

**REQUEST FOR PROPOSAL "RFP" NO.PS20180305 -  
SUPPLY AND DELIVERY OF FUELS**

**QUESTIONS AND ANSWERS NO.1**

ISSUED ON: March 16, 2018

Q1	Please clarify the expectation for APPENDIX 1 to Part B "Bulk Regional Pricing." Is the intention in this section to show pricing FOB terminal, i.e. the lead agency / member account lifting directly from the supply rack? In my interpretation, the Total from "Bulk Regional Pricing" would be equal to the "Bulk Fuel Price (Per L)" column under the "BCPPBG Fuel Requirements" tab. For example, cell D8 on "Bulk Regional Pricing" would equal cell M6 on "BCPPBG Fuel Requirements."
A1	Tab 4 allows for the respondent to indicate the bridging fee and discount on a site by site basis, whereas tab 5 allows for a regional bridging fee and discount to be used instead. The respondent can choose to respond to either or both. The "Bulk Fuel Price (Per L)" in tab 4 should be the same as the regional base price in tab 5.
Q2	Cardlock pricing is currently provided on a location basis; there is not a general regional base price. Please confirm whether providing a spreadsheet providing Cardlock price per unique location, using the same structure of Base - less Discount Plus Bridging, is acceptable.
A2	Yes, the proposed format of pricing on a location by location basis would be acceptable.
Q3	What is the estimated award date for this RFP? What is the estimated first delivery date?
A3	These dates will likely be determined in Q4 of 2018.
Q4	For the City of Vancouver - Engineering, Delta Landfill location please clarify delivery specifics. Is the delivery preference: i) Directly into CoV equipment via Proponent owned / operated mini-tanker? If so, please specify equipment that will require fueling. Or, ii) Directly into CoV owned / operated mini-tanker? If so, please specify mini-tanker size / volume. Or, iii) Product supplied FOB terminals, and CoV coordinates 3rd party mini-tanker to conduct delivery?

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A4	The delivery requirement for the City of Vancouver - Engineering, Delta Landfill site is for delivery directly into CoV equipment via a Proponent owned / operated mini-tanker.
Q5	How do we go about setting up site visits for any locations that we don't currently directly service today (e.g. Fire Halls.)
A5	You should contact the Municipality directly for access to any site.
Q6	Could the City of Vancouver provide an MS Word version of the RFP?
A6	A MS Word version of Part C - Form of Proposal is posted for convenience.
Q7	Are Proponents open to suggest optimal delivery frequencies based on the storage capacities & annual volumes given, and assess our delivery fees accordingly? Would you like to see delivery fees for both the requested delivery frequency and the recommended delivery frequency?
A7	Please adhere to the instructions in Tab 2 of Annex 1 to Part B for completion of the spreadsheet. There is an opportunity to express any innovative or other product pricing models in Appendix 2 "Questionnaire".