

COOPERATIVE BID FORM

Bid Name: LUBE OILS, ANTIFREEZE, & GREASE 2016

INSTRUCTIONS: Bidders **MUST** fill out this form as part of the bidding process and attach to your bid response to Jefferson County, Missouri.

COOPERATIVE PROCUREMENT CONTRACT

This is a cooperating supply contract in accordance with Chapter 130, Section 130.020. K.3., of the Procurement Policy and Procedures, Jefferson County Code of Ordinances.

Will you extend bid prices, cash terms, and all other terms and conditions of any contract resulting from this bid with Jefferson County, Missouri, to any Jefferson County, Missouri, Municipality, government agency, district, sub-district or other tax-supported entity?

Yes X No _____

Although agreeing to the extension of the terms of this contract to municipalities or other tax-supported entities, *is not a prerequisite for award*, Jefferson County, Missouri, may take this factor into consideration if tie bids are received, in addition to the normal Terms and Conditions of the Invitation for Bid, enclosed herewith as a part of this bid.

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If agreeable to the above, state the **minimum** dollar value *per order* you will require from a Municipality or any other tax-supported entity (**this shall not apply to Jefferson County, Missouri Government, Departments or Divisions**):

MINIMUM DOLLAR VALUE PER ORDER: \$ 0.00

BY: JAMIE JONES

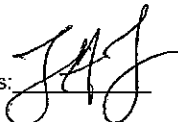
TITLE: ENERGY MANAGEMENT SPECIALIST

COMPANY: GATEWAY FS, INC.

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone (618) 606-1744 **E-mail** ijones@gatewayfs.com

THIS FORM WILL BECOME PART OF THE BID DOCUMENT PACKAGE SUBMITTED TO JEFFERSON COUNTY, MISSOURI

Bidders Initials: 

COOPERATIVE BID FORM

Bid Name: hubes Dils, Antifreeze and Grease 2016

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MINIMUM DOLLAR VALUE PER ORDER: \$ NA

BY: Scott Semar

TITLE: Sales Mgr.

COMPANY: Sieve King Inc.

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone 636-677-4355 E-mail SSemar@SieveKingInc.com

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COOPERATIVE BID FORM

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MINIMUM DOLLAR VALUE PER ORDER: \$ See minimum letter

BY: _____

TITLE: _____

COMPANY: _____

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone _____ E-mail _____

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To our valued customers,

Wallis Lubricants is extremely proud to deliver the exceptional products and services you deserve. We appreciate the opportunity to contribute to the continued success of your business and look forward to helping you increase your productivity, efficiency, and profitability.

Just like your business, we are always challenging ourselves to improve, refining our processes as needed to drive efficiency in all facets of our warehousing and delivery operations. Some of the key metrics within our delivery function are related to delivery sizes and frequency. By finding the optimal balance in these areas, we are able to keep our operating costs as low as possible and are able to minimize unnecessary disruptions to your business with extra deliveries. With these goals in mind, we would like to take a moment to remind you of the following minimum order quantities:

Delivery Minimums

Bulk	150 gallons (<i>per product</i>) *if drum pump off, must be 55 gal increment	
Package	<u>Conventional</u>	<u>Synthetic</u>
Drums	1	1
Kegs	3	2
Pails	8	6
Cases	15	15
Tubes	8 ten packs/2 master	8 ten packs/2 master

NOTES:

- As delivery on same truck cannot be guaranteed, separate bulk and package orders must meet respective minimums.
- Orders placed that do not meet the above noted minimums will be subject to a small order premium of \$50, which will be billed to customer's direct account.
- Minimum order quantities will not apply for customer pickup orders, or for small orders shipped at customer's expense.

wallis industrial
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the wallis family of companies



Please note that the above stated minimums are industry standard guidelines that have been in place for years. While there may have been times in the past when less than minimum orders were delivered, we simply cannot continue with this practice.

Due to the added complexity of today's lubricants market with multiple formulations and viscosities, increasingly demanding quality control standards, and tightening regulatory compliance guidelines, Wallis must ensure that minimum order quantities are consistently applied in order for us to better manage the costs associated with delivery of our products. Your understanding and support in adhering to the minimum order policies are greatly appreciated.

Product Integrity / Quality Assurance Compliance Fees

As stated, the lubricants industry has continued to evolve over the last several years. Just a short time ago, there were only a handful of automotive oil viscosities and relatively few selections within the industrial and commercial vehicle arenas. In today's automotive marketplace, there are a very wide band of products ranging from conventional to synthetic, an increasing range of multi-viscosity engine oils, and several manufacturer-specific formulations. In the industrial markets, we have seen similar changes as well, with suppliers moving from a very limited portfolio of products to having a large array of market general items to very application-specific formulations, again creating a very broad range of selections. With this increased complexity, distributors face numerous additional challenges in making sure that there is no comingling of products in the field. Both suppliers and regulatory agencies have developed very meticulous quality control standards to ensure that customers and end users receive products in their purest form and that perform as expected. A brief synopsis of these standards follows:

Supplier Product Integrity (Quality Assurance) Programs

All of Wallis' suppliers require very specific product storage, handling, and delivery procedures to ensure that end users receive products that meet all purity, performance, and warranty representations; to this end, there are very stringent product compatibility guidelines that must be followed. These guidelines require that we consistently flush lines and take, test, and retain samples of product at every stage of our processes. With the recent trends toward multiple viscosities and proprietary formulations, Wallis is now required to flush more products more often to ensure that the products you receive conform to manufacturers' specifications at each and every delivery.

Regulatory Programs

All states' Weights and Measures departments across Wallis' distribution area participate in the American Petroleum Institute's (API) consumer protection program known as Motor Oil Matters (MOM). The singular goal of MOM is to make sure that all end users receive high quality oils. This is accomplished by very strict labeling and chain of custody documentation from marketers like Wallis all the way to the customer's vehicle. Most jurisdictions take this a step farther and perform spot checks, complete with field sampling and testing, at various points in the supply chain. Again, with the increasing variety of lubricants available, marketers must adequately



#1 Midwest Drive
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636.271.0900
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www.wallisco.com

flush all delivery lines before dispensing to guarantee that products precisely meet all manufacturers' representations for viscosity, performance, and reliability.

So, how do these standards impact our business? While Wallis wholeheartedly welcomes and supports measures taken to guarantee product integrity and ensure consumer protection, the costs of compliance to these programs drastically impact our cost of distribution. To assist in defraying a portion of this expense, we will be implementing a Product Integrity Compliance fee of \$9.75 for each delivery made. The fee will go into effect for all deliveries occurring after {DATE}, and will apply only to actual deliveries made, regardless of the number of sales orders being invoiced.

We understand that the policies and fees noted above impact your business. The decisions made to enforce minimum policies and implement additional fees were difficult and were made only after careful consideration of the costs required to fully support compliance to all product integrity programs.

As always, if you have any questions, would like more information, or would like to discuss any of the topics covered in this communication, please feel free to contact your sales representative, our inside sales team, or contact me directly.

Best Regards,

John Timmons

wallis lubricants

wallis transport

wallis wholesale

great river wash

the wallis family of companies

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MINIMUM DOLLAR VALUE PER ORDER: \$ 10,00

BY: TOM DENMAN

TITLE: GEN. MGR

COMPANY: MANCO DISTRIBUTING CO.

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone (636) 464-2121 E-mail tommyd@hsoil.com

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MINIMUM DOLLAR VALUE PER ORDER: \$ 0

BY: Dane Meier

TITLE: Account Manager

COMPANY: Energy Petroleum

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone 314 383-3700 E-mail dmeier@energy.petro.com

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MINIMUM DOLLAR VALUE PER ORDER: \$ 0

BY: JEREMY R. BAUMAN

TITLE: VICE PRESIDENT

COMPANY: BAUMAN OIL DISTRIBUTORS, INC.

CONTACT INFORMATION FOR COOPERATIVE AGREEMENT

Phone (636) 937-3412 E-mail jrbauman@baumanoil.com

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