

BERKSHIRE REGION GROUP PURCHASING PROGRAM

for highway supplies and services

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Pittsfield, MA 01201

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July 7, 2009

TO: BERKSHIRE COUNTY HIGHWAY SUPERINTENDENTS

FROM: Gregory T. Federspiel, Chr, Berkshire Region Group Purchasing Program

SUBJECT: HIGHWAY SUPPLIES AND MATERIALS, COOPERATIVE BIDS – FY 2010 **BIDS AWARDED**

The Berkshire Region Group Purchasing Program opened bids on June 25, 2009 and have made the following awards:

Heating fuel and diesel fuel and gasoline products – This past February we extended the heating fuel, diesel fuel and gasoline products with Cesco Plumbing and Heating/Brown Oil. Below are portions of those notifications as you have another open enrollment period in August to September 15 to lock in for the Heating Oil and Diesel Fuel. Gasoline products are not fixed pricing.

Heating Fuel Oil - Option "A" Non-Fixed Pricing - Determined by the Journal of Commerce, Albany Low, Albany, NY Journal of Commerce for heating oil and diesel - New Haven, CT for gasoline. PLUS the margin and overhead bid price of the awarded vendor (low price of the day you call for oil)

Heating Fuel Oil - Option "B" - Fixed Price Future Program is defined as the January 2010 settle price for "Heating Oil No. 2" on the New York Mercantile Exchange NYMEX settled price on date of lock in (which is) the day that the Participant or its Agent informs the contractor to lock on a future price PLUS the Margin and Overhead bid price that the contract was awarded. The **enrollment period to lock in the fixed price is from August 1, 2009 to September 15, 2009.**

If you choose to lock in a fixed price for heating fuel oil under Option B for FY10 you are now requested to execute a letter of **PAGE 4** commitment between your town or school/fire/district and CESCO/Brown Oil. This new procedure will firm up the purchase and commitment protocols under Option B for heating fuel oil. To be clear this is the price you would pay for all of fiscal year 2010, plus the profit and delivery margin. Your cooperation in estimating your needs as accurately as possible is appreciated. Attached is a sample commitment letter to be executed between individual towns and Brown Oil.

To check the NYMEX price for January 2010 delivery of heating oil.

http://www.nymex.com/ho_fut_cso.aspx

then, click on "view all contract months..."

then, click on "January 2010"

Diesel Fuel - opportunities to purchase diesel fuel, one Option A at the non-fixed pricing and the new fixed price, Option B.

Diesel Fuel - Option "A" Non-Fixed Pricing - Gasoline and Diesel Fuel Non Fixed Pricing Determined by the Journal of Commerce, Albany Low, Albany, NY Journal of Commerce for heating oil and diesel - New Haven, CT for gasoline. PLUS the margin and overhead bid price of the awarded vendor (low price of the day you call for diesel fuel)

Diesel Fuel - Option "B" - Fixed Price Diesel Fuel Future Program is defined as the January 2010 settle price for "Heating Oil No. 2" on the New York Mercantile Exchange NYMEX on date of lock in. The delivered price of the diesel fuel will be the settled price of the day that the Participant or its Agent informs the contractor to lock on a future price PLUS the Diesel Fuel differential of \$.20 a gallon or \$.25 a gallon for the Winter Blend PLUS the Margin and Overhead bid price that the contract was awarded Plus State tax. There are two open enrollment periods to lock in the fixed price -- **from August 1, 2009 to September 15, 2009.**

If you choose to lock in a fixed price for diesel fuel under Option B for FY10 you are now requested to execute a letter of **PAGE 5** commitment between your town or school/fire/district and CESCO/Brown Oil. This new procedure will firm up the purchase and commitment protocols under Option B for diesel fuel. To be clear this is the price you would pay for all of fiscal year 2010, PLUS the Diesel Fuel differential of \$.20 a gallon and \$.25 a gallon for the Winter Blend plus the profit and delivery margin plus the State Tax. Your cooperation in estimating your needs as accurately as possible is appreciated. Attached is a sample commitment letter to be executed between individual towns and Brown Oil.

For your information the NYMEX price does not include the price differential whereas the Journal of Commerce price does. Thus for the fixed price option the differential must be added into the NYMEX price. This is similar to the heating fuel oil bid.

To check the NYMEX price for January 2010 delivery of heating oil.

http://www.nymex.com/ho_fut_cso.aspx

then, click on "view all contract months..."

then, click on "January 2010"

Item 1 – Winter Salt and Deicer Products Page 6

Item 2 – Gravel, Loam, Sand and Stone Products awards by vendor and by town Page 7 and 8

PLUS A SPREADSHEET OF YOUR TOWN PRICES WILL BE EMAILED, FAXED OR MAILED TO YOUR HIGHWAY SUPERINTENDENT. (Nichols bid was not considered as we were informed their product does not meet specifications)

Item 3 – Blades: Plow, Loader and Grader NO BIDS RECEIVED

Item 4 – Castings Frames & Grates – NO BIDS RECEIVED

Item 5 – Liquid Propane - Amerigas at .391 a gallon over the Selkirk, NY pipeline price Page 9

Contact: Housatonic District 413-274-6012 Sharon is the CRR in the office and will take all the information. Jim Tibbetts will then be contacted to make a site visit, get the paper work filed, and schedule the tank change outs.

Item 6 – Full Depth Reclamation which includes Liquid Calcium for Dust Control Each town that submitted quantities will receive the paper work to make the award.

Item 7 – Bituminous Concrete Excavation by Cold Planer (milling) Each town that submitted the quantities will receive the paper work to make the award.

If you have any questions or suggestions regarding this please contact our office at 413-448-8424 or via email at berkcty@rnetworx.com.

(Town Letter Head)

**Christopher Swindlehurst, President
CESCO Plumbing and Heating/Brown Oil
33 Daly Street
Dalton, MA 01226**

RE: Letter of Commitment –Option B

Dear Mr. Swindlehurst,

This is a binding letter of commitment by the Town of _____ to participate in the group purchase of fuel oil for the fiscal year until June 30, 2010, per the Contract Extension between the Berkshire Region Group Purchasing Program and CESCO Plumbing and Heating/Brown Oil signed February 2, 2009. The Town of _____ has agreed to lock the delivery price of oil per gallon to be purchased from July 1, 2009 to June 20, 2010 at the January 2010 settle price for “Heating Oil No. 2” New York Mercantile Exchange NYMEX _____, 2009. The delivered price will be _____ per gallon plus the margin and overhead bid price as specified in the Contract, as amended, Option B, page 9, paragraph 15, Determination of Pricing. This request has been faxed in by noon on _____, 2009 as required by the contract as amended. The Town of _____ estimates to purchase, subject to appropriation, in fiscal year 2010, _____ gallons of fuel oil for the attached list of locations based on good faith estimates. This estimated quantity is for information purposes only. Actual oil needs may be more or less than amounts actually specified.

Dated this _____ day of February, 2009 .Town of _____

Authorized signature

Printed name and title

(Town Letter Head)

Christopher Swindlehurst, President
CESCO Plumbing and Heating/Brown Oil
33 Daly Street
Dalton, MA 01226

RE: Letter of Commitment –Option B Fixed Price Diesel Fuel

Dear Mr. Swindlehurst,

This is a binding letter of commitment by the Town of _____ to participate in the fixed price of diesel fuel for the fiscal year ending June 30, 2010, per the Contract Extension between the Berkshire Region Group Purchasing Program and CESCO Plumbing and Heating/Brown Oil signed March 20, 2009. On _____, 2009, the Town of _____ has agreed to lock the delivery price of diesel fuel per gallon to be purchased from July 1, 2009 to June 30, 2010 at the January 2010 settle price for "Heating Oil #2 " New York Mercantile Exchange (NYMEX). The NYMEX price will be \$ _____ per gallon Plus the Diesel Fuel differential of \$.20 a gallon or \$.25 a gallon for Winter Blend Plus the margin and overhead bid price as specified in the Contract, as amended, page 10, paragraph 15, Billing, for a total delivered price of \$ _____. (not including State tax) This request has been faxed in by noon on _____, 2009 as required by the contract as amended. The Town of _____ estimates to purchase, subject to appropriation, in fiscal year 2010, _____ gallons of diesel fuel for the attached list of locations based on good faith estimates. This estimated quantity is for information purposes only. Actual diesel fuel needs may be more or less than amounts actually specified.

Dated this _____ day of _____, 2009 .Town of _____

Authorized signature

Printed name and title

Vendors would like to be notified by August 15th that you will use their product. Please comply.

Winter Salt and Deicer Products BIDS AWARDED

July 1 to June 30, 2010

BERKSHIRE REGION GROUP PURCHASING PROGRAM FY2010

NORTHERN DISTRICT		Williamstown, Clarksburg, North Adams, Adams, Florida, Savoy, Cheshire, Hancock and New Ashford.						
Company	Liquid Calcium Chloride 32% Winter	Liquid Calcium Chloride 32% Winter with Corrosive Inhibitor	Liquid Deicer Magnesium chloride	Liq Deicer Winter Grad 26% Mag chloride with Coorrisve Inhibitor	Liq Agricultural Deicer used for salt and sand stockpile	Sodium Chloride Winter Rock Salt treated with an anticaking agent	Sodium chloride Crushed Rock Salt PRE treated with an AGRICULTURALLY Enhanced Magnesium Chloride Product	Sodium chloride Crushed Rock Salt PREtreated with magnesium Chloride Product
Innovative	1.08	1.29	0.89	0.94	1.34	69.45	85.45	79.25
All States Asphalt								
International								
Cargill								
CENTRAL BERKSHIRE		Becket, Lanesborough, Dalton, Windsor, Pittsfield, Hinsdale, Peru, Richmond, Lenox and Washington.						
Company	Liquid Calcium Chloride 32% Winter	Liquid Calcium Chloride 32% Winter with Corrosive Inhibitor	Liquid Deicer Magnesium chloride	Liq Deicer Winter Grad 26% Mag chloride with Coorrisve Inhibitor	Liq Agricultural Deicer used for salt and sand stockpile	Sodium Chloride Winter Rock Salt treated with an anticaking agent	Sodium chloride Crushed Rock Salt PRE treated with an AGRICULTURALLY Enhanced Magnesium Chloride Product	Sodium chloride Crushed Rock Salt PREtreated with magnesium Chloride Product
Innovative	1.08	1.29	0.89	0.94	1.34	68.94	84.94	79.25
All States Asphalt								
International								
Cargill								
SOUTHERN DISTRICT		West Stockbridge, Stockbridge, Lee, Otis, Tyringham, Gt Barrington, Alford, Egremont, Mt Washington, Sheffield, New Marlborough, Monterey, and Sandisfield.						
Company	Liquid Calcium Chloride 32% Winter	Liquid Calcium Chloride 32% Winter with Corrosive Inhibitor	Liquid Deicer Magnesium chloride	Liq Deicer Winter Grad 26% Mag chloride with Coorrisve Inhibitor	Liq Agricultural Deicer used for salt and sand stockpile	Sodium Chloride Winter Rock Salt treated with an anticaking agent	Sodium chloride Crushed Rock Salt PRE treated with an AGRICULTURALLY Enhanced Magnesium Chloride Product	Sodium chloride Crushed Rock Salt PREtreated with magnesium Chloride Product
Innovative	1.08	1.29	0.89	0.94	1.34	68.75	84.75	79.25
All States Asphalt								
International								
Cargill								
SOUTHEASTERN DISTRICT		Blandford, Chester, Granville, Montgomery, Plainfield, Russell, Tolland & Worthington, unless geographically these communities are closer to another district for easier delivery.						
Company	Liquid Calcium Chloride 32% Winter	Liquid Calcium Chloride 32% Winter with Corrosive Inhibitor	Liquid Deicer Magnesium chloride	Liq Deicer Winter Grad 26% Mag chloride with Coorrisve Inhibitor	Liq Agricultural Deicer used for salt and sand stockpile	Sodium Chloride Winter Rock Salt treated with an anticaking agent	Sodium chloride Crushed Rock Salt PRE treated with an AGRICULTURALLY Enhanced Magnesium Chloride Product	Sodium chloride Crushed Rock Salt PREtreated with magnesium Chloride Product
Innovative	1.08	1.29	0.89	0.94	1.34	69.80	89.85	82.50
All States Asphalt								
International								
Cargill								

Innovative Municipal Products Inc., P. O. Box 712, Niagara Falls, NY 14302 Phone 1-800-387-5777 Fax 905-683-9444 Email info@innovativecompany.com

All States Asphalt, PO box 91, Sunderland, MA 01375, Phone 1-800-343-9620 Fax 413-655-9027 Fax 413-665-9027 Email asphalt@asmg.com

International Salt Co., 655 Northern Blvd, Clarks Summit, PA 18411, Phone 888-388-4726, Fax 570-586-6463 email: bids@iscosalt.com

Cargill Deicing Technology, 24950 Country Club Blvd, Ste 450, North Olmsted, OH 44070, Phone 800-600-7258, Fax 440-716-0763 Email ellen_ziegman@cargill.com

Berkshire Region Group Purchasing Awards 7/1/09 to 6/30/2010

ADAMS	BCC
ALFORD	
BECKET	Split Lane - Processed Gravel, Pittsfield S&G Bank Run Gravel and W Winter Sand
CHESHIRE	Split - Bushika Bank run Gravel ; Berkshire Concrete Processed Gravel & W Winter Sand
CLARKSBURG	Bushika
DALTON	BCC
EGREMONT	No bid for quantity
FLORIDA	No bids
GT. BARRINGTON	Lane for Loam
HANCOCK	
HINSDALE	Split PSG Rip Rap 6" surger; BCC Stone, gravel and sand
LANESBORO	Split - PSG for Sand/Salt Mix 4 to 1; Screened Loam; BCC Stone, P Gravel & W Washed Sand
LEE	Meehan
LENOX	BCC
MONTEREY	
MOUNT WASHINGTON	
NEW ASHFORD	Split - BCC P Gravel; Bushika Mix Sand/Salt 3/1
NEW MARLBORO	
NORTH ADAMS	BCC
OTIS	Meehan
PERU	
PITTSFIELD	Split - PSG for Sand/Salt Mix 3 & 4/1; BCC Stone, Processed & Bank Run Gravels, W Washed Sand & Loam Borrow
RICHMOND	BCC
SANDISFIELD	
SAVOY	Split - Bushika Stone & Bank run Gravel ; Meehan Processed Gravel & W Winter Sand
SHEFFIELD	No bid for quantity
STOCKBRIDGE	
TYRINGHAM	
WASHINGTON	
WEST STOCKBRIDGE	No bid for quantity
WILLIAMSTOWN	Split - Dailey Stone & P Gravel; Bushika W Winter and
WINDSOR	Meehan
BLANDFORD	Meehan
CHESTER	Meehan
MONTGOMERY	
PLAINFIELD	Meehan
RUSSELL	Meehan
Granville	
TOLLAND	
WORTHINGTON	

Berkshire Concrete Corp
1-413-629-2022

Pittsfield Sand & Gravel
1-518-381-6945

Bushika Sand & Gravel
1-518-381-6945

Meehan Construction
1-413-527-3367

William Dailey
802-442-9923

Lane Const
Tel 413-442-5665
Fax 413-442-6935
Becket Split Processed Gravel

Adams
Cheshire Split Proceesed Gravel & W W Sand
Dalton

Becket Split Crushed Gravel, Bank run and w W Sand

Cheshire Split Bank Run Gravel
Clarksburg

Lee
Otis

Hinsdale Split - Stone, P Gravel, W W sand
Lanesborough Split - Stone, P Gravel, W W sand
Lenox

Hinsdale Split Rip Rap 6" Surger
Lanesborough split Sand/Salt 5/1 and SLoam

New Ashford Split - Processed Gravel
North Adams

New Ashford Mix Sand/Salt 3/1
Savoy Split Bank run gravel

Savoy Split P Gravel & Sand

Pittsfield Split - Washed Stone
Gravel and Sand & loam

Pittsfield Split Mix Sand/Salt 3 and 4 to 1

Williamstown Split - Sand

Williamstown Split Stone and P Gravel

Richmond

Windsor
Blandford
Chester
Plainfield
Russell

No Bids Received for:

Egremont

No bid for quantity given

Florida

No bids received

Gt Barrington

No bid for quantity given

Sheffield

No bid for quantity

West Stockbridge

No bid for quantity

**BERKSHIRE REGION GROUP PURCHASING PROGRAM FY2010
LIQUID PROPANE GAS ESTIMATED QUANTITY SHEET AND BID FORM**

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Page 1 of 2 Bid Form

Participant: Town/City/District/Unit	Locations	Tank Size	Rent/Own	Estimated Usage of Propane Gas Gallons	Guaranteed fixed price per gallon for each town/unit/district	Profit margin over the Saltirk NY pipeline price.
ADAMS FIRE DIST.	Wellfield-Harbor Rd Wellfield-Harbor Rd Wellfield-Harbor Rd E Hoosac St Pump Stn	3 @ 1000; 500 2 @ 1,000 1000	R R O R	2,000		.391
ADAMS						
ALFORD						
BECKET						
CHESHIRE				1,000		.391
CLARKSBURG						
DALTON - HIGHWAY						
EGREMONT				2,500		.391
FLORIDA	School 2 @ Fire Stn Senior ctr		R R R	4,000		.391
GT. BARRINGTON				20,000		.391
HANCOCK						
HINSDALE	144 Longview Ave. Water Plan	1000	O	1,600		.391
LANESBORO				2,000		.391
LEE						
LENOX	Water Plant Sewer Pump	2000 1000	O O	4,500 500		.391 .391
MONTEREY						
MOUNT WASHINGTON						
NEW ASHFORD						
NEW MARLBOROUGH				10,000		.391
NORTH ADAMS						

Berkshire Region Group Purchasing Program

LIQUID PROPANE GAS ESTIMATED QUANTITY SHEET AND BID FORM

Participant: Town/City/District/Unit	Locations	Tank Size	Rent/Own	Estimated Usage of Propane Gas Gallons	Guaranteed fixed price per gallon for each town/unit/district	Profit margin over the Seakirk NY pipeline price.
OTS	Hgwy Garage Fire E Otis Maint Garage Sewer Plant Town Hall Town Hall Ctfl Fire House	500 500 300 500 500 300 1000		3,800		.391
PERU						
PITTSFIELD						
RICHMOND						
SANDSFIELD						
SAVOY	Fire Dept	500		4,000		.391
SHEFFIELD						
STOCKBRIDGE				750		.391
TYRINGHAM	Church Rd	500	Rent no fee	2,652		.391
WASHINGTON	Town Hall			1,000		.391
WEST STOCKBRIDGE						
WILLIAMSTOWN	Trans Stn	250	O	500		.391
WINDSOR						
Total				60,802		

Acknowledgement of Addendum #1 N/A #2 N/A #3 N/A
 *If none issued, type N/A

Firm Name AMERIGAS
 Signature James M Tibbets
 Contact Person JAMES M TIBBETS JR
 Address 11 HILLCLIFF TERRACE
 City/State/Zip CATSKILL N.Y. 12414
 Telephone 518-821-5394
 Fax 518-943-2831
 Email JAMES.TIBBETS@CAMELIGAS.COM
 Date 6-24-09