

Notification List:

Ports Petroleum Company, Inc.
13347 Blachleyville Road
Wooster, OH 44691
Robert Lay, Government Sales
roblay@portspetro.com

RKA Petroleum Companies, Inc.
28340 Wick Road
Romulus, MI 48174
Michael Calhoon, National Account Rep
mcalhoon@rkapetroleum.com

Atlas Oil Company
24501 Ecorse Road
Taylor, MI 48180
Sandra Schoenrade, Inside Sales Representative
sandras@atlasoil.com

MITN vs. MiDEAL Fuel Cooperative Contract Analysis - Sterling Heights

	Unit Price Bid MITN	Unit Price Bid MiDeal (Crystal Flash)	Per Gallon Differential	Sterling Hts Projected Volume in Gallons	Annual Savings for Stl Hts MITN vs MiDeal
Truck Transport - (RKA)					
Gasoline					
Unleaded	-\$0.02430	\$0.0285	-\$0.05280	200,000	\$10,560.00
Mid Grade	-\$0.02080	\$0.0285	-\$0.04930		
Truck Transport - (Ports)					
Diesel					
ULS#2	-\$0.02930	\$0.0300	-\$0.05930	90,000	\$5,337.00
ULS Premium #2	-\$0.01930	\$0.0300	-\$0.04930		
Tank Wagon - (Atlas)					
Gasoline					
Unleaded	\$0.09950	\$0.1500	-\$0.05050		
Mid Grade	\$0.09950	\$0.2000	-\$0.10050		
Tank Wagon - (Atlas)					
Diesel					
ULS Premium #2	\$0.09950	\$0.2200	-\$0.12050		
ULS #2	\$0.09950	\$0.1500	-\$0.05050	10,000	\$505.00
ULS Dyed #2	\$0.09950	\$0.1500	-\$0.05050		
ULS Dyed #1	\$0.09950	\$0.1500	-\$0.05050		
					\$16,402.00

MITN unit price bid per gallon delivered is the OPIS Detroit Rack Average on day of delivery, plus or minus (+ / -) the per unit price bid.

MiDeal unit price bid per gallon delivered is the OPIS Detroit Rack Average on Monday for the same week of delivery (Sunday thru Saturday), plus or minus (+ / -) the per unit price bid

MiDeal Tank Wagon contract allows vendor to charge additional delivery fees for deliveries of less than 500 gallons.

**DEVELOPMENT OF FUEL COST
CITY OF STERLING HEIGHTS
as of 10/10/17**

	Tank Wagon Deliveries of 5000 Gallons or less	Truck Transport Deliveries of 5,000 Gallons or more	Truck Transport Deliveries of 5,000 Gallons or more
	Atlas Oil (Diesel)	RKA Petroleum (Gasoline)	Ports Petroleum (Diesel)
October 10, 2017			
OPIS Detroit Rack Avg. Price Per Gallon	\$1.8858	\$1.6138	\$1.8858
Per Gallon Factor	\$0.09950	-\$0.02430	-\$0.02930
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Net per gallon price paid by City / MITN Cooperative	\$1.9853	\$1.5895	\$1.8565
Comparison: Average Retail price with taxes	2.799	2.418	2.799
Difference in City / MITN vs State Retail Average	\$0.8137	\$0.8285	\$0.9425
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Breakdown of the per gallon delivery fee	Atlas Oil	RKA Petroleum	Ports Petroleum
Bid per gallon 'factor'	\$0.09950	-\$0.02430	-\$0.02930
Michigan Underground Storage Tank Fee	\$0.01000	\$0.01000	\$0.01000
Federal Leaking Underground Storage Tank Fee	\$0.00100	\$0.00100	\$0.00100
Federal Oil Spill Recovery Fee	\$0.00193	\$0.00193	\$0.00193
Total fee per gallon	\$0.11243	-\$0.01137	-\$0.01637

OPIS = Oil Price Information Service

The Cooperative uses/pays the daily rack average determined by OPIS for the Detroit market on the day of delivery

Rack average is derived by OPIS using price information from the 13 fuel suppliers to the Detroit Market

**CITY OF STERLING HEIGHTS
 BID TABULATION - OCTOBER 13, 2015
 ITB-SH15-032: TRUCK TRANSPORT AND TANK WAGON
 DELIVERIES OF UNLEADED GASOLINE AND DIESEL FUEL**

TRUCK TRANSPORT FACTORS																	
Commodity	Est. Gallons	Avg	Atlas Oil Company			Mansfield Oil Company			Petroleum Traders Corp			Ports Petroleum			RKA Petroleum Companies		
			Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total
Unleaded 87	2,079,000	1.8353	+0.148	\$1.8501	\$3,846,357.90	+0.1600	\$1.85130	\$3,848,852.70	-0.075	\$1.8278	\$3,799,996.20	-0.139	\$1.8214	\$3,786,690.60 *	-0.243	\$1.8110	\$3,765,069.00
Unleaded Mid-Grade 89	416,000	2.0610	+0.148	2.0758 *	863,532.80	+0.1950	2.08050	865,488.00	-0.018	2.0592	856,627.20	-0.026	2.0584	856,294.40	-0.208	2.0402	848,723.20
ULS Premium Diesel #2	375,000	2.1230	-0.154	2.1076	790,350.00	-0.143	2.10870	790,762.50	-0.162	2.1068	790,050.00	-0.193	2.1037	788,887.50	+0.0120	2.1242	796,575.00
ULS Diesel #2	624,000	2.0928	-0.154	2.0774	1,296,297.60	-0.193	2.07350	1,293,864.00	-0.276	2.0652	1,288,684.80	-0.293	2.0635	1,287,624.00	-0.108	2.0820	1,299,168.00
Totals					<u>\$6,796,538.30</u>			<u>\$6,798,967.20</u>			<u>\$6,735,358.20</u>			<u>\$6,719,496.50</u>			<u>\$6,709,535.20</u>

TANK WAGON FACTORS																	
Commodity	Est. Gallons	Avg	Atlas Oil Company			Mansfield Oil Company			Petroleum Traders Corp			Ports Petroleum			RKA Petroleum Companies		
			Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total	Factor	Price/gal	Ext Total
Unleaded 87	185,400	1.8353	+0.0995	\$1.9348	\$358,711.92	+0.2928	\$2.1281	\$394,549.74	N/B			+0.3000	\$2.1353	\$395,884.62	+0.0848	\$1.9201	\$355,986.54
Unleaded Mid-Grade 89	171,800	2.0610	+0.0995	2.1605	371,173.90	+0.2928	2.3538	404,382.84	N/B			+0.3000	2.3610	405,619.80	+0.0848	2.1458	368,648.44
ULS Premium Diesel #2	18,500	2.1230	+0.0995	2.2225	41,116.25	+0.3133	2.4363	45,071.55	N/B			+0.3000	2.4230	44,825.50	+0.0968	2.2198	41,066.30
ULS Diesel #2	88,100	2.0928	+0.0995	2.1923	193,141.63	+0.2933	2.3861	210,215.41	N/B			+0.3000	2.3928	210,805.68	+0.0848	2.1776	191,846.56
ULS Dyed Diesel #2	102,000	2.1009	+0.0995	2.2004	224,440.80	+0.2933	2.3942	244,208.40	N/B			+0.3000	2.4009	244,891.80	+0.0848	2.1857	222,941.40
ULS Dyed Diesel #1	200	2.5016	+0.0995	2.6011	520.22	+0.9933	3.4949	698.98	N/B			+0.4000	2.9016	580.32	+0.2202	2.7218	544.36
Totals					<u>\$1,189,104.72</u>			<u>\$1,299,126.92</u>			<u>\$0.00</u>			<u>\$1,302,607.72</u>			<u>\$1,181,033.60</u>

ADDITIONAL TERMS AND CONDITIONS					
	Atlas Oil Company	Mansfield Oil Company	Petroleum Traders Corp	Ports Petroleum	RKA Petroleum Companies
Short load charge - TRUCK (5,000-8,000 gals)	\$50	\$70	\$50	\$75	\$50
Short load charge - TANK WAGON	\$0	\$0	N/B	\$0 - 500 to 5,000, \$150 < 500	\$0 - 150 to 5,000, \$100 < 150
Minimum delivery w/no charge - TANK WAGON	No minimum	500 gallons	N/B	500 gallons	150 gallons
Volume/Gallons, SE MI	200,000,000	99,955,000 +	5,200,000	> 10,000,000	100,000,000
Terms	net 30	net 30	net 30, or net 10 w/.005 gal discount	net 30	net 30, or net 15 w/.005 gal discount
Split order charge	\$35.00	\$40.00	\$40.00	\$55.00 (if not at same address)	\$35.00
Delivery Time	24 hours	24 hours	24 hours	24 hours	24-48 hours

OPIS Detroit Michigan Rack Average - Purchasing adjusted several to maintain continuity to benchmark.

* Adjusted by Purchasing

N/B - No Bid Submitted

Bid by Foster Blue Water Oil Co. was received late, unopened.

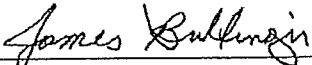
All factors above include: Federal LUST (Leaking Underground Storage Tank) tax, State UST (Underground Storage Tank) Fee, and Federal Environmental Recovery Fee.

TANK WAGON DELIVERIES OF GASOLINE AND DIESEL FUEL
TWO-YEAR EXTENSION OF CONTRACT AT UNIT PRICES BID
ITB-SH15-032

The signatures below serves as confirmation that RKA Petroleum Companies, Inc. is in receipt of a letter from the City of Sterling Heights (lead agency in the fuel purchasing cooperative), dated October 9, 2017 from Purchasing Manager James Buhlinger.

RKA Petroleum Companies, Inc., 28340 Wick Road, Romulus, MI 48174 acknowledges the City's / Cooperative's request and mutually agrees to extend the contract for the purchase of truck transport and tank wagon deliveries of gasoline and diesel fuel for an additional two-year period, through January 31, 2020, at unit prices stated in the bid of October 13, 2015, all other terms and conditions remain the same. This extension shall be binding upon final review and approval by the City of Sterling Heights City Council, and approval by the respective cooperative members, when applicable.

PREPARED BY:
(On behalf of the Cooperative)

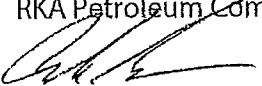


James Buhlinger, Purchasing Manager
City of Sterling Heights

10/9/17

Dated

REVIEWED AND ACCEPTED BY:
RKA Petroleum Companies, Inc.



Michael Calhoon, National Account Rep.

10/9/17

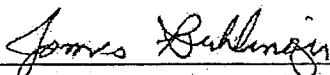
Dated

TRUCK TRANSPORT DELIVERIES OF GASOLINE AND DIESEL FUEL
TWO-YEAR EXTENSION OF CONTRACT AT UNIT PRICES BID
ITB-SH15-032

The signatures below serves as confirmation that Ports Petroleum is in receipt of a letter from the City of Sterling Heights (lead agency in the fuel purchasing cooperative), dated October 9, 2017 from Purchasing Manager James Buhlinger.

Ports Petroleum, 1337 Blachleyville Road, PO Box 1046, Wooster, OH 44691, acknowledges the City's / Cooperative's request and mutually agrees to extend the contract for the purchase of truck transport deliveries of gasoline and diesel fuel for an additional two-year period, through January 31, 2020, at unit prices stated in the bid of October 13, 2015, all other terms and conditions remain the same. This extension shall be binding upon final review and approval by the City of Sterling Heights City Council, and approval by the respective cooperative members, when applicable.

PREPARED BY:
(On behalf of the Cooperative)



James Buhlinger, Purchasing Manager
City of Sterling Heights

10/9/17

Dated

REVIEWED AND ACCEPTED BY:
Ports Petroleum



April Fishburn, Procurement Manager

10/9/17


Dated

TANK WAGON DELIVERIES OF GASOLINE AND DIESEL FUEL
TWO-YEAR EXTENSION OF CONTRACT AT UNIT PRICES BID
ITB-SH15-032

The signatures below serves as confirmation that Atlas Oil Company is in receipt of a letter from the City of Sterling Heights (lead agency in the fuel purchasing cooperative), dated October 9, 2017 from Purchasing Manager James Buhlinger.

Atlas Oil Company, 24501 Ecorse Road, Taylor, MI 48180 acknowledges the City's / Cooperative's request and mutually agrees to extend the contract for the purchase of tank wagon deliveries of gasoline and diesel fuel for an additional two-year period, through January 31, 2020, at unit prices stated in the bid of October 13, 2015, all other terms and conditions remain the same. This extension shall be binding upon final review and approval by the City of Sterling Heights City Council, and approval by the respective cooperative members, when applicable.

PREPARED BY:
(On behalf of the Cooperative)

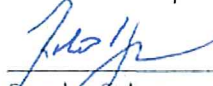


James Buhlinger, Purchasing Manager
City of Sterling Heights

10/9/17

Dated

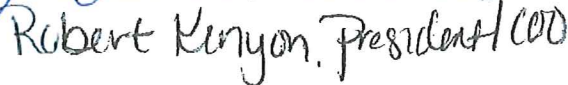
REVIEWED AND ACCEPTED BY:
Atlas Oil Company



Sandra Schoenrade, Inside Sales Manager

10/11/17

Dated


Robert Kenyon, President/CEO