NEW HANOVER COUNTY
FINANCE DEPARTMENT

To: All Respondents
From: Lena E. Butler, Purchasing Supervisor
Date: May 14, 2019
Subject: Award of Contract for Pre-positioning Fuel Services to Kimble’s Aviation Logistical Services (KALS) Inc.

New Hanover County received proposals from two (2) firms in response to its Request for Proposals (RFP) for Pre-positioning Fuel Services in the event of an emergency. The names of the responding firms are listed below:

1. Kimble’s Aviation Logistical Services (KALS), Inc.
2. PS Energy Group, Inc.

The evaluation team completed a review and assessment of each proposal and recommends the award of the contract to KALS, Inc. An analysis of the proposals is attached for your information.

I want to thank each of you for participating in our RFP process. All proposals, excluding any information marked “Confidential,” will be available for public inspection after award and execution of the contract.

Attachments:
Rating per Evaluation Factors
Analysis of Bid Proposals with Assumptions
<table>
<thead>
<tr>
<th>Evaluation Factors</th>
<th>Max Possible Scores</th>
<th>KALS</th>
<th>PS Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical Approach</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost</td>
<td>50</td>
<td>50</td>
<td>50</td>
</tr>
<tr>
<td>References</td>
<td>40</td>
<td>40</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>Total</td>
<td>100</td>
<td>100</td>
<td>90</td>
</tr>
</tbody>
</table>
### Assumptions

- 14 Day Event
- 2 Travel Days
- 150 Miles Driven Onsite Per Day
- 12 Hour Days
- 32,000 Gallons of Fuel
- $3.00 Per Gallon

### Notes

- KALS
- PS
- Truck Size: 6,000
- # Trucks: 6
- Fuel Cost: $96,000
- Mark Up: 2%
- Total: $97,920
- Travel Time: 7 Hours
- Per Diem: $175
- Truck Cost (hr): $250
- Mileage: $1.55
- Yearly Retainer: $14,000
- Refundable: Yes
- Labor/Truck Cost: $36,000
- For Delivery: $23,000
- Event 1 Driver: $42,000
- TOTAL: $190,825

### Assumptions

- Miles Driven Onsite Per Day
- Hour Days
- Gallons of Fuel
- Per Gallon

### Notes

- Per bid
- 32,000 gallons divided by truck size
- 32,000 gallons at $3/gallon
- From home, used 12 hour day for travel
- Priority Service rate for PS
- Based upon number of trucks
- Delivery and Pick Up, all trucks at once.
- Trucks onsite with 1 driver for 14 days, 12 hour days

Total fuel cost during Hurricane Florence in 2018-$237,400