profit of Margin				\$319,400.00		\$313,932.00		\$326,431.00

Item	Unit	Qty	Bidder 4		Bidder 5		Bidder 6	
			Unit Price	Total	Unit Price	Total	Unit Price	Total
Gasoline	GAL	50,000						
Diesel	GAL	70,000						
cludes Profit of Margin								

FILED  
 TERRI ROSS  
 COUNTY CLERK  
 2022 MAR 15 AM 11:44  
 UP SHUR COUNTY, TX.  
 BY   
 DEPUTY



**PETROLEUM TRADERS Corporation**

PO BOX 2357  
Fort Wayne, IN 46801-2357  
888-637-7661

Upshur County, TX  
100 W. Tyler Street, 3<sup>rd</sup> Floor  
Gilmer, TX 75644

Petroleum Traders has received the request for additional evidence of qualifications of our company regarding your most recent fuel bid. Below is some information regarding Petroleum Traders as the largest wholesaler of fuel in the Country.

Regarding this fuel bid specifically, we feel confident we can offer consistent service to the Upshur County as we utilize multiple LOCAL common carriers in your area. They will pull from local terminals and deliver as soon as possible. We received rates from Christopher Woods (1st Class Fuels), Duncan Thomas and Group Petroleum for your deliveries. The county has access to contact us regarding any questions, emergencies, fuel orders, etc.

In addition to pulling locally from Texas, Petroleum Traders can also pull from further regions if needed. We have terminals in Frisco, Dallas, Shreveport, Alexandria, Louisiana. Please contact Mike Charles to ensure the county has supplied.

Petroleum Traders has been in business for over 30 years, (March 2016) we were the low bidder. Given we believe awarding Petroleum Traders this, our competitor does not. On top of our prior fuel bids.

#15

**Qualifications and Cap.**

All business is conducted at our headquarters located in Fort Wayne, IN.

**President- Michael Himes**

July 1979-present

Founded Petroleum Traders Corporation, leading us to now be the largest pure wholesale fuel distributor in the nation.

**Vice President/Controller -Linda Stephens**

March 1982- present

Oversees all aspects of accounting for Petroleum Traders and their customers. Supervises the accounting staff and keeps track of all incoming and outgoing payments.

**Contract Sales Manager- Gayle Newton**

December 1993- present

Manages the Contract Sales Department. This department is responsible for

researching and maintaining thousands of bids per year throughout the county. At Petroleum Traders Corporation we pride ourselves on our excellent customer service and continue to improve our methods that will ensure our customers level of satisfaction.

**Dispatch Manager- Rick Hauschild**

January 1991- present

Responsible to oversee, coordinate, and assist in the scheduling of deliveries of gas and distillates ensuring customer satisfaction in the most efficient, cost-effective way possible.

**Supply Manager- Mayleen Brinker**

March 1998- present

Performs purchasing of petroleum products and trading of Futures Contracts or Future Options for hedging and inventory purposes. Often handles special assignments and projects for profit analysis. Supervises tasks performed by Supply Specialists and Purchases/Futures Analysts.

**Tax Manager- Dawn Wiggins**

April 2000- present

Maintains all current tax information for Petroleum Traders as well as their customers. Continually researching and updating ever changing tax requirements. Keeps all departments informed of all tax information as it becomes available.

**Years of Experience**

Petroleum Traders Corporation was established in 1979 and has been a pure wholesaler of fuels for 42 years. We supply fuel to many entities across 45 states including federal agencies, state governments, county governments, local and city governments, school districts, transportation systems, and private companies.

**Qualifications**

Petroleum Traders Corporation has been a pure wholesaler of fuels since 1979. We are an experienced wholesale supplier of gasoline, premium and winter blend diesel, heating oil, as well as renewable fuels such as biodiesel and ethanol to government agencies across the country.

Our resources include a host of large and small local and nationally recognized carriers to complete fuel deliveries. We have accounts with 90% of the large and independent

fuel refiners in the United States to better ensure availability of product in the event of difficulties within a region of the country.

Petroleum Traders maintains one of America's largest fuel distribution networks with supply points in 39 states nationwide. As a coast-to-coast pipeline shipper, we can satisfy your supply requirements through either delivery or direct terminal access throughout the continental US. Our supply spans the United States from coast to coast. We use a host of nationally recognized and local common carriers to facilitate delivery.

Our supply sources include 90% of the major oil companies and large independent suppliers. Since its inception in 1979, our company has built its strength on a singular purpose: to meet and exceed the expectations of our customers in every aspect possible, including accountable service, quality products and customized pricing programs. Petroleum Traders Corporation is proud to be the largest pure wholesale fuel distributor in the country.

With Petroleum Traders, you're not only buying from a price leader, but you're also getting the best proactive service in the business. Our prompt, responsive, and proactive customer service offers 24/7 communication to give you the attention you deserve. Emergency service is available as well to make sure you get the fuel you need when you need it the most.

Petroleum Traders Corporation consists of a staff of 119 employees divided into various departments to ensure the satisfaction of our customers. The Contract Sales/Bid Department currently consists of (11) employees ranging in experience from 2 to 16 years. The combined experience of the departments paired with the guidance of our upper management team will ensure that accurate and responsible service is provided.

### **Contract Sales Bid Department**

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All contact regarding bids or awarded contracts are handled by the Contract Sales Bid Department.

This will include all requests for fuel delivery as well as any questions about contract specifications, invoicing, pricing, taxes, or product information.

Orders can be placed by emailing [bidorders@petroleumtraders.com](mailto:bidorders@petroleumtraders.com), by calling **1-888-637-7661** (direct toll free line as well as texting option), or **1-800-348-3705 option 4** (toll free company line). Any staff member who answers will be able to assist you.

Company Representatives that will be servicing your fuel contract if awarded, include, but are not limited to, the following Contract Sales Specialists.

The current Bid staff includes the following members

**Stephen Reuille  
Bret Rhen  
Ethan Drake  
Marjie Alves**

**Adam Carteaux  
Kevin Smith  
Brierra Young  
Kara Clark**

**Nicole Perez  
Cassidy Thompson  
Isaac Newman**

**Gayle Newton is the Contract Sales/Bids Manager.** Her email is [gnewton@petroleumtraders.com](mailto:gnewton@petroleumtraders.com).

**Joseph Vanderpool is the Assistant Manager.** His email is [jvanderpool@petroleumtraders.com](mailto:jvanderpool@petroleumtraders.com)

For our customer's convenience, Petroleum Traders Corporation may be reached 24 hours a day, 7 days a week, 365 days a year. During normal business hours of 7AM to 5PM we may be reached at 888-637-7661. For after hours, weekends, or holidays dial 800-348-3705, but choose option #1 for the on-call member of our dispatch staff and leave a message. All calls are returned within one hour. There is also the ability to text orders to 888-637-7661 and email orders to [bidorders@petroleumtraders.com](mailto:bidorders@petroleumtraders.com).

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- Classification of Bidder
    - Petroleum Traders Corporation is a wholesaler of gasoline and diesel products. We pull from our own supply and deliver using our common carriers to deliver fuel to our customers. We have access to terminals in Mt. Pleasant, Tyler, Bid Sandy, Caddo Mills, Waskom, Center, and Shreveport.
  - Delivery
    - The common carriers that Petroleum Traders Corporation utilizes in the fulfillment of our contracts are all properly equipped to safely and accurately deliver fuel. They also carry all required licenses and certificates needed in the delivery of petroleum products.
  - First Responder
    - Petroleum Traders Corporation makes every effort to provide consistent quality of service to its customers in times of national or local emergency and weather-related natural disasters. Our resources include a stable of

large and small local and nationally recognized carriers to complete fuel deliveries. Our carriers strive to fulfill all delivery requests as promptly as possible provided that their drivers are not put in danger or required by local authorities to stay off the roads. In that event, they will complete emergency orders.

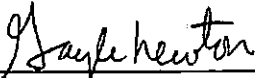
- Quality Control
  - From the pipelines the fuel is dispersed into various terminals along the route of the pipeline. The fuel is again tested by the terminal to make sure that it meets the minimum EPA standards. Before the fuel is released by the terminal for pick up by our common carriers it has been tested twice.
- Warranties
  - The fuel delivered by Petroleum Traders Corporation will meet specifications. If it does not, then we agree to the terms expressed under warranties in the RFP.

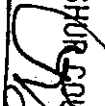
**APPROACH TO CARRYING OUT SCOPE OF WORK:**

Petroleum Traders Corporation has been a pure wholesaler of fuels since 1979. We are an experienced supplier of wholesale gasoline, premium, winter blend diesel, heating oil, as well as renewable fuels such as biodiesel and ethanol to government agencies across the country.

Petroleum Traders Corporation holds contracts with many large and small entities throughout the United States. We currently hold contracts with over 600 sites in the state of Texas alone. Examples of 2 of our largest contracts being TASB and DLA Energy. Our current contract with the Texas Association of School Boards (TASB) is for an estimated 4 million gallons of diesel fuel and 2 million gallons of gasoline to be delivered to 81 different participants annually. We also hold several DLA Energy (Defense Logistics Agency) contracts to supply millions of gallons of gasoline and diesel fuel to military locations throughout the United States. We have held contracts with TASB for 19 years and DLA for the past 30 years providing low prices and attentive customer service.

Best Regards,

  
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Gayle Newton, Contract Sales Manager  
March 7, 2022

FILED  
TERRI ROSS  
COUNTY CLERK  
2022 MAR 15 AM 11:44  
UPSHUR COUNTY, TX.  
BY   
DEPUTY