



ARAPAHOE COUNTY
COLORADO'S FIRST

**Arapahoe County Finance Department
Purchasing Division
5334 South Prince Street, Room 480
Littleton, Colorado 80120**

**REQUEST FOR PROPOSAL
COVER SHEET**

Date: May 11, 2017
Solicitation Number: 17-50-MAPO
Solicitation title: **BULK FUEL PURCHASE AND DELIVERY FOR COLORADO MAPO AGENCIES**

Proposal will be received until: June 8, 2017, 2:00 p.m., Our Clock
5334 S. Prince St., Room 480
Littleton, CO 80120

For additional information please contact: Trudi Peepgrass, CPPB, Senior Purchasing Agent
(303) 734-5448

Email Address: tpeepgrass@arapahoegov.com
Documents included in this package: Request for Proposal
Appendix A – Annual Usage Report per Gallon
Statement of Interest and Qualifications
Appendix B – Pricing Spreadsheet
Appendix C – Sample Agreement for Services

If any of the documents listed above are missing from this package, contact Arapahoe County Purchasing. If you require additional information, call the Purchasing Division contact person.

The Colorado Multiple Assembly of Procurement Officials (Colorado MAPO) Agencies acting collectively through their authorized procurement officials respectfully request proposals for the purchase and delivery of Bulk Fuel to various locations.

The Colorado MAPO Agencies collectively or individually reserve the right to reject any and all proposals or any part thereof, to waive any formalities or informalities and further, to award the proposal to the responsive and responsible Vendor(s) as deemed in the best interest of the Colorado MAPO Agencies

The undersigned hereby affirms that (1) he/she is a duly authorized agent of the Vendor, (2) he/she has read all terms and conditions and technical specifications which were made available in conjunction with this solicitation and fully understands and accepts them unless specific variations have been expressly listed in his/her offer, (3) the offer is being submitted on behalf of the Vendor in accordance with any terms and conditions set forth in this Solicitation, and (4) the Vendor will accept any awards made to it as a result of the offer submitted herein for a minimum of ninety calendar days following the date of submission.

PRINT OR TYPE YOUR INFORMATION

Name of Company: Hill Petroleum Fax: 303-350-3838
Address: 6301 Ralston Rd City/State: Arvada, CO Zip: 80002
Contact Person: Gina Baker Title: Sales Phone: 303-324-4200
Authorized Representative's Signature: Bryant Gimlin Phone: _____
Printed Name: Bryant Gimlin Title: Vice President Date: 6-7-17
Email Address: gbaker@hillpet.com // bgimlin@hillpet.com

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Arapahoe County Finance Department
Purchasing Division
5334 South Prince Street, Room 480
Littleton, Colorado 80120

**REQUEST FOR PROPOSAL
SUBMISSION FORM**

SUBMISSION: It is imperative you address your submittal envelope as follows:

Arapahoe County Finance Department
Purchasing Division
5334 South Prince Street
Room 480
Littleton, CO 80120

Attn: Trudi Peepgrass, CPPB
Senior Purchasing Agent
RFP-17-50-MAPO

Does your Offer comply with all the terms and conditions of this Solicitation?
If no, indicate exceptions. **YES** / **NO**

Does your Offer provide proposed revisions to the Terms and Conditions
of the attached Sample Agreement for Services? If yes, indicate exceptions. **YES** / **NO**

Does your Offer meet or exceed all specifications, including minimum service
requirements? If no, indicate exceptions. **YES** / **NO**

Requirements met and response included? **YES** / **NO**

- Documentation of Local Office
- Three (3) References
- Completed Statement of Interest and Qualifications
- Letter of Guarantee from Refinery / Supplier

May any other governmental entity avail itself of this contract and
purchase any and all items specified? **YES** / **NO**

HAVE ALL ADDENDUMS BEEN ACKNOWLEDGED & ENCLOSED **YES** / **NO**

ORIGINAL AND NUMBER OF COPIES REQUESTED ENCLOSED **YES** / **NO**

HAS A DULY AUTHORIZED AGENT OF THE VENDOR
SIGNED THE COVER SHEET IN BLUE INK **YES** / **NO**

**Arapahoe County must have on file a completed W-9 prior to doing business with vendors.
Please submit this form with your response.**



ARAPAHOE COUNTY
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**Arapahoe County Finance Department
Purchasing Division
5334 South Prince Street, Room 480
Littleton, Colorado 80120**

**REQUEST FOR PROPOSAL
STATEMENT OF INTEREST AND QUALIFICATIONS**

If your firm is interested and qualified to provide the services requested, complete all blanks indicated below, attach information requested, and return in accordance with instructions contained herein.

1. Submitted By: Hill Petroleum
 - a. Corporation X Partnership _____ Individual _____
Joint Venture _____ Other: Describe: _____
 - b. Local office responsible for providing these services:
Arvada - 6301 Ralston Rd Arvada, CO 80002
 - c. Name and telephone number (toll free if applicable) for 24-hour emergency contact:
Gina Baker cell 303-324-4200 - home 303-702-0776
2. Number of years your firm has been doing business in the State of Colorado under the name stated above:
35 years
3. Number of years your firm has provided fuel, petroleum products and services described herein:
35 years
4. If the duration stated in items 2 and 3 above are not the same, what other services did your firm provide and what other name did your business use during that period which differs?

5. Number of employees at the location indicated in 1.b: 60
6. Does your firm own its own fuel transport trucks?
X Yes _____ No
7. Would your firm use common carriers to deliver fuel to MAPO and CEPC agencies or any other agency contracting under this solicitation?
_____ Yes X No

- Yes X No

- X Yes No

-

- Our personnel has a combined 275 years of industry expertise and we are very familiar with not only petroleum products, but the fuel systems that use them including storage and pumping facilities. We have very good relationships with local equipment and environmental contractors to cover any situation. Hill Petroleum will work with the supplier and the entity to get the problem resolved as quickly as possible. Hill Petroleum is able to provide temporary tanks or onsite fueling until problem is solved if necessary.

- Hill Petroleum recommends using Hill Power Plus, which is a blend of Power Service additive products.
- While using the Hill Power Plus additive, we will collect fuel samples bi-annually to test for bacteria

and fungus. At the time of delivery, we test the tank for water and notify your company as well as record the amount of water on the delivery ticket in inches. If there is water in the tank, Hill Petroleum will assist the customer to remedy the problem. We can recommend a contracted company to have the water removed professionally.

13. Is your firm able to provide fuel deliver on a 24-hour basis in the event of an emergency?

 X Yes No

Comments: Hill Petroleum is on call 24 / 7 / 365 for contracted MAPO customers. If necessary, or desired
MAPO customers can access fueling facilities in Arvada, Greeley and Ft. Morgan.

14. Is there an additional charge for after-hours delivery?

 Yes X No

Comments: It is Hill Petroleum's civic duty to make sure ALL emergency equipment is able to navigate
the roads safely in any snowstorm, fire or disaster. There is never an extra charge for this service.

15. Does your firm have refueling facilities available for use by MAPO and CEPC agencies?

 X Yes No

If yes, please provide locations of refueling facilities:

Arvada: 6301 Ralston Rd Arvada CO 80002 Greeley: 555 E 8th St Greeley CO 80631

Ft Morgan: 19950 E Railroad Ave Ft Morgan CO 80701

20. List other government entities and corporate accounts your firm is currently providing or has previously provided fuel and services as described herein:

a. Company / Agency Name: Larimer County

Contact Name: Matt Kendall

Phone Number: 970-498-5697

Email Address: mkendall@larimer.org

Brief Description of Services:

Deliver transport and tank wagon fuel to their 13 sites; test fuel tanks bi-annually.

They have been a customer since 2006

Delivered 411,068 gallons in 2014 - 600,272 gallons in 2015 - 1,235,659 gallons in 2016

b. Company / Agency Name: City and County of Broomfield

Contact Name: Dale Albert

Phone Number: 303-901-8156

Email Address: dalberts@broomfield.org

Brief Description of Services:

Deliver transport fuel to their 12 sites; test fuel tanks bi-annually. Also deliver oil lubricants.

They have been a customer for over 16 years.

Delivered 286,511 gallons in 2014 - 413,698 gallons in 2015 - 415,959 gallons in 2016

c. Company / Agency Name: St Vrain Schools

Contact Name: Tim Dolan

Phone Number: 303-682-7257

Email Address: dolan_tim@svvsd.org

Brief Description of Services:

Deliver transport and tank wagon fuel, as well as propane and oil lubricants to their locations.

They have been a customer for over 13 years.

Delivered 336,578 gallons in 2014 - 587,313 gallons in 2015 - 768,018 gallons in 2016

- d. Company / Agency Name: Arapahoe County
- Contact Name: Randy Campbell
- Phone Number: 720-874-6807
- Email Address: rcampbell@arapahoegov.com
- Brief Description of Services:
- Deliver transport and tank wagon fuel, as well as some oil lubricants to their locations.
- They have been a customer since before 2002
- Delivered 351,043 gallons in 2014 - 557,292 gallons in 2015 - 539,197 gallons in 2016
-

- e. Company / Agency Name: City of Lakewood
- Contact Name: Nina Hoffert
- Phone Number: 303-987-7790
- Email Address: ninhof@lakewood.org
- Brief Description of Services:
- Deliver transport fuel to their locations.
- They have been a customer since before 2002
- Delivered 908,570 gallons in 2014 - 1,370,562 gallons in 2015 - 1,305,211 gallons in 2016
-

21. List financial references and include a current annual report or financial statement. THIS IS A MANDATORY REQUIREMENT OF THE PROPOSAL. IF REVIEW IS TO BE RESTRICTED TO OUR SELECTION COMMITTEE OR FINANCIAL OFFICER, MARK THESE DOCUMENTS AS CONFIDENTIAL.

- a. Company / Agency Name: Sinclair
- Contact Name: Tom Taylor
- Phone Number: 303-783-5000
- Email Address: ttaylor@sinclairoil.com
- b. Company / Agency Name: Chevron
- Contact Name: Mike Fritz

Phone Number: 701-955-2881

Email Address: mfritz@chevron.com

c. Company / Agency Name: NGL Supply

Contact Name: Bobbi Lowry

Phone Number: 303-526-3023

Email Address: blowry@nglsupply.com

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HILL PETROLEUM

Executive Summary

The following are supporting examples of why Hill Petroleum is uniquely qualified to continue to service this contract. None of the supporting points are there by accident. We specifically shaped our company to meet all of the needs of Municipal petroleum requirements and it has been shaped over three decades of planning and expense and the philosophy that we have a duty to support those that support us.

These points differentiate us from other vendors seeking award for this Contract.

- Over three decades of experience serving the municipal sector including the procurement and maintenance organizations.
- Access to fuel supply in five states, including primary supply contracts with the top three suppliers in Colorado representing over 80% of all fuel distributed in Colorado. We also have access to rail service at our facility in Arvada. Hill Petroleum currently houses over 250 thousand gallons combined of unleaded and ULSD #2 at our locations. The total volume of this municipal contract represents less than 10 percent of our volume, so even when we are allocated less than 100% of our normal volume, we will always have enough volume for the municipal contract.
- Number of proprietary delivery equipment. This ensures that fuel is always delivered on Hill Petroleum equipment, and in times of allocation, we have enough equipment to split load accounts and keep them supplied.
- Energy risk manager on staff with over 30 years experience (forward contracting and hedging experience) in house. This provides different buying options and a resource for municipal budgeting.
- Technical expertise for blending fuel with additive company and laboratory support that we bundle with annual fuel testing with CLS and OMA certified and accredited personnel on staff.
- Hill Petroleum has long standing relationships and is a recognized expert with local, state and federal agencies including wildfire support at the local, state and federal level. We were asked to and participated in several coalitions and stakeholder committee's by the Colorado Governor's office. We were the only petroleum distributor that was a voting member for the bio-fuels coalition. We were the only petroleum distributor asked to participate in state emergency response planning after the Hurricane Katrina disaster hit Louisiana. We assisted most of the members with standby fuel and tanks in response to the Y2K scare. We also participate in emergency fuel operations planning such as the City of Lakewood drill in 2012.
- Recognized expert with local Colorado Media and the Colorado State Legislature
- US military veteran owned business that was born and raised in Colorado as were many of our employees.

In summary, our track record verifies that no other petroleum distribution company is better positioned to not only responsibly and effectively service this contract as it is, but also uniquely qualifies Hill Petroleum to efficiently service this contract should its membership increase.

Company Profile



Hill Petroleum is a full service distributor headquartered in Arvada, offering all grades of commercial and retail fuels, including propane. We are also the distributors for Sunoco racing fuels, Chevron and DA lubricants. We have branded distribution terminals located in Greeley, Ft. Morgan and Craig.

We have been a family owned and operated corporation since 1982. The Hill Petroleum Family has approximately 100 members. Several of which, are 20 plus year employees. We have our own fleet of newer maintained trucks that include 14 transports, 21 tank wagons, 2 bulk oil trucks, 9 package trucks, 8 propane trucks and 6 service trucks.

Hill Petroleum delivers a wide variety of products to approximately 5000 customers throughout the tri-state region. We currently deliver over 100 million gallons of fuel and 1.7 million gallons of oil per year. Hill Petroleum also delivers 3 million gallons of propane to a wide variety of residential and commercial customers.

Hill Petroleum maintains a user friendly state of the art website, www.hillpet.com. Our website also gives you access to daily energy market comments from our Energy Risk Manager via a one time subscriber registration. Our customers may access SDS and Product Information sheets as well as link into our distributor's websites for up to date information.



MEET HILL PETROLEUM

Troy Hill- President

Troy Hill learned about this field while working for the family-owned petroleum business while attending high school. After serving with distinction and being honorably discharged from the U.S. Navy in 1989, he returned to Colorado to attend college on a full-time basis while also working at Hill Petroleum. His thorough knowledge of the Company's operations is the result of holding almost every job at Hill Petroleum, from delivery driver, dispatcher, warehouse manager, sales representative, sales manager, operations manager and general manager. Troy Hill has overall responsibility for all facets of day-to-day operations since 2001. He has led successful negotiations with the Company's suppliers, lenders, vendors and customers while streamlining its accounting procedures and implementing new computer software, which led to expansions to three other parts of the state with physical branches of the company.



Troy currently sits on the Executive Board of Directors for the Colorado Motor Carriers Association, and the Legislative Committee, and is a Board of Trustee Member for the Colorado Wyoming Petroleum Marketers Association. He has served on the State Of Colorado Bio-Fuels Coalition and the Colorado State Emergency Response Task force on two different occasions.



Bryant Gimlin – Vice President of Operations

Bryant has over 30-years experience in the procurement, trading, hedging and contracting of Refined Fuels and Propane. His specialty is working with the end-user to implement strategies that minimize the risk associated with adverse price movement. Strategies are tailored to meet the specific needs and goals of each individual customer, help them recognize "key" buy, hold and contract opportunities and ultimately protect against budget overruns. His vast experience in the "physical" side of the market insures reliable supply even in times of extreme shortage. He writes and posts Daily Market Commentaries and intra-day market alerts to keep Hill Petroleum customers informed of not only of which way fuel prices are trending, but also explains why.

On the operations side, Bryant insures Hill Petroleum's properties, plants and equipment are completely modern, state-of-the-art, safe and efficient. Hill Petroleum's drivers are the most highly trained and professional in the industry because of the programs he has implemented. He helps maintain a culture where safety, customer service and quality control are of paramount importance.

Gina Baker — Sales Representative

It has been Gina's privilege to be the sales representative for Hill Petroleum serving the members of the MAPO for the past 16 years. Gina has been in the Oil and Fuel business for over 25 years, and a Chevron Distributor Sales Rep for Hill Petroleum for 16 years. Gina has been through Chevron Texaco and Mobil Oil Lubrication training programs; this continued training gives her a great deal of knowledge within the industry. Gina has been on the sales side of this business for over 20 years, prior to that she was in customer sales, dispatch, and oil analysis. This diverse back ground has provided her with a well-rounded knowledge of this industry.



Jessica Lanphier - HR Director

Jessica has been with Hill Petroleum for 10 years in the HR department. Jessica has over 15 years specializing in small to mid-size organizations providing guidance and leadership. Her broad experience includes, benefits, employee relations, payroll, Work comp, general liability, recruiting, and management.

Sales Assistants - Katie Atencio & Dawn Mascarenas

Katie has been with Hill Petroleum for 7 years. She started in the Accounting Department pricing and invoicing fuel and oil customers. Katie moved over into the Sales Department 4 years ago. Dawn has been with Hill Petroleum for 6 years. She started in the Dispatch office, taking orders for fuel and oil. Dawn moved over to the Sales Department 5 years ago. With both girls knowing and having seen how the customers order fuel and oil products as well as the pricing and invoicing our customers has truly been an asset for the Sales department.



Accounting Department - Peter Baron, Andrew Siragusa, Tammy Walsh, Brandy Farley, Delores Minter, Carolyn Slocum, Jean Ferrel and Wendy Shaw (not pictured)

Hill Petroleum's Accounting Department is centrally located at the corporate office in Arvada. Tammy is Hill Petroleum's Controller and has over 15 years experience with Hill Petroleum. The remaining staff has experience with all facets of billing and collections. Our accounting office work closely with the sales department, dispatch and the sales assistants to insure that all customer's orders are invoiced correctly.



Paul Edmisson, Ashley Ryan & Brian Morse - Dispatch

Hill Petroleum's Dispatch team consists of 3 people, 2 located in Arvada and 1 in Greeley. Paul has been with Hill Petroleum for 10 years and in the Dispatch department for 3 years. Ashley has been with Hill for 6 years and in the Dispatch Department for 2 years. Brian, our Greeley Dispatcher has been with Hill Petroleum Dispatch Department for 1 year. All of our dispatchers are able to dispatch for one another if one is not available.

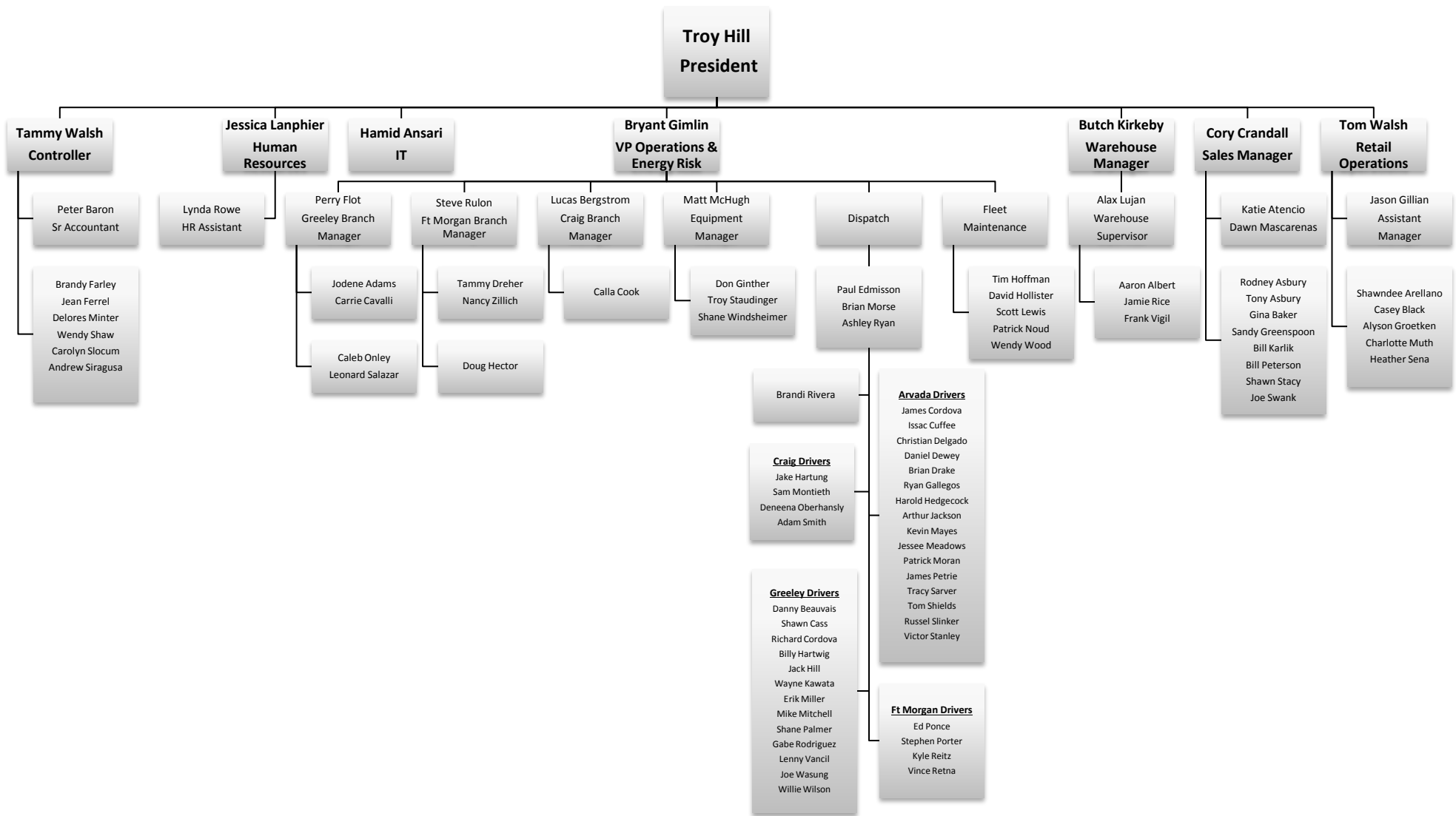
Hill Petroleum utilizes the most recent GPS tracking system that allows us constant contact with our drivers while they are on the road. We have our own maintenance shop at our Arvada and Greeley locations. This allows us to have our trucks maintained in house and ready to go each day without relying on another company.



Drivers - Arvada & Greeley

Hill Petroleum has 37 drivers between the 4 locations, with 16 based out of Arvada and 13 based out of Greeley. Most of our drivers have been with us for at least five years, the average length of time is over 10 years. Most of our drivers have been cross trained, so that if a driver is on vacation or sick, we have a back up plan. Hill Petroleum believes we have the most professional and experienced drivers as well as the rest of our dedicated staff.





Emergency Contact Information

Gina Baker >> Distributor Sales Rep

Cell 303-324-4200
Home 303-702-0776
Work 303-424-6262
Email: gbaker@hillpet.com

Ashley Ryan >> Central Dispatch

Cell 303-881-5042
Work 303-350-3767
Email: aryan@hillpet.com

Paul Edmisson >> Central Dispatch

Cell 720-666-3262
Work 303-350-3750
Email: pedmisson@hillpet.com

Brian Morse >> Greeley Dispatch

Cell 970-415-2888
Email: bmorse@hillpet.com

Perry Flot >> Greeley Manager

Cell 970-539-0765
Email: pflot@hillpet.com

Dawn Mascarenas >> Sales Assistant

Work 303-350-3763
Email: dmascarenas@hillpet.com

Katie Atencio >> Sales Assistant

Work 303-350-3773
Email: katencio@hillpet.com

Tammy Walsh >> Controller

Work 303-350-3753
Email: twalsh@hillpet.com

Bryant Gimlin >> VP Operations

Cell 970-590-8782
Email: bgimlin@hillpet.com

Jessica Lanphier >> HR Director

Cell 720-319-1699
Email: jlanphier@hillpet.com

Troy Hill >> President/Owner

Cell 303-434-7595
Email: troyhill@hillpet.com

Gina Baker
Distributor Sales Rep
303-324-4200
gbaker@hillpet.com

Work History:

April 2001 to Present
Distributor Sales Rep

Hill Petroleum

Responsibilities: Maintaining over 300 active sales accounts. Daily interaction with the multiple departments, Operations, Shipping & Receiving, Accounts Payable, Etc. Extensive Product Application knowledge.

August 1998 thru April 2001
Distributor Sales Rep

Gray Oil

Responsibilities: Oil and Fuel Sales, Daily Operations, Accounts Payable

February 1996 thru August 1998
Operations

Siegel Oil

Responsibilities: Receptionist, Inside Sales, Product analysis, Dispatching, Oil Lab Technician

Education & Training:

- | | |
|--------------------------------------|--------------|
| ▪ Pomona High School – 4.0 GPA | 1984 |
| ▪ Colorado Community Collage 3.8 GPA | 1986 |
| ▪ Customer Service Relations | 1996 |
| ▪ OSHA Hazard Analysis | 1996 |
| ▪ Mobil Lubrication Training | 2000 |
| ▪ Chevron Lubrication Training | 2002 |
| ▪ Waukasha Products training | 2004 |
| ▪ Chevron University | 2005-Present |
| ▪ American Refining Education | 5/6/2013 |

Skills & Experience:

Over 25 years in the Oil and Fuel business, this experience has resulted in a well-rounded solid performer with an outstanding record of achievements in sales, distribution, operations and accounts payable. A key ingredient to her outstanding performance is a unique understanding of organizational needs, TEAM objectives, attention to detail, and strong communication skills.

Gina Baker has been a Distributor Sales Rep for Hill Petroleum for 15 years. Gina has been through Chevron-Texaco and Mobil Oil Lubrication programs; this continued training gives her a great deal of knowledge within the industry. Gina has been in the sales side of this business for over 20 years, prior to that she was in customer sales, dispatch, and oil analysis. This diverse back ground has provided her with a well-rounded knowledge of this industry.

Jessica L. Lanphier

303-350-3762

[jlanphier@hillpet.com](mailto:jlانphier@hillpet.com)

May 2006- Present

Hill Petroleum

Human Resource Director

Employee relations, employee benefits, employment recruiter, policy development and training, employment and compliance to regulatory concerns and reporting, employee services and counseling, employee safety, wellness, welfare, and health, FMLA, ADA, 401K, Payroll.

Primary Objectives: Safety of the workforce, development of a superior workforce, development of the Human Resource department, development of an employee-oriented company culture that emphasizes quality, continuous improvement, and high performance, personal ongoing development and training.

2000- April 2006 Office

Associates in Women's Health

Designed workflows for staff, employee benefits, coordinated with building management on office logistics, implemented new scheduling and patient record software EMR, selected and recommended purchase of surgical equipment as well as review contracts with vendors, customers service, patient greeting and scheduling.

Education

- Lakewood High school 1999
- Metro State College 2006

Additional certifications

Human Resources and the law, DOT compliance, DOT Transportation awareness, CSA, reasonable suspicion Training, Accident Investigation, Hours of service and log book compliance, Payroll law, Health care reform, fire extinguisher, safety, Affirmative defense Responses System Certified, FMLA, managing emotions and thriving under pressure, OSHA, Compliance & work place safety.

Katie Atencio

303-350-3773

katencio@hillpet.com

Work History:

November 2010 - Present

Hill Petroleum

Inside Sales

Perform administrative and office support activities for multiple supervisors. Duties include fielding telephone calls, word processing, filing, review and process paperwork, and compile data for all customers. Maintain distributor price spreadsheets from Chevron and DA Lubricants. Uses outlook on a daily basis marking important dates on the calendar and setting up reminders throughout the month Create, maintain and publish sales related spreadsheets for review Generate and process all fuel and oil paperwork Validate pricing on all invoices and review for any errors Allocate inventory accordingly through purchase orders and receiving documents

January 2009 - May 2010

West Woods Elementary

Assistant Director – School Age Enrichment Program

Students in the program ranged in age from 5 to 12 years old. Position required getting each student involved in daily learning activities for before - after school program Responsibilities include program administration, daily activity planning, monitoring student attendance, and establishing the daily schedule, including breaks, snack time, brain time tasks, and crafts. When a different school needed coverage I was a director substitute and took on the roles of the specific program Worked with a variety of curriculums, and learned to adjust to different administrative requirements and needs

February 2008 – December 2008

Hill Petroleum

Customer Service Representative

Required daily interaction with the public. Duties include greeting customers, answering phones and directing customer to correct personnel, booking sales meetings, and problem resolution related to the customers. Communicated with a 2-way radio between sales and dispatch for all operational needs. Supported sales assistant with daily needs and tasks to be completed. Visited customers to make sure all of their requests were being fulfilled. Used data systems to enter and update customer information, and maintained sale and purchase orders. Schedule lunch meeting for sales representatives to meet with customers Updated data systems with current price lists Processed credit applications for all customers and insured customer received all orders correctly and timely Arranged travel accommodations for advertising and promotional events within the sales department

Education:

- | | |
|---|---------------|
| ▪ Colorado Professional Teaching License | April 2006 |
| ▪ Metropolitan State College of Denver | December 2007 |
| ▪ Bachelor of Science in Behavioral Science | |
| ▪ Minor in Elementary Education | |

Dawn Mascarenas

303-350-3763

dmascarenas@hillpet.com

Work History :

October 2011 – Present

Hill Petroleum

Inside Sales – Sales Assistant

Assist Sales Staff with maintaining customer accounts, taking fuel and product orders. Account set up. Provide internal and external customer support.

January 2011 – May 2011

School District 11

Teacher Aide

Assisted Kindergarten teacher with daily lessons, class supervision and testing. Daily contact with students and parents.

February 2004 – August 2009

Pioneer Sand Co

Dispatch Assistant

Reconciled driver's paperwork including DOT exemption logs. Entered and maintained maintenance records. Maintained fuel records for the Colorado Springs and Denver locations. Ordered various types of flagstone. Maintained E470 accounts. Provided internal and external customer support.

August 2001 – February 2004

Adelphia

Customer Service Representative

Provided customer service to incoming calls, helped customers with billing issues and upgrading services. Trouble shot problems to provide resolution.

October 1993 – August 1996

Nextel

Accounts Payable Clerk

Entered and processed payables for vendors M-Z. Processed bi-weekly check runs. Processed end of month and end of year reports

Education

- Pima Medical Institute, Medical Assisting, August 2009 to April 2010
- University Of Colorado at Colorado Springs, Accounting, August 1990 to June 1992

Skills

Certified in Medical Assisting, CPR, HIPPA, OSHA and medical terminology. MS Word, MS Excel, MS Outlook, Sage Software, CFA Info System, Phoenix Fuel System, JJ Keller Exemption System. Strong work ethic, excellent attention to detail, superior organizational skills, exceptional interpersonal skills, including phone and office etiquette.

Tammy Walsh

303-350-3753

twalsh@hillpet.com

Work History:

2001 to present

Hill Petroleum

Controller/Corporate Sec/Treasurer

Handling financials, bank reconciling, Day to day Operations. Other jobs held at this company: Fuel and sales tax reporting—All types of Government forms. Getting daily fuel pricing and distribution of prices to over 5000 accounts. Purchasing fixed forward fuel. Pricing OPIS based customers. Station Manager – Day to day operations, Manager of 7. Cost management, buying, pricing, Theft Prevention, etc. Data Entry – Entering data from BOL's, updating accounts and mailing, entering inventory. Maintaining customer cards and pricing all fuels and oils from previous day, tracking all customers fleet fueling, setting up all customers. Dispatcher, managing 9 drivers and truck maintenance and day to day operations. Accounting Manager – oversee 4 employees, day to day operations, customer service, controlling company software, IT.

1998 – 2000

Smoker Friendly/Gas-A-Mat

Manager

Manage of 4 Employees, Day to day operations, Customer service, Payroll, ordering fuel and supplies, Pricing, Propane filling, Cost Management, and Buying. Theft prevention. Paperwork and bookkeeping, etc.

1993 – 1998

Total/Diamond Shamrock

Manager,

Manage of 7 Employees, Day to day operations, Customer Service, Payroll, ordering fuel and supplies, Pricing, Propane filling, Cost Management, and Buying. Theft prevention. Paperwork and bookkeeping, etc.

Education:

- Graduated from Thornton High School

Skills:

Extensive experience in gas station operations and overall operations of oil and fuel distribution. Knowledge in DM2 (MAS90 and MAS200) accounting application. Advanced in Excel functions, including query. Microsoft Word. Knowledge of Access. Certificate of Completion of Crystal Reporting training class. Proficient in Data Entry and 10-key. Customer Service, Marketing, Price Management, Inventory management, Reporting and graphing, Supervisor, Dispatch, Cost management, Taxes – fuel and sales and use, Government reporting, Payroll, Fleet Fueling

Paul Edmisson

Cell (303) 424-6262

pedmisson@hillpet.com

Work History:

May 2006 – Present

Hill Petroleum

Dispatch Supervisor (2015 – Present)

Dispatcher (2012 – 2015)

Responsible for providing first line supervision to drivers and monitoring their performance. Duties include: Taking customers orders via email or phone, planning out next day routes for drivers, coordinating the daily operations of drivers, monitoring traffic conditions, letting drivers know the safest and quickest route to take, ensuring that all aspects of Health, Safety, Federal, State and Locals laws are adhered to, maintaining records of customer delivery info, updating daily dispatch spreadsheet of deliveries, ensuring the timely completion of all deliveries. Constant communication with fleet maintenance on any issues that arise, develop strong working relationship with drivers and customers. Keeping track of driver DOT hours, driver weekend on call schedules, and driver reviews.

Assistant Manager Sinclair Station (2006-2012)

Manage employees, interviewing/hiring, resolve customer complaints, create and maintain customer fuel card accounts, handle money, data entry, store pricing, requisitions, invoices, inventory, employee and manager schedules, training, and overall maintenance of station.

1998 - 2005

Air Wisconsin Airlines

Passenger Service Agent

Team lead for general ground operations of flights which included: loading and unloading baggage from aircraft, routing and delivering baggage to other airlines, directing movement of aircraft in and out of gates, and assisted passengers with flight information.

1993 - 1998

Super Saver Cinemas

Assistant Manager (1995 - 1998)

Relief Manager (1993 - 1995)

Managed employees, interviewing/hiring, worked with customers to resolve complaints, money handling, employee and manager schedules, finances, requisitions, payroll, inventory, maintenance, training employees and managers, and overall maintenance on 35mm movie projectors.

1996

Externship

CW Channel 2

Worked under Art Director to create advertisements for sponsors, and graphics for TV news editable for broadcast.

Education

- | | |
|---|-----------|
| ▪ Bachelors of Science Degree in Animation Westwood College 3.91 GPA | 2002-2004 |
| ▪ Associate Degree in Graphic Design Denver Institute of Technology 3.8 GPA | 1995-1996 |
| ▪ High School Diploma Thornton High School | 1990-1993 |

Skills

Outstanding skills in Graphic Design, Modeling/Animation, Video and Sound Editing, Advertisements, Experienced in leading a team, including training personnel, Excellent telephone and customer service skills, Proficient with requisitions, money handling, and payroll, Basic computer skills on Windows, including MS Word, Excel, and Power Point

Graphic

Software

Adobe: Illustrator, Photoshop, Premiere, Indesign, and After Effects, 3D Studio Max/Character Studio

Evaluation Criteria

Understanding scope of work -

Gina Baker has been Hill Petroleum's designated sales representative serving the members of the MAPO group for the past 16 years. Gina's inherent knowledge and extensive product training coupled with Hill Petroleum's long term expertise and service capacity has historically provided the members of the MAPO with an unequalled level of product application and delivery services.

Hill Petroleum has been providing these services to the MAPO group for over two decades. It has been our team's privilege to meet and exceed these requirements. The timely and accurate delivery of these products regardless of the conditions (rain storms, blizzards, forest fires, and other catastrophic events) has been and will remain as one of our primary operational objectives.

This team offers a comprehensive understanding of the complex and dynamic challenges associated with the long term management of today's modern fleet operating within the complex environmental climates of the Rocky Mountain region. It is our humble and sincere opinion that this unique combination of sales expertise, product knowledge, company capabilities and long standing experience serving the MAPO group has positioned Hill Petroleum as the most qualified provider of petroleum products within the Rocky Mountain region.

Firm Experience & Testimonials -

References and testimonials included—see attached

Fee Schedule -

Hill Petroleum accepts the following forms for payment:

EFT, ACH, check, and credit card. Credit card payments are only accepted on tank wagon deliveries only. Fuel tank wagon deliveries are a net 30 days, while we offer a lower mark-up for transport deliveries paid in net 10 days. All oil deliveries and tank wagon propane deliveries are net 30 days.

All past due invoices will be subject to a 2% per month late fee.

Performance Capability -

Hill's Petroleum's 35 years of unyielding, long term performance and capabilities are unequalled among our competition. We deliver a wide variety of products to approximately 5000 customers throughout the tri-state region. We currently deliver over 100 million gallons of fuel and 1.7 million gallons of oil per year. Hill Petroleum also delivers 3 million gallons of propane to a wide variety of residential and commercial customers.

Hill Petroleum is always ready to deliver under the following adverse conditions: regional petroleum allocations, the 100 year flood of 2013, multiple forest fire events, blizzards, rain storms, and other environmental abnormalities.

Testimonials:

To all concerned participants:

The City of Littleton, Fleet Services Division has been doing business with Hill Petroleum for the entire fifteen plus years of my employment here. We purchase fuel from them exclusively. We also purchase the bulk of our various lubricants from Hill. We have found their products to be of high quality and a fair price. Their line offers a product for all our needs and so much more.

I consider Troy, Gina, and the rest of Hill's staff to be my friends as well as our advisors and business partners. They are very well informed in the field and always have the answers or solutions we are looking for. Service from Hill Petroleum is impeccable and a direct reflection of the company's management and culture. In addition to helping us find the right products, they also help us maintain the integrity of our delivery systems through tank inspections and reporting.

They demonstrate their commitment to us as a customer through priority service and the hosting of learning opportunities. We have come to trust Hill Petroleum implicitly and would do business elsewhere only grudgingly.

Alan H. Brown, CPFP

Fleet Manager, City of Littleton

1800 W. Belleview
Littleton, CO 80120
Office - 303-795-3982
Cell - 303-598-6320

"We have been partners with and customers of Hill Petroleum for over 20 years. Our experience has been very positive. They provide on-time service and quality product all with a focus on strong customer service. Because there are several vendors who are awarded the annual MAPO contract, we know we have a choice. But because of our long-term positive relationship with Hill, we continue to use their services because their prices have been competitively bid and contract options meet our purchasing requirements. When we have needs that are out of the ordinary, Hill Petroleum has always been quick to help us out with a positive attitude, great problem-solving ideas and professional follow-up services. We anticipate that because of this strong and lengthy relationship, should our needs ever exceed normal (as in an emergency situation), Hill will continue to step up and serve as a strong and valuable partner in helping us meet critical infrastructure needs for the Lakewood community."

Nina Hoffert, MPA, CAFM | Fleet Manager | City of Lakewood | 303-987-7790 | [lakewood.org](mailto:nahoffert@lakewood.org)

For approximately 18 years Littleton Public Schools and Hill Petroleum have been partners in dealing with our fuel and lubricant needs and with any other needs that arise within the district. Once an order is placed, you can be assured of a prompt and courteous acknowledgement with an order confirmation and estimated delivery.

Working with the folks at Hill Petroleum, you will not find a more professional and dedicated group of people to work with.

Keith Blanchfield

Parts Control

Ph 303-347-4788

Fax 303-347-4789

email: KBlanchfield@lps.k12.co.us

OPTION # 1 - DAILY PRICING OPTION

Provide margin pricing (in cents to a maximum of four (4) decimal places) for each line item, to be added to the “rack average” price published by the Denver, Colorado Oil Price Information Service (OPIS) for the type of fuel required in order to determine the actual purchase price. The average price published by the Denver, Colorado OPIS each Thursday shall be in effect for purchases from Monday through Sunday of the following week. If OPIS does not publish a price for the type of fuel required in the current week, the most recent published price shall prevail. The Contractor will email this report weekly to the designated contact person for each Participating Agency.

VENDOR NAME

Hill Petroleum

***7001-10,000 pricing is Net 10

VENDOR CONTACT

Gina Baker

| GASOLINE | GALLONS | | | | | | |
|--------------------|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| UNLEADED | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| MID-GRADE | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| PREMIUM | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| 50/50 GASOHOL E-10 | NA | NA | NA | NA | NA | NA | NA |
| OXY UNLEADED | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| OXY MID-GRADE | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| OXY PREMIUM | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| E-85 | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |

| DIESEL | GALLONS | | | | | | |
|--|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| CLEAR ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| DYED ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| CLEAR WB ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| DYED WB ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| BIODIESEL see below B-20 | NA | NA | NA | NA | NA | NA | NA |
| #1 CLEAR ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| #1 DYED ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| #2 DYED ULSD | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| WINTERBLEND- See above Clear WB ULSD & Dyed WB | NA | NA | NA | NA | NA | NA | NA |
| B-20 | 0.1500 | 0.1300 | 0.0950 | 0.0800 | 0.0600 | 0.0550 | 0.0230 |
| DIESEL EXHAUST FUEL (DEF) | 1.1800 | 1.1800 | 1.1800 | 1.1800 | 1.1800 | 1.1800 | 1.1800 |

OPTION # 2 - BI-ANNUAL PRICING

Pricing (in cents to a maximum of four (4) decimal places) for each line item, will be fixed for a term of 6-months. Denver, Colorado OPIS pricing shall be used to determine pricing April 1st through September 30th and October 1st through March 31st. The Contractor will email by April 1st and October 1st, a bi-annual report to the designated contact person for each Participating Agency outlining the costs for the upcoming 6-month term. Do not include any State or Federal Taxes.

| | | |
|----------------|-----------------------|--|
| VENDOR NAME | <u>Hill Petroleum</u> | Fixed pricing is not available for products listed as NA |
| VENDOR CONTACT | <u>Gina Baker</u> | Downside protection included |

APRIL - SEPTEMBER

***For Quoting purposes only - price not guaranteed

| GASOLINE | GALLONS | | | | | | |
|--------------------|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| UNLEADED | NA | NA | NA | NA | NA | NA | NA |
| MID-GRADE | NA | NA | NA | NA | NA | NA | NA |
| PREMIUM | NA | NA | NA | NA | NA | NA | NA |
| 50/50 GASOHOL E-10 | NA | NA | NA | NA | NA | NA | NA |
| OXY UNLEADED | 1.7436 | 1.7236 | 1.6886 | 1.6763 | 1.6536 | 1.6486 | 1.6166 |
| OXY MID-GRADE | 1.9186 | 1.8986 | 1.8636 | 1.8513 | 1.8286 | 1.8236 | 1.7916 |
| OXY PREMIUM | 2.2436 | 2.2236 | 2.1886 | 2.1763 | 2.1536 | 2.1486 | 2.1166 |
| 50/50 OXY GASOHOL | NA | NA | NA | NA | NA | NA | NA |
| E-85 | NA | NA | NA | NA | NA | NA | NA |

| DIESEL | GALLONS | | | | | | |
|---|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| CLEAR ULSD | 1.8302 | 1.8102 | 1.7752 | 1.7602 | 1.7402 | 1.7352 | 1.7032 |
| DYED ULSD | 1.8337 | 1.8137 | 1.7787 | 1.7637 | 1.7437 | 1.7387 | 1.7067 |
| CLEAR WB ULSD | NA | NA | NA | NA | NA | NA | NA |
| DYED WB ULSD | NA | NA | NA | NA | NA | NA | NA |
| BIODIESEL see below B-20 | NA | NA | NA | NA | NA | NA | NA |
| #1 CLEAR ULSD | NA | NA | NA | NA | NA | NA | NA |
| #1 DYED ULSD | NA | NA | NA | NA | NA | NA | NA |
| #2 DYED ULSD | 1.8337 | 1.8137 | 1.7787 | 1.7637 | 1.7437 | 1.7387 | 1.7067 |
| WINTERBLEND- See above Clear WB ULSD & Dyed | NA | NA | NA | NA | NA | NA | NA |
| B-20 | NA | NA | NA | NA | NA | NA | NA |
| DIESEL EXHAUST FUEL (DEF) | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 |

OPTION # 2 - BI-ANNUAL PRICING

Pricing (in cents to a maximum of four (4) decimal places) for each line item, will be fixed for a term of 6-months. Denver, Colorado OPIS pricing shall be used to determine pricing April 1st through September 30th and October 1st through March 31st. The Contractor will email by April 1st and October 1st, a bi-annual report to the designated contact person for each Participating Agency outlining the costs for the upcoming 6-month term. Do not include any State or Federal Taxes.

VENDOR NAME

[Hill Petroleum](#)

Fixed pricing is not available for products listed as NA

VENDOR CONTACT

[Gina Baker](#)

Downside protection included

OCTOBER - MARCH

| GASOLINE | GALLONS | | | | | | |
|--------------------|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| UNLEADED | NA | NA | NA | NA | NA | NA | NA |
| MID-GRADE | NA | NA | NA | NA | NA | NA | NA |
| PREMIUM | NA | NA | NA | NA | NA | NA | NA |
| 50/50 GASOHOL E-10 | NA | NA | NA | NA | NA | NA | NA |
| OXY UNLEADED | 1.6268 | 1.6068 | 1.5718 | 1.5568 | 1.5368 | 1.5318 | 1.4998 |
| OXY MID-GRADE | 1.8018 | 1.7818 | 1.7468 | 1.7318 | 1.7118 | 1.7068 | 1.6748 |
| OXY PREMIUM | 2.1268 | 2.1068 | 2.0718 | 2.0568 | 2.0368 | 2.0318 | 1.9998 |
| 50/50 OXY GASOHOL | NA | NA | NA | NA | NA | NA | NA |
| E-85 | NA | NA | NA | NA | NA | NA | NA |

| DIESEL | GALLONS | | | | | | |
|---|---------|----------|-----------|-----------|-----------|-----------|-------------|
| | 300-500 | 501-1000 | 1001-2000 | 2001-3000 | 3001-4000 | 4001-7000 | 7001-10,000 |
| CLEAR ULSD | 1.8393 | 1.8193 | 1.7843 | 1.7693 | 1.7493 | 1.7443 | 1.7123 |
| DYED ULSD | 1.8328 | 1.8228 | 1.7878 | 1.7728 | 1.7528 | 1.7478 | 1.7158 |
| CLEAR WB ULSD | NA | NA | NA | NA | NA | NA | NA |
| DYED WB ULSD | NA | NA | NA | NA | NA | NA | NA |
| BIODIESEL see below B-20 | NA | NA | NA | NA | NA | NA | NA |
| #1 CLEAR ULSD | NA | NA | NA | NA | NA | NA | NA |
| #1 DYED ULSD | NA | NA | NA | NA | NA | NA | NA |
| #2 DYED ULSD | 1.8328 | 1.8228 | 1.7878 | 1.7728 | 1.7528 | 1.7478 | 1.7158 |
| WINTERBLEND- See above Clear WB ULSD & Dyed | NA | NA | NA | NA | NA | NA | NA |
| B-20 | NA | NA | NA | NA | NA | NA | NA |
| DIESEL EXHAUST FUEL (DEF) | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 |

OPTION # 3 - ANNUAL PRICING

Pricing (in cents to a maximum of four (4) decimal places) for each line item, will be fixed for a term of 12-months. Denver, Colorado OPIS pricing shall be used to determine pricing July 1st through June 30th. The Contractor will email by July 1st, an annual report to the designated contact person for each Participating Agency outlining the costs for the upcoming 12-month term. Do not include any State or Federal Taxes.

VENDOR NAME Hill Petroleum
VENDOR CONTACT Gina Baker

Fixed pricing is not available for products listed as NA
Downside protection included

FIXED ANNUAL RATE BASED ON OPIS PRICES

***For Quoting purposes only - price not guaranteed

| GASOLINE | ANNUAL GALLON USAGE | | | | | | | |
|--------------------|---------------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| | 1-25,000 | 25,000 - 50,000 | 50,001 - 75,000 | 75,001- 100,000 | 100,001- 125,000 | 125,001- 150,000 | 150,000- 200,000 | 200,001- 250,000 |
| UNLEADED | NA | NA | NA | NA | NA | NA | NA | NA |
| MID-GRADE | NA | NA | NA | NA | NA | NA | NA | NA |
| PREMIUM | NA | NA | NA | NA | NA | NA | NA | NA |
| 50/50 GASOHOL E-10 | NA | NA | NA | NA | NA | NA | NA | NA |
| OXY UNLEADED | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 |
| OXY MID-GRADE | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 |
| OXY PREMIUM | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 |
| 50/50 OXY GASOHOL | NA | NA | NA | NA | NA | NA | NA | NA |
| E-85 | NA | NA | NA | NA | NA | NA | NA | NA |

| DIESEL | ANNUAL GALLON USAGE | | | | | | | |
|-----------------------------|---------------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| | 1-25,000 | 25,000 - 50,000 | 50,001 - 75,000 | 75,001- 100,000 | 100,001- 125,000 | 125,001- 150,000 | 150,000- 200,000 | 200,001- 250,000 |
| CLEAR ULSD | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 |
| DYED ULSD | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 |
| CLEAR WB ULSD | NA | NA | NA | NA | NA | NA | NA | NA |
| DYED WB ULSD | NA | NA | NA | NA | NA | NA | NA | NA |
| BIODIESEL see below B-20 | NA | NA | NA | NA | NA | NA | NA | NA |
| #1 CLEAR ULSD | NA | NA | NA | NA | NA | NA | NA | NA |
| #1 DYED ULSD | NA | NA | NA | NA | NA | NA | NA | NA |
| #2 DYED ULSD | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 |
| WINTERBLEND See above Clear | NA | NA | NA | NA | NA | NA | NA | NA |
| B-20 | NA | NA | NA | NA | NA | NA | NA | NA |
| DIESEL EXHAUST FUEL (DEF) | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 |

OPTION # 3 - ANNUAL PRICING

Pricing (in cents to a maximum of 10) will be determined by the vendor to determine pricing July 1st through June 30th, outlining the costs for the upcoming year.

VENDOR NAME [Hill Petroleum](#)
VENDOR CONTACT [Gina Baker](#)

FIXED ANNUAL RATE BASED ON OIL QUANTITY

| GASOLINE | | | | | | |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------|
| | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001+ |
| UNLEADED | NA | NA | NA | NA | NA | NA |
| MID-GRADE | NA | NA | NA | NA | NA | NA |
| PREMIUM | NA | NA | NA | NA | NA | NA |
| 50/50 GASOLINE E-10 | NA | NA | NA | NA | NA | NA |
| OXY UNLEADED | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 | 1.5649 |
| OXY MID-GRADE | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 | 1.7399 |
| OXY PREMIUM | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 | 2.0649 |
| 50/50 OXY GASOLINE | NA | NA | NA | NA | NA | NA |
| E-85 | NA | NA | NA | NA | NA | NA |
| DIESEL | | | | | | |
| | 250,001-300,000 | 300,001-350,000 | 350,001-400,000 | 400,001-450,000 | 450,001-500,000 | 500,001+ |
| CLEAR ULSD | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 | 1.7211 |
| DYED ULSD | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 |
| CLEAR WB ULSD | NA | NA | NA | NA | NA | NA |
| DYED WB ULSD | NA | NA | NA | NA | NA | NA |
| BIODIESEL see below B-20 | NA | NA | NA | NA | NA | NA |
| #1 CLEAR ULSD | NA | NA | NA | NA | NA | NA |
| #1 DYED ULSD | NA | NA | NA | NA | NA | NA |
| #2 DYED ULSD | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 | 1.7246 |
| WINTER BLEND See above Clear | NA | NA | NA | NA | NA | NA |
| B-20 | NA | NA | NA | NA | NA | NA |
| DIESEL EXHAUST FUEL (DEF) | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 | 1.18 |

OPTION 4 - DTN Daily

Hill Petroleum would like to offer an additional pricing option.

Pricing Option 4 will be based off the Daily DTN Sinclair as per current MAPO Contract.

DTN price + Mark-up (includes freight & margin)

| Tank Wagon delivery | Net 30 | Mark-up |
|---------------------|----------------------|---------|
| | 1-299 gallons | 0.275 |
| | 300-500 gallons | 0.15 |
| | 501-1000 gallons | 0.13 |
| | 1,001-2,000 gallons | 0.095 |
| | 2,001-3,000 gallons | 0.08 |
| | 3,001-4,000 gallons | 0.06 |
| | 4,001-10,000 gallons | 0.055 |

| Transport delivery | Net 10 | Mark-up |
|--------------------|---------------------|---------|
| | 7200 - 8200 gallons | 0.023 |

| Transport delivery | Net 30 | Mark-up |
|--------------------|---------------------|---------|
| | 7200 - 8200 gallons | 0.048 |

ADDITIONAL PRODUCTS

Additional product offerings:

PROPANE

As an additional offering to this RFP, Hill Petroleum would like to offer transport or tank wagon quantities of propane can be quoted either in a spot or forward contract.



Additional product offerings:

OILS & LUBRICANTS

As an additional offering to this RFP, Hill Petroleum would like to offer oil lubricants and chemicals to be purchased / delivered in bulk or package quantities.



Additional product offerings:

EQUIPMENT

As an additional offering to this RFP, Hill Petroleum would like to offer the options of purchasing and loaning fuel and lubricant storage equipment.

Products Available:

- * Above Ground Fuel Tanks
- * Propane Tanks
- * Oil Tanks -- Complete Custom Systems
- * Hose Reels (Cox Reels, American Lube)
- * Oil & Grease Pumps (American Lube, National Spencer, Liquid Dynamics)
- * Filters (Petro Clean, Cimtek)
- * Hoses (Couplamatic, Flexing)
- * Gauges for tank Level, inventory control (Smart Logix)
- * Meters (Fill Rite, American Lube)
- * Nozzles (Husky)
- * Pumps (Fill Rite)
- * Fuel Management Systems



Additional product offerings:

As an additional offering to this RFP, we would like to offer the option of Renewable Hydrocarbon Diesel (R98)

Hill Petroleum is the authorized distributor for REG

June 1st Posted Price — 3.29/gal including rail & storage — RINless

- Pricing (Posted Price + Mark-up)

| | Mark-up |
|---------------------|---------|
| Transport delivery | 0.268 |
| Tank wagon delivery | 0.30 |

As an additional offering to this RFP, we would like to offer the option of REG Bio Diesel (B99)

Hill Petroleum is the authorized distributor for REG

June 1st Posted Price — 1.73/gal

- Pricing (Posted Price + Mark-up)

| | Mark-up |
|---------------------|---------|
| Transport delivery | 0.118 |
| Tank wagon delivery | 0.30 |

Renewable Hydrocarbon Diesel

Reduce emissions without sacrificing performance.

REG Renewable Hydrocarbon Diesel (RHD) is an advanced biofuel that reduces greenhouse emissions while meeting the same ASTM-D975 specification as petroleum diesel. It can be added to the existing pipeline system, making it easy to incorporate into the diesel stream.



Fuel Specifications

- ▶ RHD is 100 percent hydrocarbon — like petroleum diesel.
- ▶ RHD can be blended with biodiesel and petroleum diesel.
- ▶ Blends can be used in any diesel engine without modifications.
- ▶ RHD aids self-ignition of fuel and allows for easier starting, smoother running engines and reliable operation because of increased cetane.



Fuel Benefits

- ▶ RHD is included in the Energy Policy Act of 1992 (EPAct) standards to meet a portion of the annual alternative fuel vehicle acquisition requirements.
- ▶ It has been tested by the EPA and passes their Clean Air Health Effects testing requirements.
- ▶ RHD qualifies for various state biofuel tax incentives.



Renewable Hydrocarbon Diesel & Biodiesel Blended Fuel

A cost-effective, readily available solution for reducing emissions and meeting LCFS targets.

Renewable hydrocarbon diesel is still an emerging fuel, but it has quickly gained in popularity and demand — for good reason. It reduces emissions while meeting the same ASTM D975 specification as petroleum diesel and requires no infrastructure changes. Renewable hydrocarbon diesel is a win-win solution for helping many businesses meet their sustainability goals.

However, the rapid demand for renewable hydrocarbon diesel has quickly outpaced market supply — and in some cases, the enthusiasm for this newer fuel has drawn attention away from biodiesel. What many do not realize is that when blended, renewable hydrocarbon diesel and biodiesel are better together — often multiplying the benefits of using either fuel alone and meeting the same LCFS targets.



Consider a renewable hydrocarbon diesel and biodiesel blend — and get the best of both fuels.

REG, the largest North American producer of biodiesel and second-largest producer of renewable hydrocarbon diesel, offers a blend of 95 percent renewable hydrocarbon diesel and 5 percent biodiesel and a blend of 80 percent renewable hydrocarbon diesel and 20 percent biodiesel — known as RDB5 and RDB20, respectively. From improved emissions to supply reliability, RDB5 and RDB20 deliver many valuable advantages, and they're the most sustainable fuels available.



Sustainability.

Biodiesel and renewable hydrocarbon diesel are renewable and sustainable, making your fleet better for the environment and your community. Plus, you'll be ready to comply as more state and federal mandates are put in place.

Proven performance.

We understand you demand proven performance and will not sacrifice quality for sustainability. With REG biodiesel, that's not a concern. Not only does it meet or exceed stringent ASTM specifications, it also delivers impressive operational benefits, including improved lubricity and high combustion quality. Plus, biodiesel works in any diesel vehicle, providing fuel economy, horsepower and torque similar to ultra-low sulfur diesel (ULSD).

Simple integration.

Adding biodiesel to your operation is easy. Because unlike other fuels on the market, it involves zero infrastructure changes. No special storage, no new fuel tanks, no new pumps or vehicles.

Competitive pricing and high-volume supply.

Contrary to popular belief, biodiesel is very cost-competitive with traditional ULSD. Plus, our national production capacity offers additional supply assurance.



B100

75% reduction in CO₂ emissions, compared to petroleum diesel.¹

B20

15% reduction in CO₂ emissions, compared to petroleum diesel.¹

RHD

Up to 80% reduction in greenhouse gas emissions, compared to petroleum diesel.²

Get started today.

Growing your fleet with biodiesel is easy. REG can evaluate your needs and help identify the right biodiesel strategy to reach your goals.

¹ Alternative Fuels Data Center http://www.afdc.energy.gov/fuels/biodiesel_benefits.html

² California Air Resources Board, staff report, November 2013 http://www.arb.ca.gov/fuels/multimedia/meetings/renewabledieselstaffreport_nov2013.pdf

Additional product offerings:

Hill Power Plus Program

What does Hill Power Plus do?

Hill Petroleum's Hill Power Plus Additive was developed with the help of Power Service by taking and blending a combination of Power Service Products. It upgrades ULSD #2 to a Premium Grade, and assures peace of mind.

How does it accomplish this?

It does this in several ways, such as:

1. Provides a higher cetane rating
2. Provides better stability for stored fuel
3. Keeps injectors running efficiently, cleaner and lubricated
4. Assures peace of mind against winter jelling economically
5. Assures peace of mind for fuel storage integrity

Hill Petroleum uses a 1:3000 treat ratio during the summer months and a 1:1500 treat ratio during our winter months.

We sample your tank for:

Biologic contamination—Fungal contamination—Water

We give you an itemized report of the results of the sample, and treat the tank with biocide if necessary.

While testing your tanks we will advise you on having your water removed and give you names and numbers of companies that will further assist you.

SUMMARY

The Hill Power Plus Program ensures you of a smooth, problem free fleet operation where fuel storage and usage is concerned, and it does it for .013 cents per gallon for the summer treat and .026 for the winter treat ratio, over the ULSD #2 cost. This is cheap insurance compared to the alternative.

HILL POWER PLUS+



Enhanced Diesel

This is not your grandfather's diesel !!!!

Ultra Low Sulfur Diesel (ULSD) fuel burns cleaner by significantly reducing sulfur oxide emissions and particulate matter, however the refinery processes to create this fuel result in several problematic issues including increased paraffin (wax) content, decreased solvency and poor lubricity. Many of the fuels in our region also contain small amounts of bio diesel which usher in additional issues with fuel stability and winter operability. As your premier supplier of fuel and lubricants it is our duty to deliver the highest quality diesel possible to protect and improve the performance of your equipment and therefore we have created the HILL POWER PLUS+ diesel fuel program.

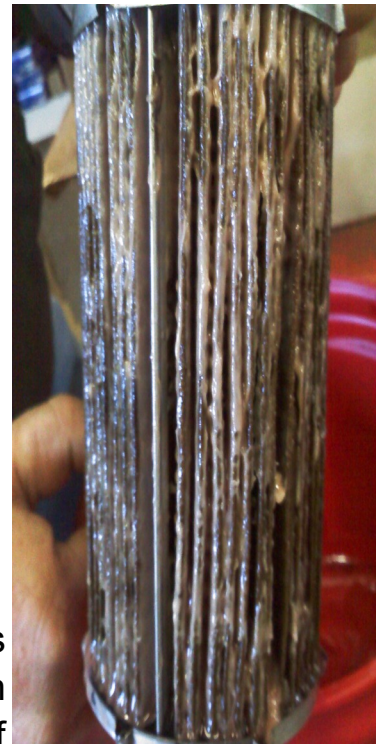
Winter Benefits

As the temperature drops during winter months the moisture in fuel causes icing and the paraffin wax in fuel causes gelling which can result in expensive down time. HILL POWER PLUS+ enhanced diesel fuel contains the most advanced anti-gelling and anti-icing chemistries available in the market place today from the largest name in the additive industry. The fuels we use are routinely tested for correct treatment and the intricate additive injecting systems on our delivery trucks ensure proper dosage so you have the highest confidence in your diesel fuel.



Iced Fuel Filter

Gelled Fuel Filter



With the extreme temperature fluctuations experienced throughout the year, moisture is even more of an issue in Colorado than other regions of the country and therefore HILL POWER PLUS+ combines Power Service Diesel Fuel Supplement PLUS + Clear Diesel to offer the ultimate in winter protection.

HILL POWER PLUS+

Year Round Benefits

Winter operability has always been an area of concern with diesel fuel however ULSD has ushered in many other issues that can effect year around performance and quality of your fuel. To improve year-around quality and performance of the diesel fuel available in the Colorado marketplace **HILL POWER PLUS+** also contains the following Power Service chemistries.

SLICK DIESEL

Diesel fuel hydro-treating processes to remove sulfur from today's diesel fuel result in a lack of fuel lubricity necessary to protect moving components of the fuel delivery system (i.e. pumps and injectors). **HILL POWER PLUS+** is tested and treated to meet and exceed ASTM and EMA requirements for fuel lubricity to protect your equipment.

HPCR Detergent Technology

For peak injector performance including High Pressure Common Rail systems

Today's High Pressure Common Rail injection system produces power more efficiently while still meeting more stringent emission regulations, however the extreme pressures and temperatures within the injectors produce internal deposits and ULSD fuel lacks solvency to dissolve these deposits. **HILL POWER PLUS+** contains advanced deposit-control detergent/dispersant technology to keep expensive common rail injectors from sticking, performing improperly, and needing to be replaced prematurely.

+ CETANE BOOST

Cetane rating is a measure of time lapse from the time of Injection to the time of combustion or explosion of the fuel in the cylinder of the diesel engine. The faster this event occurs the higher the Cetane rating will be. Diesel engine manufacturers desire a cetane rating of 50 in order to achieve optimal fuel combustion resulting in more power, less smoking and improved fuel economy. **HILL POWER PLUS+** contains copious amounts of cetane improver with the objective of taking today's available fuels and reaching engine manufacturers recommendations.



A healthy fuel delivery system starts with a healthy fuel storage system and you can rest assured that proper tank hygiene is an essential part of the **HILL POWER PLUS+** enhanced diesel program. Our diesel fuel storage tanks are tested and treated for moisture and microbial (bacteria & fungi) contamination semi-annually. Partners committed to using this exceptional fuel on a year around basis also have their on-site storage tanks tested semi-annually by trained operators.



FOR IMMEDIATE RELEASE

Contact:
Susan K. Medina
817.707.1306

**Cummins, Inc. Officially Recommends Power Service® Diesel Kleen +Cetane
and Diesel Fuel Supplement +Cetane Boost For Optimized Engine Performance**

Weatherford, TX, May 10, 2017 – In a historic industry move, Cummins, Inc., the world’s largest manufacturer of diesel engines, (NYSE:CMI) now officially endorses and recommends two Power Service products – Diesel Kleen +Cetane Boost and Diesel Fuel Supplement +Cetane Boost – for use in diesel engines. The announcement comes after significant internal testing concluded both products meet Cummins® requirements, becoming the first fuel additive products that Cummins Inc. has ever officially recommended in the marketplace.

Roger England, Director of Technical Quality and Materials Engineering for Cummins Inc., stated that “In recent years diesel fuel quality has become increasingly important as engines evolve and the diesel fuel manufacturing processes change. The Power Service Diesel Kleen and Diesel Fuel Supplement additives provide easily-accessible solutions with proven technology to customers in the field when they encounter challenges with their fuel such as poor lubricity, low cetane numbers, low temperature operability issues, injector deposits, etc. Cummins Inc. is in a very unique position in that we design not only the engine but also the turbochargers, fuel system, and after treatment systems, which enables us to fully leverage the Power Service diesel fuel additive technologies”

With the advancement of diesel engine technology and to fully realize the benefits of today’s cleaner burning fuels, using Power Service Diesel Kleen +Cetane Boost as a year-round performance enhancer cleans dirty injectors, prevents injector sticking, smooths rough-running engines and can improve fuel economy. This all translates into maximizing overall engine performance.

Diesel Fuel Supplement +Cetane Boost, recommended for use in cold winter months when temperatures drop below +30F, is a winterizer/anti-gel used to prevent fuel gelling and keep fuel-filters from plugging with ice and wax. When temperatures drop, paraffin (wax) in Ultra-Low-Sulfur Diesel fuel (ULSD) will gel, stopping fuel from flowing through the engine and water in the fuel can freeze on the facings of fuel-filters, blocking fuel flow. This formula provides trouble-free winter operation for diesel fuel.

“This partnership allows Cummins to leverage Power Service’s wide distribution network and industry leading technology to make diesel fuel solutions more accessible to our customers,” said Gary Ross, Director of Global Mining Business, Cummins Filtration.

“When Cummins and Power Service began to discuss the endorsement partnership, it was a culmination of 60-years of hard work and dedication to developing the most consistent and effective diesel additives on the market,” said President of Power Service Products Ed Kramer. “This partnership is a confirmation of Power Service’s continued commitment to our customers and to the entire industry.”

About Cummins, Inc.

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service diesel and natural gas engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Headquartered in Columbus, Indiana, (USA) Cummins currently employs approximately 55,400 people worldwide and serves customers in approximately 190 countries and territories through a network of approximately 600 company-owned and independent distributor locations and approximately 7,400 dealer locations. Cummins earned \$1.39 billion on sales of \$17.5 billion in 2016. Press releases can be found on the Web at www.cummins.com. Follow Cummins on Twitter at www.twitter.com/cummins and on YouTube at www.youtube.com/cumminsinc.

About Power Service Products

Power Service Products, a third-generation family, woman- and veteran-owned company, opened for business in 1956 in a small one-car garage and has since grown into one of the industry’s greatest success stories. The company’s research laboratory is a recognized leader in the development of a complete line of proprietary-formulated diesel fuel additives which are sold in highly concentrated formulations for large commercial operations and in retail packages available at truck stops and automotive retailers nationwide. For more information about Power Service, visit the company’s

website at www.powerservice.com. Follow Power Service Products on Twitter at www.twitter.com/pspadditives and on Facebook at www.facebook.com/powerserviceproducts.

-30-

REQUIRED DOCUMENTS



ARAPAHOE COUNTY
COLORADO'S FIRST

**Arapahoe County Finance Department
Purchasing Division
5334 South Prince St Room 480
Littleton, Colorado 80120**

**REQUEST FOR PROPOSAL
PROPRIETARY / CONFIDENTIAL STATEMENT**

"I/We acknowledge that subsequent to award of this solicitation, all of, or part of this submittal may be released to any person or firm who may request it, as prescribed by the State of Colorado Open Records Act CRS 24-72-201 et seq., as amended, and that:

 X None of this submittal is considered proprietary or confidential
OR

 The portions/pages of this submittal identified below are proprietary and/or confidential for the reasons stated (cite the specific exemptions allowed by the Colorado Open Records Act/Government Code):

| | |
|--|--|
| | |
| | |
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| | |
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| | |
| | |

General reference to Freedom of Information Act (FOIA) or Colorado Open Records Act (CORA) is not sufficient justification.

I/We acknowledge that the above statements may be subject to legal review and challenge."

Signature below indicates that applicant has read all the information provided above and agrees to comply in full. This addendum is considered as a section of the Request for Proposal RFP-17-50-MAPO and therefore, this signed document shall become consideration and fully submitted with the original package.

Bryant Gimlin
Signature

Bryant Gimlin
Print Name

Hill Petroleum
Company Name

6-7-17
Date

VP of Operations
Title



May 26th, 2017

Mr. Troy Hill
Hill Petroleum
6301 W 58th Ave.
Arvada, CO 80002

Dear Troy,

Based on the historical nature of our relationship, and in particular, your long term and ratable agreements to supply various municipalities and other governmental agencies, Sinclair will make it a top priority to ensure that we will cover your supply commitments for these entities barring any acts of God or other catastrophic supply disruptions. Our relationship with Hill Petroleum is very important to us and we value your business.

We will consider this agreement to run in accordance with our supply contract with Hill Petroleum dated April 1st 2016 through March 31st 2019.

Best Regards,

Tom Taylor
Denver Region Manager
Sinclair Oil Corporation

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

| | |
|--|---|
| 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Hill Enterprise Inc. | |
| 2 Business name/disregarded entity name, if different from above Hill Petroleum | |
| 3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶ | 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i> |
| 5 Address (number, street, and apt. or suite no.) 6301 Ralston Rd. | Requester's name and address (optional) |
| 6 City, state, and ZIP code Arvada CO 80002 | |
| 7 List account number(s) here (optional) | |

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

| | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|
| Social security number | | | | | | | | | |
| | | | | - | | | | | |
| or | | | | | | | | | |
| Employer identification number | | | | | | | | | |
| 8 | 4 | - | 0 | 8 | 6 | 9 | 3 | 0 | 1 |

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

| | | |
|-----------|--|----------------------|
| Sign Here | Signature of U.S. person ▶  | Date ▶ 1/8/17 |
|-----------|--|----------------------|

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.



Arapahoe County Finance Department
Purchasing Division
5334 South Prince St Room 480
Littleton, Colorado 80120

REQUEST FOR PROPOSAL

ADDENDUM 05/12/2017

**ADDENDUM #1
BULK FUEL PURCHASE AND DELIVERY FOR COLORADO MAPO AGENCIES
RFP-17-50-MAPO**

Arapahoe County received an Open Records request for the following:

- A complete copy of bid tabulations from your last awarded bid for gasoline and diesel.
- A copy of the original awarded vendor's bid from your last awarded bid (pages where they put their pricing and/or signature and any additional pages provided with their bid) for and diesel.
- Two (2) invoices per month of your current contract delivered by your current vendor(s) and corresponding bill of ladings of each gasoline and diesel.

Attached are documents relating to the Open Records request for Arapahoe County.

Attachments

- Consolidated Matrix_13-38-MAPO
- Hill Petroleum Proposal_13-38-MAPO
- Hill Petroleum Invoices 01/01/2017 – 04/11/2017

Required Documentation:

Failure to provide required information may deem your submittal non-responsive.

- Documentation of Local Office
- Three (3) References
- Completed Statement of Interest and Qualifications
- Letter of Guarantee from Refinery / Supplier

ACKNOWLEDGEMENT TO ADDENDUM #1

Signature below indicates that applicant has read all the information provided above and agrees to comply in full. This addendum is considered as a section of the Request for Proposal RFP-17-50-MAPO and therefore, this signed document shall become consideration and fully submitted with the original package.

Bryant Gimlin
Signature

Bryant Gimlin
Print Name

Hill Petroleum
Company Name

6-8-17
Date

VP Operations
Title



Arapahoe County Finance Department
Purchasing Division
5334 South Prince St Room 480
Littleton, Colorado 80120

REQUEST FOR PROPOSAL

ADDENDUM 05/31/2017

**ADDENDUM #2
BULK FUEL PURCHASE AND DELIVERY FOR COLORADO MAPO AGENCIES
RFP-17-50-MAPO**

Administrative Clarifications

One (1) Original Hard Copy, One (1) Original Soft Copy (USB/CD) and Nine (9) Hard Copies, a TOTAL of ELEVEN (11) copies are due THURSDAY, June 8, 2017, 2.00 p.m. (our clock)

signatures must accompany the submittals:

1. Request for Proposal Cover Sheet
2. Addendum # 1 and Addendum # 2
3. Letter of Submission, any exceptions/assumptions the submitting party is taking must be stated in this letter.
4. SUBMISSION OF OFFERS: The original Offer must be received before the due date and time as specified in this solicitation. The Vendor is responsible for addressing the envelope as indicated below. If the submittal arrives late, it will be returned unopened. Address the envelope as follows:

Arapahoe County
Purchasing Division
5334 South Prince Street. Room 480
Littleton, CO 80120

ATTN: Trudi Peepgrass, CPPB
Senior Purchasing Agent
RFP-17-50-MAPO

Points of Clarification

- The question period has expired
- Responses will be evaluated based on the evaluation criteria on page 25
- Responses should follow the Response Format on page 24 as well as include all responses to all mandatory requirements.
- We will be verifying submittals include the following:
 - ❖ Documentation of Local Office
 - ❖ Three (3) References
 - ❖ Completed Statement of Interest and Qualifications
 - ❖ Letter of Guarantee from Refinery / Supplier

If a submittal is missing any of the above mentioned documentation the submittal may be returned to the vendor as non-responsive and be deemed ineligible to participate.

Attachments

- Revised Appendix B Pricing Spreadsheet

Responses to Vendor Questions

- May we submit any additional pricing options with this bid?
Yes, note in the proposal as an additional pricing option.
- Price option #2 and #3 (Bi-Annual and Annual), were you are asking for a fixed price, fixed pricing is based on the futures market and not OPIS. Do you want futures/fixed pricing for these options?
Provide the best pricing option for the agencies.
- Price option #2 and #3 do you want us to submit downside protection?
Yes, provide downside protection.
- Please provide information on tanks by location – are they above ground or below ground?
Tank information, including location is included on the usage spreadsheet.
- Please provide tank size by location.
Tank information, including location is included on the usage spreadsheet.
- What is the average size Transport Load Delivery?
This would be dependent on each agency usage.
- What is the maximum Tank Wagon Load Delivery?
This would be dependent on each agency usage.
- What is 50/50 Gasohol? Is this an E-50?
Amend to E-10 – revised on Appendix B Pricing Spreadsheet
- What is Oxy Unleaded? Is this the 7.8lb RVP?
Amend to E-10 – revised on Appendix B Pricing Spreadsheet
- What is 50/50 Oxy Gasohol? Is the E-10 7.8lb?
Amend to E-10 – revised on Appendix B Pricing Spreadsheet
- What is Clear WB ULSD? There is a ULSD Winter Blend on a separate line item
We are looking for pricing for both Clear Winter Blend ULSD and Dyed Winter Blend ULSD.
Appendix B Pricing Spreadsheet has been revised.
- For the Biodiesel line item, is this B100? B10? B5? There is a separate line item for B20 listed.
B20 is used; any additional percentages will need to be discussed with each agency.
- The bid state that Ethanol Products are NOT acceptable, however the previous invoices show delivery of Ethanol product. Please confirm whether this bid, is in fact requesting all grades of gasoline with NO ETHANOL.
The delivery of fuel that contains ethanol is acceptable.
- What types and brand of additives are used by the Colorado MAPO Agencies? Cold flow improver, Biocide, detergent, etc.?
Arapahoe County utilizes Hill Power Plus brand cold flow improver.
- Page 24, Item IV Response Format – indicates the submittal should be prepared simply and economically providing straightforward, concise description of the vendor's ability to perform the requirements of the solicitation. With this information, the documents are indicating the information be in tab format; therefore, are you wanting the bid in three ring binders in tab format or what type of binding would be acceptable with the tab format?
Submittal should have a table of contents including page numbers and tabs based on section of the submittal.

- Are we required to bid on all products as listed on the pricing sheets (Appendix B)?
A supplier who can provide all fuel types is preferred, but all responsive, responsible submittals will be evaluated.
- Are we required to submit pricing for all 3 Options?
Yes. Each agency will choose the pricing option best for their organization.

ACKNOWLEDGEMENT TO ADDENDUM #2

Signature below indicates that applicant has read all the information provided above and agrees to comply in full. This addendum is considered as a section of the Request for Proposal RFP-17-50-MAPO and therefore, this signed document shall become consideration and fully submitted with the original package.

| | |
|-----------------------|----------------------|
| <u>Bryant Gimlin</u> | <u>6-8-17</u> |
| Signature | Date |
| <u>Bryant Gimlin</u> | <u>VP Operations</u> |
| Print Name | Title |
| <u>Hill Petroleum</u> | |
| Company Name | |

Account #137340

To align the following data, change the font size to 9 in Courier New.

DENVER, CO 2017-05-25 17:03:42 EDT
OPIS CLOSING BENCHMARK FILE
OPIS GROSS CLEAR PRICES 7.8 RVP
Move
Terms Unl Move Mid Move Pre Move Date Time
Cenex b 1-10 --- --- 221.90 - .95 05/24 18:00
Sinclair b 1-10 --- --- 207.70 - .50 --- --- 05/23 18:01
Sinclair u 1-10 --- --- 207.70 - .50 --- --- 05/23 18:01
LOW RACK --- 207.70 221.90
HIGH RACK --- 207.70 221.90
RACK AVG --- 207.70 221.90
OPIS GROUP 3 DELIVERED SPOT (SRI)
FOB DENVER --- 183.53 ---
BRD LOW RACK --- 207.70 221.90
BRD HIGH RACK --- 207.70 221.90
BRD RACK AVG --- 207.70 221.90
UBD LOW RACK --- 207.70 ---
UBD HIGH RACK --- 207.70 ---
UBD RACK AVG --- 207.70 ---
CONT AVG-05/25 --- 202.56 221.90
CONT LOW-05/25 --- 192.28 221.90
CONT HIGH-05/25 --- 207.70 221.90

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OPIS CLOSING BENCHMARK FILE
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Sinclair b 1-10 --- --- 207.70 - .50 --- --- 05/23 18:01
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LOW RACK --- 207.70 ---
HIGH RACK --- 207.70 ---
RACK AVG --- 207.70 ---
OPIS GROUP 3 DELIVERED SPOT (SRI)
FOB DENVER --- 183.53 191.16
BRD LOW RACK --- 207.70 ---
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UBD LOW RACK --- 207.70 ---
UBD HIGH RACK --- 207.70 ---
UBD RACK AVG --- 207.70 ---
CONT AVG-05/25 --- 207.70 ---
CONT LOW-05/25 --- 207.70 ---
CONT HIGH-05/25 --- 207.70 ---

DENVER, CO 2017-05-25 17:03:42 EDT
OPIS CLOSING BENCHMARK FILE
OPIS GROSS CBOB ETHANOL(10%) PRICES 7.8 RVP

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|-----------------|---------|--------|--------|--------|--------|--------|--------------------|
| Terms | Unl | Move | Mid | Move | Pre | Move | Date Time |
| Valero | u N-10 | 172.95 | - 1.15 | 184.95 | - 1.15 | 217.95 | - 1.15 05/24 18:00 |
| Suncor | u N-10 | 176.50 | - 2.50 | 193.50 | - 2.50 | 218.50 | - 2.50 05/24 18:00 |
| Valero | b 1-10 | 176.80 | - 1.20 | 187.55 | - 1.20 | 220.80 | - 1.20 05/24 18:00 |
| Valero DS | b 1-10 | 176.80 | - 1.20 | 187.55 | - 1.20 | 220.80 | - 1.20 05/24 18:00 |
| HlyFrntr | u N-10 | 177.01 | - 2.00 | 194.01 | - 2.00 | 219.01 | - 2.00 05/24 18:00 |
| Cenex | b 1-10 | 178.05 | - 1.25 | 197.15 | - 1.95 | 221.05 | - 2.00 05/24 18:00 |
| Sun-Shell | b 1-10 | 178.50 | - 2.50 | 195.50 | - 2.50 | 220.50 | - 2.50 05/24 18:00 |
| Sun-XOM | b 1-10 | 178.50 | - 2.50 | -- -- | -- -- | 220.50 | - 2.50 05/24 18:00 |
| Sinclair | b 1-10 | 179.20 | - .50 | 196.20 | - .50 | 221.20 | - .50 05/23 18:01 |
| Sinclair | u 1-10 | 179.20 | - .50 | 196.20 | - .50 | 221.20 | - .50 05/23 18:01 |
| Shell | b 125-3 | 181.36 | - .98 | 198.57 | - .98 | 230.88 | - .98 05/24 18:00 |
| LOW RACK | | 172.95 | | 184.95 | | 217.95 | |
| HIGH RACK | | 181.36 | | 198.57 | | 230.88 | |
| RACK AVG | | 177.72 | | 193.12 | | 221.13 | |
| BRD LOW RACK | | 176.80 | | 187.55 | | 220.50 | |
| BRD HIGH RACK | | 181.36 | | 198.57 | | 230.88 | |
| BRD RACK AVG | | 178.46 | | 193.75 | | 222.25 | |
| UBD LOW RACK | | 172.95 | | 184.95 | | 217.95 | |
| UBD HIGH RACK | | 179.20 | | 196.20 | | 221.20 | |
| UBD RACK AVG | | 176.42 | | 192.17 | | 219.17 | |
| CONT AVG-05/25 | | 177.72 | | 193.12 | | 221.13 | |
| CONT LOW-05/25 | | 172.95 | | 184.95 | | 217.95 | |
| CONT HIGH-05/25 | | 181.36 | | 198.57 | | 230.88 | |

DENVER, CO 2017-05-25 17:03:42 EDT

OPIS CLOSING BENCHMARK FILE

OPIS GROSS CBOB ETHANOL(10%) PRICES 9.0 RVP

| | | Move | | | | | |
|-----------------|---------|--------|--------|--------|--------|--------|--------------------|
| Terms | Unl | Move | Mid | Move | Pre | Move | Date Time |
| Valero | u N-10 | 172.95 | - 1.15 | 184.95 | - 1.15 | 219.95 | - 2.15 05/24 18:00 |
| Valero | b 1-10 | 176.80 | - 1.20 | 187.55 | - 1.20 | 220.80 | - 1.20 05/24 18:00 |
| Valero DS | b 1-10 | 176.80 | - 1.20 | 187.55 | - 1.20 | 220.80 | - 1.20 05/24 18:00 |
| HlyFrntr | u N-10 | 177.01 | - 2.00 | 194.01 | - 2.00 | 219.01 | - 2.00 05/24 18:00 |
| Gulf | b 1-10 | 178.85 | - 2.50 | 193.45 | - 2.60 | 223.20 | - 2.60 05/24 18:00 |
| Sinclair | b 1-10 | 179.20 | - .50 | 196.20 | - .50 | 221.20 | - .50 05/23 18:01 |
| Sinclair | u 1-10 | 179.20 | - .50 | 196.20 | - .50 | 221.20 | - .50 05/23 18:01 |
| PSX | b 1-10 | 179.35 | - .10 | -- -- | -- -- | 222.78 | - .10 05/24 18:00 |
| Shell | b 125-3 | 181.36 | - .98 | 198.57 | - .98 | 230.88 | - .98 05/24 18:00 |
| Hartland | u Net | -- -- | -- -- | -- -- | -- -- | 216.35 | - 1.15 05/24 18:00 |
| LOW RACK | | 172.95 | | 184.95 | | 216.35 | |
| HIGH RACK | | 181.36 | | 198.57 | | 230.88 | |
| RACK AVG | | 177.95 | | 192.31 | | 221.62 | |
| BRD LOW RACK | | 176.80 | | 187.55 | | 220.80 | |
| BRD HIGH RACK | | 181.36 | | 198.57 | | 230.88 | |
| BRD RACK AVG | | 178.73 | | 192.66 | | 223.28 | |
| UBD LOW RACK | | 172.95 | | 184.95 | | 216.35 | |
| UBD HIGH RACK | | 179.20 | | 196.20 | | 221.20 | |
| UBD RACK AVG | | 176.39 | | 191.72 | | 219.13 | |
| CONT AVG-05/25 | | 177.95 | | 192.31 | | 221.62 | |
| CONT LOW-05/25 | | 172.95 | | 184.95 | | 216.35 | |
| CONT HIGH-05/25 | | 181.36 | | 198.57 | | 230.88 | |

DENVER, CO
 LOW RETAIL 215.03
 AVG RETAIL 230.43
 LOW RETAIL EX-TAX 173.19
 AVG RETAIL EX-TAX 188.59

DENVER, CO 2017-05-25 17:03:42 EDT

OPIS CLOSING BENCHMARK FILE

OPIS GROSS PURE ETHANOL PRICES

| | w/out | with | Move | | | |
|-----------------|--------|--------|------|------|-------|-------|
| Terms | RINS | Move | RINS | Move | Date | Time |
| Sinclair b 1-10 | 162.00 | - 1.00 | -- | -- | 05/24 | 18:01 |
| LOW RACK | 162.00 | | -- | -- | | |
| HIGH RACK | 162.00 | | -- | -- | | |
| RACK AVG | 162.00 | | -- | -- | | |
| BRD LOW RACK | 162.00 | | -- | -- | | |
| BRD HIGH RACK | 162.00 | | -- | -- | | |
| BRD RACK AVG | 162.00 | | -- | -- | | |
| CONT AVG-05/25 | 162.00 | | -- | -- | | |
| CONT LOW-05/25 | 162.00 | | -- | -- | | |
| CONT HIGH-05/25 | 162.00 | | -- | -- | | |

TOTAL ETHANOL AVG 162.00

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS E-70 PRICES

| | Move | | | | |
|-----------------|--------|-------|-------|-------|--|
| Terms | Unl | Move | Date | Time | |
| Valero u N-10 | 120.32 | + .77 | 05/24 | 18:00 | |
| Valero b 1-10 | 121.54 | + .78 | 05/24 | 18:00 | |
| Cenex b 1-10 | 135.92 | + .34 | 05/24 | 18:00 | |
| LOW RACK | 120.32 | | | | |
| HIGH RACK | 135.92 | | | | |
| RACK AVG | 125.93 | | | | |
| BRD LOW RACK | 121.54 | | | | |
| BRD HIGH RACK | 135.92 | | | | |
| BRD RACK AVG | 128.73 | | | | |
| UBD LOW RACK | 120.32 | | | | |
| UBD HIGH RACK | 120.32 | | | | |
| UBD RACK AVG | 120.32 | | | | |
| CONT AVG-05/25 | 125.93 | | | | |
| CONT LOW-05/25 | 120.32 | | | | |
| CONT HIGH-05/25 | 135.92 | | | | |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS ULTRA LOW SULFUR DISTILLATE PRICES

| | | Move | | | | | | |
|-----------------|--------|--------|--------|-------|-----|------|-------|-------|
| Terms | No.2 | Move | No.1 | Move | Pre | Move | Date | Time |
| Valero u N-10 | 167.90 | - .15 | 181.90 | - .15 | -- | -- | 05/24 | 18:00 |
| Growmark u N-10 | 168.71 | - 2.36 | -- | -- | -- | -- | 05/25 | 12:30 |

Musket u N-10 169.00 + .25 --- --- --- --- 05/24 18:00
 Cenex b 1-10 169.04 - 2.50 193.29 - 2.50 173.79 - 2.50 05/25 12:00
 HlyFrntr u N-10 169.32 + 4.50 189.32 + 4.50 172.67 + 4.50 05/19 18:00
 Suncor u N-10 170.50 + .50 194.50 + .50 173.50 + .50 05/23 18:00
 Hartland u Net 171.50 - 2.00 198.25 - 2.00 --- --- 05/24 18:00
 Valero b 1-10 171.60 + .55 --- --- --- --- 05/23 18:00
 Valero DS b 1-10 171.60 + .55 --- --- --- --- 05/23 18:00
 Sun-XOM b N-10 172.50 + .50 --- --- 175.50 + .50 05/23 18:00
 Sinclair b 1-10 172.60 + .50 197.85 + .50 --- --- 05/23 18:01
 Sinclair u 1-10 172.60 + .50 197.85 + .50 --- --- 05/23 18:01
 PSX u N-10 173.00 + .25 --- --- --- --- 05/23 18:00
 PSX b 1-10 173.40 + .10 197.64 + .10 175.42 + .10 05/24 18:00
 Shell u N-10 174.03 - .04 --- --- --- --- 05/24 18:00
 Shell b 125-3 175.79 - .04 --- --- --- --- 05/24 18:00
 LOW RACK 167.90 181.90 172.67
 HIGH RACK 175.79 198.25 175.50
 RACK AVG 171.44 193.83 174.18
 OPIS GROUP 3 DELIVERED SPOT (SRI)
 FOB DENVER 165.84 --- 168.09
 BRD LOW RACK 169.04 193.29 173.79
 BRD HIGH RACK 175.79 197.85 175.50
 BRD RACK AVG 172.36 196.26 174.90
 UBD LOW RACK 167.90 181.90 172.67
 UBD HIGH RACK 174.03 198.25 173.50
 UBD RACK AVG 170.73 192.36 173.09
 CONT AVG-05/25 171.75 194.14 174.68
 CONT LOW-05/25 167.90 181.90 172.67
 CONT HIGH-05/25 175.79 198.25 176.29

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS ULTRA LOW SULFUR RED DYE DISTILLATE PRICES

Move

Terms No.2 Move No.1 Move Pre Move Date Time
 Valero u N-10 168.25 - .15 182.25 - .15 --- --- 05/24 18:00
 Growmark u N-10 169.06 - 2.36 --- --- --- --- 05/25 12:30
 Cenex b 1-10 169.44 - 2.50 193.69 - 2.50 174.19 - 2.50 05/25 12:00
 Musket u N-10 169.50 + .25 --- --- --- --- 05/24 18:00
 HlyFrntr u N-10 169.82 + 4.50 189.82 + 4.50 173.17 + 4.50 05/19 18:00
 Suncor u N-10 171.00 + .50 195.00 + .50 174.00 + .50 05/23 18:00
 Valero b 1-10 171.95 + .55 --- --- --- --- 05/23 18:00
 Valero DS b 1-10 171.95 + .55 --- --- --- --- 05/23 18:00
 Hartland u Net 172.00 + .50 198.75 + .50 --- --- 05/23 18:00
 Sinclair b 1-10 172.95 + .50 198.20 + .50 --- --- 05/23 18:01
 Sinclair u 1-10 172.95 + .50 198.20 + .50 --- --- 05/23 18:01
 PSX u N-10 173.50 + .25 --- --- --- --- 05/23 18:00
 PSX b 1-10 173.91 + .10 198.15 + .10 175.93 + .10 05/24 18:00
 Shell u N-10 174.43 - .04 --- --- --- --- 05/24 18:00
 LOW RACK 168.25 182.25 173.17
 HIGH RACK 174.43 198.75 175.93
 RACK AVG 171.48 194.26 174.32
 OPIS GROUP 3 DELIVERED SPOT (SRI)
 FOB DENVER 166.19 --- 168.44

| | | | |
|-----------------|--------|--------|--------|
| BRD LOW RACK | 169.44 | 193.69 | 174.19 |
| BRD HIGH RACK | 173.91 | 198.20 | 175.93 |
| BRD RACK AVG | 172.04 | 196.68 | 175.06 |
| UBD LOW RACK | 168.25 | 182.25 | 173.17 |
| UBD HIGH RACK | 174.43 | 198.75 | 174.00 |
| UBD RACK AVG | 171.17 | 192.80 | 173.59 |
| CONT AVG-05/25 | 171.83 | 194.57 | 174.95 |
| CONT LOW-05/25 | 168.25 | 182.25 | 173.17 |
| CONT HIGH-05/25 | 174.43 | 198.75 | 176.69 |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS ULTRA LOW SULFUR NO. 1 PREMIUM DISTILLATE PRICES

| | No.1 | Pre | Move | | | |
|-----------------|--------|--------|--------|--------|-------|-------|
| Terms | Pre | Move | RD | Move | Date | Time |
| Cenex b 1-10 | 198.04 | - 2.50 | 198.44 | - 2.50 | 05/25 | 12:00 |
| LOW RACK | 198.04 | | 198.44 | | | |
| HIGH RACK | 198.04 | | 198.44 | | | |
| RACK AVG | 198.04 | | 198.44 | | | |
| BRD LOW RACK | 198.04 | | 198.44 | | | |
| BRD HIGH RACK | 198.04 | | 198.44 | | | |
| BRD RACK AVG | 198.04 | | 198.44 | | | |
| CONT AVG-05/25 | 200.54 | | 200.94 | | | |
| CONT LOW-05/25 | 200.54 | | 200.94 | | | |
| CONT HIGH-05/25 | 200.54 | | 200.94 | | | |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS ULTRA LOW SULFUR WINTER DISTILLATE PRICES

| | | Move | | | | |
|-----------------------------------|--------|--------|--------|-------|--------|--------------------|
| Terms | No.2 | Move | No.1 | Move | Pre | Move Date Time |
| Valero u N-10 | 169.15 | - .15 | 182.25 | - .15 | ---- | 05/24 18:00 |
| HlyFrntr u N-10 | 170.17 | + 4.50 | ---- | ---- | ---- | 05/19 18:00 |
| Valero b 1-10 | 172.45 | + .55 | ---- | ---- | ---- | 05/23 18:00 |
| Valero DS b 1-10 | 172.45 | + .55 | ---- | ---- | ---- | 05/23 18:00 |
| PSX b 1-10 | 175.42 | + .10 | ---- | ---- | ---- | 05/24 18:00 |
| PSX u N-10 | 176.00 | + .25 | ---- | ---- | ---- | 05/23 18:00 |
| Shell u N-10 | 177.03 | - .04 | ---- | ---- | ---- | 05/24 18:00 |
| Cenex b 1-10 | ---- | ---- | ---- | ---- | 183.04 | - 2.50 05/25 12:00 |
| LOW RACK | 169.15 | | 182.25 | | 183.04 | |
| HIGH RACK | 177.03 | | 182.25 | | 183.04 | |
| RACK AVG | 173.24 | | 182.25 | | 183.04 | |
| OPIS GROUP 3 DELIVERED SPOT (SRI) | | | | | | |
| FOB DENVER | 165.84 | | ---- | | 168.09 | |
| BRD LOW RACK | 172.45 | | ---- | | 183.04 | |
| BRD HIGH RACK | 175.42 | | ---- | | 183.04 | |
| BRD RACK AVG | 173.44 | | ---- | | 183.04 | |
| UBD LOW RACK | 169.15 | | 182.25 | | ---- | |
| UBD HIGH RACK | 177.03 | | 182.25 | | ---- | |
| UBD RACK AVG | 173.09 | | 182.25 | | ---- | |
| CONT AVG-05/25 | 173.24 | | 182.25 | | 185.54 | |
| CONT LOW-05/25 | 169.15 | | 182.25 | | 185.54 | |
| CONT HIGH-05/25 | 177.03 | | 182.25 | | 185.54 | |

DENVER, CO

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS ULTRA LOW SULFUR RED DYE WINTER DISTILLATE PRICES

Move

Terms No.2 Move No.1 Move Pre Move Date Time

| | | | | | | | | |
|-----------|--------|--------|--------|------|--------|--------|-------------|-------------|
| Valero | u N-10 | 169.50 | - .15 | ---- | ---- | ---- | ---- | 05/24 18:00 |
| HlyFrntr | u N-10 | 170.67 | + 4.50 | ---- | ---- | ---- | ---- | 05/19 18:00 |
| Valero | b 1-10 | 172.80 | + .55 | ---- | ---- | ---- | ---- | 05/23 18:00 |
| Valero DS | b 1-10 | 172.80 | + .55 | ---- | ---- | ---- | ---- | 05/23 18:00 |
| PSX | b 1-10 | 175.93 | + .10 | ---- | ---- | ---- | ---- | 05/24 18:00 |
| Cenex | b 1-10 | ---- | ---- | ---- | 183.44 | - 2.50 | 05/25 12:00 | |
| LOW RACK | | 169.50 | | ---- | 183.44 | | | |
| HIGH RACK | | 175.93 | | ---- | 183.44 | | | |
| RACK AVG | | 172.34 | | ---- | 183.44 | | | |

OPIS GROUP 3 DELIVERED SPOT (SRI)

| | | | |
|-----------------|--------|------|--------|
| FOB DENVER | 166.19 | ---- | 168.44 |
| BRD LOW RACK | 172.80 | ---- | 183.44 |
| BRD HIGH RACK | 175.93 | ---- | 183.44 |
| BRD RACK AVG | 173.84 | ---- | 183.44 |
| UBD LOW RACK | 169.50 | ---- | ---- |
| UBD HIGH RACK | 170.67 | ---- | ---- |
| UBD RACK AVG | 170.09 | ---- | ---- |
| CONT AVG-05/25 | 172.34 | ---- | 185.94 |
| CONT LOW-05/25 | 169.50 | ---- | 185.94 |
| CONT HIGH-05/25 | 175.93 | ---- | 185.94 |

DENVER, CO

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B2 SME BIODIESEL PRICES

ULS ULS ULS2 ULS2P ULS2 ULS2P Move

Terms No.2 Pre RD RD WNT WNT Date Time

| | | | | | | | | |
|-----------------|--------|--------|--------|--------|--------|--------|--------|-------------|
| Cenex | b 1-10 | 169.04 | 173.79 | 169.44 | 174.19 | 171.04 | 175.79 | 05/25 12:00 |
| Sinclair | b 1-10 | 172.60 | 176.10 | 172.95 | 176.45 | 178.60 | ---- | 05/23 18:01 |
| Sinclair | u 1-10 | 172.60 | 176.10 | 172.95 | 176.45 | 178.60 | ---- | 05/23 18:01 |
| PSX | b 1-10 | 172.90 | ---- | 173.40 | ---- | 174.92 | ---- | 05/24 18:00 |
| LOW RACK | | 169.04 | 173.79 | 169.44 | 174.19 | 171.04 | 175.79 | |
| HIGH RACK | | 172.90 | 176.10 | 173.40 | 176.45 | 178.60 | 175.79 | |
| RACK AVG | | 171.79 | 175.33 | 172.19 | 175.70 | 175.79 | 175.79 | |
| BRD LOW RACK | | 169.04 | 173.79 | 169.44 | 174.19 | 171.04 | 175.79 | |
| BRD HIGH RACK | | 172.90 | 176.10 | 173.40 | 176.45 | 178.60 | 175.79 | |
| BRD RACK AVG | | 171.51 | 174.95 | 171.93 | 175.32 | 174.85 | 175.79 | |
| UBD LOW RACK | | 172.60 | 176.10 | 172.95 | 176.45 | 178.60 | ---- | |
| UBD HIGH RACK | | 172.60 | 176.10 | 172.95 | 176.45 | 178.60 | ---- | |
| UBD RACK AVG | | 172.60 | 176.10 | 172.95 | 176.45 | 178.60 | ---- | |
| CONT AVG-05/25 | | 172.41 | 176.16 | 172.81 | 176.53 | 176.42 | 178.29 | |
| CONT LOW-05/25 | | 171.54 | 176.10 | 171.94 | 176.45 | 173.54 | 178.29 | |
| CONT HIGH-05/25 | | 172.90 | 176.29 | 173.40 | 176.69 | 178.60 | 178.29 | |

DENVER, CO

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B2 SME BIODIESEL PRICES

ULS2D ULS2PD Move

| | Terms | WNT | WNT | Date | Time |
|-----------------|--------|--------|--------|-------|-------|
| Cenex | b 1-10 | 171.44 | 176.19 | 05/25 | 12:00 |
| Sinclair | b 1-10 | 178.95 | -- -- | 05/23 | 18:01 |
| Sinclair | u 1-10 | 178.95 | -- -- | 05/23 | 18:01 |
| LOW RACK | | 171.44 | 176.19 | | |
| HIGH RACK | | 178.95 | 176.19 | | |
| RACK AVG | | 176.45 | 176.19 | | |
| BRD LOW RACK | | 171.44 | 176.19 | | |
| BRD HIGH RACK | | 178.95 | 176.19 | | |
| BRD RACK AVG | | 175.20 | 176.19 | | |
| UBD LOW RACK | | 178.95 | -- -- | | |
| UBD HIGH RACK | | 178.95 | -- -- | | |
| UBD RACK AVG | | 178.95 | -- -- | | |
| CONT AVG-05/25 | | 177.28 | 178.69 | | |
| CONT LOW-05/25 | | 173.94 | 178.69 | | |
| CONT HIGH-05/25 | | 178.95 | 178.69 | | |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B5 SME BIODIESEL PRICES

| | Uls | Uls | Uls2 | Uls2P | Uls2 | Uls2P | Move | |
|-----------------|--------|--------|--------|--------|--------|--------|--------|-------------|
| Terms | No.2 | Pre | RD | RD | WNT | WNT | | Date Time |
| Valero | u N-10 | 167.90 | -- -- | 168.25 | -- -- | -- -- | -- -- | 05/24 18:00 |
| Cenex | b 1-10 | 169.57 | 174.32 | 169.97 | 174.72 | 171.57 | 176.32 | 05/25 12:00 |
| Valero | b 1-10 | 171.60 | -- -- | -- -- | -- -- | -- -- | -- -- | 05/23 18:00 |
| Valero DS | b 1-10 | 171.60 | -- -- | -- -- | -- -- | -- -- | -- -- | 05/23 18:00 |
| Sinclair | b 1-10 | 172.30 | -- -- | 172.65 | -- -- | -- -- | -- -- | 05/24 18:01 |
| Sinclair | u 1-10 | 172.30 | -- -- | 172.65 | -- -- | -- -- | -- -- | 05/24 18:01 |
| PSX | b 1-10 | 172.39 | 174.41 | 172.90 | -- -- | 174.41 | -- -- | 05/24 18:00 |
| LOW RACK | | 167.90 | 174.32 | 168.25 | 174.72 | 171.57 | 176.32 | |
| HIGH RACK | | 172.39 | 174.41 | 172.90 | 174.72 | 174.41 | 176.32 | |
| RACK AVG | | 171.09 | 174.37 | 171.28 | 174.72 | 172.99 | 176.32 | |
| BRD LOW RACK | | 169.57 | 174.32 | 169.97 | 174.72 | 171.57 | 176.32 | |
| BRD HIGH RACK | | 172.39 | 174.41 | 172.90 | 174.72 | 174.41 | 176.32 | |
| BRD RACK AVG | | 171.49 | 174.37 | 171.84 | 174.72 | 172.99 | 176.32 | |
| UBD LOW RACK | | 167.90 | -- -- | 168.25 | -- -- | -- -- | -- -- | |
| UBD HIGH RACK | | 172.30 | -- -- | 172.65 | -- -- | -- -- | -- -- | |
| UBD RACK AVG | | 170.10 | -- -- | 170.45 | -- -- | -- -- | -- -- | |
| CONT AVG-05/25 | | 171.43 | 175.55 | 171.76 | 177.09 | 174.18 | 178.69 | |
| CONT LOW-05/25 | | 167.90 | 174.41 | 168.25 | 177.09 | 173.94 | 178.69 | |
| CONT HIGH-05/25 | | 172.39 | 176.69 | 172.90 | 177.09 | 174.41 | 178.69 | |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B5 SME BIODIESEL PRICES

| | Uls2D | Uls2PD | Move | |
|--------------|--------|--------|--------|-------------|
| Terms | WNT | WNT | | Date Time |
| Cenex | b 1-10 | 171.97 | 176.72 | 05/25 12:00 |
| PSX | b 1-10 | 174.92 | -- -- | 05/24 18:00 |
| LOW RACK | | 171.97 | 176.72 | |
| HIGH RACK | | 174.92 | 176.72 | |
| RACK AVG | | 173.45 | 176.72 | |
| BRD LOW RACK | | 171.97 | 176.72 | |

| | | |
|-----------------|--------|--------|
| BRD HIGH RACK | 174.92 | 176.72 |
| BRD RACK AVG | 173.45 | 176.72 |
| CONT AVG-05/25 | 174.63 | 179.09 |
| CONT LOW-05/25 | 174.34 | 179.09 |
| CONT HIGH-05/25 | 174.92 | 179.09 |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B10 SME BIODIESEL PRICES

ULS ULS2 Move

Terms No.2 RD Date Time

| | | | | |
|-----------------|--------|--------|--------|-------------|
| Cenex | b 1-10 | 169.30 | 169.70 | 05/25 12:00 |
| Sinclair | b 1-10 | 172.00 | 172.35 | 05/24 18:01 |
| Sinclair | u 1-10 | 172.00 | 172.35 | 05/24 18:01 |
| LOW RACK | | 169.30 | 169.70 | |
| HIGH RACK | | 172.00 | 172.35 | |
| RACK AVG | | 171.10 | 171.47 | |
| BRD LOW RACK | | 169.30 | 169.70 | |
| BRD HIGH RACK | | 172.00 | 172.35 | |
| BRD RACK AVG | | 170.65 | 171.03 | |
| UBD LOW RACK | | 172.00 | 172.35 | |
| UBD HIGH RACK | | 172.00 | 172.35 | |
| UBD RACK AVG | | 172.00 | 172.35 | |
| CONT AVG-05/25 | | 171.85 | 172.22 | |
| CONT LOW-05/25 | | 171.55 | 171.95 | |
| CONT HIGH-05/25 | | 172.00 | 172.35 | |

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OPIS CLOSING BENCHMARK FILE

OPIS GROSS WHOLESALE B20 SME BIODIESEL PRICES

ULS ULS2 Move

Terms No.2 RD Date Time

| | | | | |
|-----------------|--------|--------|--------|-------------|
| Cenex | b 1-10 | 168.64 | 169.04 | 05/25 12:00 |
| Sinclair | b 1-10 | 171.25 | 171.60 | 05/24 18:01 |
| Sinclair | u 1-10 | 171.25 | 171.60 | 05/24 18:01 |
| LOW RACK | | 168.64 | 169.04 | |
| HIGH RACK | | 171.25 | 171.60 | |
| RACK AVG | | 170.38 | 170.75 | |
| BRD LOW RACK | | 168.64 | 169.04 | |
| BRD HIGH RACK | | 171.25 | 171.60 | |
| BRD RACK AVG | | 169.95 | 170.32 | |
| UBD LOW RACK | | 171.25 | 171.60 | |
| UBD HIGH RACK | | 171.25 | 171.60 | |
| UBD RACK AVG | | 171.25 | 171.60 | |
| CONT AVG-05/25 | | 171.05 | 171.41 | |
| CONT LOW-05/25 | | 170.64 | 171.04 | |
| CONT HIGH-05/25 | | 171.25 | 171.60 | |

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