



FORTNER GAS CO
Full Service Propane
www.fortnergas.com

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Princeton, KY 42445
(270) 365-5545
(800) 455-4427
(270) 365-9374 fax

12 Fortner Drive
Cadiz, KY 42211
(270) 522-1533
(800) 535-4427
(270) 522-0275 fax

2955 Nebo Road
Madisonville, KY 42431
(270) 825-0427
(866) 846-4427
(270) 825-9427 fax

307 Bee Creek
Murray, KY 42071
(270) 761-4427
(888) 465-9632
(270) 761-4428 fax

May 2, 2022

Hopkins County Schools
320 South Seminary Street
Madisonville, KY 42431

Dear Hopkins County School Board,

First, we appreciate the opportunity to bid on the propane needs of Hopkins County Schools. Being the only local propane supplier in Hopkins County we would love to be able to offer our services to the schools of our community. I know you have experienced propane supply issues with your currently supplier. I can confidently say that those would not occur if we became your propane supplier.

With regard to this bid, unfortunately we are not able to offer a price based on "percentage above market price per gallon". Propane priced from the Mt. Belvieu, Texas spot market, which is the publicly referenced market price for propane, is always priced in price per gallon. A more common way propane contracts are tied to Mt. Belvieu market price would be a number (cents) over Mt. Belvieu spot price not a percentage of the price. The cents over pricing approach allows the propane retailer to maintain their margin in both up and down propane price markets. It also gives the propane consumer the ability to take advantage of the market when it fluctuates lower.

Our operational and fixed cost remain the same regardless of the market price of propane. If we based a contract on the percentage of the Mt. Belvieu market price and that price were to take a trend down, we potentially would not be able to cover our operational and fixed costs due to the lower margin we would be receiving on the product.

With that said we are offering our bid based on cents per gallon over Mt. Belvieu spot price for the previous day close at: **.87 over Mt. Belvieu's previous day closing price.** While we know this is not the exact wording of the bid form it is the only way we know to bid the contract to be fair to both parties.

Please reach out to me with any questions or concerns and I will be happy to discuss. shane@fortnergas.com or 270-825-0427 office 270-963-0936 cell.

Respectfully,

Shane Fortner
Vice-President, Operations

HOPKINS COUNTY PUBLIC SCHOOLS 2022-23 INVITATION TO BID

The Hopkins County Board of Education will receive sealed bids for **L.P. GAS** and services hereinafter described and specified, Bid #2023LPGAS. Bids will open on April 19, 2022 and must be received no later than 12:00 pm (Central Time) on May 3, 2022 at the office of the Hopkins County Board of Education, 320 South Seminary Street, Madisonville, Kentucky 42431.

The Hopkins County Board of Education reserves the right to reject any and all bids. The Hopkins County Board of Education reserves the right to award the order or orders to other than the low bidder if it is in the best interest of ultimate economy and standardization to do so. Bidders are to give unit prices, totals for each item, and combined bid if awarded all items specified. Awarded bid vendor may present the District with option to renew 120 days prior to contract end (June 30, 2023). The District has the right to renew and enter into additional two (2) one (1) year contract(s) under the stipulation that both parties agree upon terms with Board consent and approval for the consecutive year(s).

All services and/or equipment shall be delivered prepaid to the Hopkins County Board of Education, 320 South Seminary Street, Madisonville, Kentucky 42431. Any deviation from this shall be covered with each item in the specifications.

If the bidder intends to offer any discounts, the bid shall include any discount available or any payment plan that would be of benefit to the Hopkins County Board of Education. All such discounts will be considered as a part of the bid determining the lowest bid price.

The terms and conditions as set forth in all other sections in this bid document are considered as included within the requirements of this Invitation to Bid. All persons submitting a bid shall therefore be bound by the requirements of these documents and are entitled to inspect same upon request.

Reference to brand names is for identification purposes only and in no way is to be construed as an attempt for comparative purposes.

All bidders shall furnish descriptive literature showing specifications of materials as a part of their bid.

If any emergency arises and the successful bidder is unable to furnish any items required from this stock and/or within the specified time, the Hopkins County Board of Education reserves the right to purchase the necessary items from another source of supply.

When the bid is submitted, the bid number must be marked on the outside of the envelope and mailed or hand carried to the Hopkins County Board of Education at 320 South Seminary Street, Madisonville, Kentucky 42431. The Hopkins County Board of Education is not responsible for late mail or any delivery after the announced bid opening date and time. Please contact Eydie Tate, Chief Financial Officer, at (270) 825-6000 with any questions pertaining to the bid process.

THIS CERTIFICATE MUST BE EXECUTED BY BIDDER

In compliance with this Invitation to Bid, in consideration of the detailed description attached hereto; and subject to all conditions thereof, the undersigned agrees, if this bid is accepted within the time stipulated above, to furnish any of all of the items upon which prices are quoted and for which a contract is awarded to the Hopkins County Board of Education in accordance with the specifications apply at the price set opposite each item.

FIRM NAME Fortner Gas Company BY Shane Fortner
FIRM ADDRESS 2955 Nebo Rd Madisonville, Ky TITLE Operations VP

**HOPKINS COUNTY SCHOOLS
320 SOUTH SEMINARY STREET
MADISONVILLE, KY 42431**

BID SPECIFICATIONS AND BID FORM FOR L.P. GAS

To be supplied for the fiscal year July 1, 2022 through June 30, 2023

1. The bidder agrees to furnish the Hopkins County Schools with LP Gas, and the necessary tanks, line, and regulating equipment for its use in the schools.
LP Gas must be Grade HD5.
2. The bidder must furnish a minimum of \$500,000.00 (Five Hundred Thousand Dollars) liability insurance and provide the necessary inspection and maintenance.
3. Hopkins County Schools tanks are currently owned by the propane company and sizes are as follows:
Three 1000 gallon tanks, three 500 gallon tanks, one 250 gallon tank, and two 120 gallon tanks.
If awarded the bid the present tanks will be ran down to a low percentage and then swapped out with your company's tanks.

BID FORM

^{Cents}
PERCENTAGE ABOVE MARKET PRICE BID PER GALLON:

87 cents over Mt. Belueo previous day closing price

Authorized Signature: 

Company: Fortner Gas Company

Address: 2955 Webb Rd Madisonville, Ky

Phone: 270-825-0427 **Date:** 9/2/2022

**HOPKINS COUNTY SCHOOLS
320 SOUTH SEMINARY STREET
MADISONVILLE, KY 42431**

BID SPECIFICATIONS AND BID FORM FOR L.P. GAS

To be supplied for the fiscal year July 1, 2022 through June 30, 2023

Transportation and Bus Garage Services

General Conditions

1. This bid will remain in effect from July 1, 2022 to June 30, 2023 and may include up to two subsequent extension periods of one year at a time. The Board may negotiate a rate during the extension periods.
2. If a bid is not made, this form must be returned and marked "No Bid" with reason(s) listed, otherwise, the vendor will be removed from the bid list.
3. The Hopkins County Board of Education reserves the right to reject any or all bids and waive any irregularities in the bids, if the best interest of the district will be served.
4. All bidders shall include with their proposal a current letter of certification.
5. Vendors must offer centralized pricing/billing and must be able to deliver to the Bus Garage.

Specifications

This bid is to fuel propane powered buses (4) which are to be fueled on an as needed basis at the bus garage using a non-permanent fueling source. The propane will need to be metered by the gallon. The buses are equipped with an industry standard valve. The fuel dispensing station will be located at the Hopkins County School Bus Garage, 8996 Hopkinsville Rd., Nortonville, KY. The fleet fueling dispenser with autogas pump and motor system should be able to pump a minimum of 20 gallons per minute. The tank capacity should be a minimum of 1,000 gallons. The bid should include the dispensing station specifications that will be installed. The vendor shall confer on the site plan with district staff to obtain the installation permit from the Kentucky Public Protection Cabinet, Division of Fire Prevention.

BID FORM

Cents
PERCENTAGE ABOVE MARKET PRICE BID PER GALLON:

.87 cents over Mt. Belvieu previous day closing price

Authorized Signature: 

Company: Fortner Gas Company

Address: 2955 Nebo Rd Madisonville, Ky 42431

Phone: 270-825-0427 **Date:** 5/2/2022