

Operation / Location	Product	Vendor	Vendor Status	Procurement Role	Typical Delivery (Gal.)	Current Palmdale Margin Low	Current Palmdale Margin High	Vendor Contract Margin	Possible Unit Savings Low	Possible Unit Savings High	Possible Savings Per Delivery
Public Works Fleet	E-10 Gasoline	Palmdale Oil	Current Vendor	Current Source	3,000	\$0.66	\$0.70	\$0.68	\$0.00	\$0.00	Baseline
Public Works Fleet	E-10 Gasoline	Pro Energy, LLC	Proposed Vendor	Primary / Lowest-Cost Source	3,000	\$0.66	\$0.70	\$0.28	\$0.38	\$0.42	\$1,140 to \$1,260
Public Works Fleet	E-10 Gasoline	Petroleum Traders Corp.	Proposed Vendor	Secondary / Backup Source	3,000	\$0.66	\$0.70	\$0.70	-\$0.04	\$0.00	Increase \$120 to \$0
Public Works Fleet	E-10 Gasoline	Campbell Oil Company	Proposed Vendor	Emergency / Tertiary Source	3,000	\$0.66	\$0.70	\$0.66	\$0.00	\$0.04	\$0 to \$120
Public Works Fleet	Clear ULSD Diesel	Palmdale Oil	Current Vendor	Current Source	3,500	\$0.66	\$0.70	\$0.68	\$0.00	\$0.00	Baseline
Public Works Fleet	Clear ULSD Diesel	Pro Energy, LLC	Proposed Vendor	Primary / Lowest-Cost Source	3,500	\$0.66	\$0.70	\$0.28	\$0.38	\$0.42	\$1,330 to \$1,470
Public Works Fleet	Clear ULSD Diesel	Petroleum Traders Corp.	Proposed Vendor	Secondary / Backup Source	3,500	\$0.66	\$0.70	\$0.70	-\$0.04	\$0.00	Increase \$140 to \$0
Public Works Fleet	Clear ULSD Diesel	Campbell Oil Company	Proposed Vendor	Emergency / Tertiary Source	3,500	\$0.66	\$0.70	\$0.66	\$0.00	\$0.04	\$0 to \$140
Harbor Marina	Rec 90 Marine Gasoline	Palmdale Oil	Current Vendor	Current Source	2,500	\$0.66	\$0.72	\$0.69	\$0.00	\$0.00	Baseline
Harbor Marina	Rec 90 Marine Gasoline	Pro Energy, LLC	Proposed Vendor	Primary / Lowest-Cost Source	2,500	\$0.66	\$0.72	\$0.08	\$0.58	\$0.64	\$1,450 to \$1,600
Harbor Marina	Rec 90 Marine Gasoline	Petroleum Traders Corp.	Proposed Vendor	Secondary / Backup Source	2,500	\$0.66	\$0.72	\$0.72	-\$0.06	\$0.00	Increase \$150 to \$0
Harbor Marina	Dyed Marine Diesel w/ Biocide	Palmdale Oil	Current Vendor	Current Source	3,500	\$0.68	\$0.72	\$0.70	\$0.00	\$0.00	Baseline
Harbor Marina	Dyed Marine Diesel w/ Biocide	Petroleum Traders Corp.	Proposed Vendor	Primary / Awarded Marine Diesel Source	3,500	\$0.68	\$0.72	\$0.72	-\$0.04	\$0.00	Increase \$140 to \$0

Primary Vendor and Additional Fuel Supply Agreements

Based on staff’s review of the available State Term Contract pricing, product availability, historical Town consumption, and operational requirements, **Pro Energy, LLC is recommended as the Town’s primary vendor for routine purchases of Public Works fleet gasoline, clear ultra-low sulfur diesel, and Harbor Marina Rec 90 gasoline.**

Pro Energy provides the most favorable reviewed contractual pricing for these commodities. Its lower markup and delivery costs are expected to provide measurable recurring savings compared with the Town’s current purchasing arrangement while continuing to meet normal operational fuel requirements.

The Town is also proposing contractual agreements with **Petroleum Traders Corporation and Campbell Oil Company**. These additional agreements are not intended to divide routine purchases equally among vendors. Rather, they establish alternate sources of supply to strengthen the Town’s fuel procurement resiliency and continuity-of-operations capabilities.

Petroleum Traders Corporation would serve as the primary source for **dyed marine diesel with biocide**, for which it is the applicable awarded vendor identified through the State Term Contract analysis. Petroleum Traders would also provide a secondary or emergency source for other eligible fuel commodities when the primary supplier cannot meet the Town’s requirements.

Campbell Oil Company would be maintained primarily as an **emergency and tertiary fuel source** for eligible commodities. Although Campbell’s routine pricing is generally higher than Pro Energy’s, establishing the agreement in advance gives the Town another immediately available contractual source during emergencies, supply disruptions, vendor allocation restrictions, or other circumstances affecting normal fuel availability.

From an emergency management and Public Works operational perspective, maintaining multiple pre-established fuel suppliers is an important continuity-of-operations measure. The Town’s sanitation vehicles, stormwater equipment, emergency generators, Public Works fleet, Marina operations, and other essential municipal services depend upon uninterrupted access to fuel. During hurricanes and other regional emergencies, fuel suppliers may experience terminal closures, transportation limitations, delivery delays, inventory shortages, or customer allocation restrictions.

Relying upon a single supplier creates an avoidable operational vulnerability. Establishing multiple contracts before an emergency allows staff to transition to an alternate approved supplier without initiating a new procurement process during an emergency.