

CITY OF SMYRNA  
PURCHASING DEPARTMENT  
2800 KING STREET  
SMYRNA, GEORGIA 30080  
678-631-5406

TO: Frank Martin, Director – Public Works  
Patten Smith, Fleet Maintenance Supervisor

FROM: Kelly Brown, Purchasing Manager

DATE: July 22, 2021

SUBJECT: Recommendation – Gasoline & Diesel Fuel Purchases

The City of Smyrna has been a member of the Gwinnett County Fuel Co-op with several other agencies since approximately 2012. At that time, Mansfield Oil was the awarded vendor. Gwinnett County awarded a new contract to primary contractor James River Solutions in February 2021 and since that time we have continued participation. Service, delivery, price, and billing consistency has continued to decline. Mansfield Oil has provided a solution on the Omnia Partners cooperative.

The Fuel Cost is based on the following formula:  
(OPIS rate + Discount) + Freight = Price per Gallon

- Product  
Diesel: OPIS Average **-\$0.0075**  
Gas: OPIS Average **-\$0.0094**
- Freight Charges (Freight charges are a pass through under the OMNIA contract)  
Estimated Freight – Diesel: \$.0279/gallon  
Gas: \$.0239/gallon  
  
Pump Fee: \$Cost  
Split Fee: \$Cost  
Min Freight: \$Cost

Example Cost Comparisons:

Mansfield Oil (Gainesville, GA)

Date		Qty/Gallons	OPIS	Discount	Freight	Price / Gal	Total
3/18/21	Diesel Fuel	6,015	2.0132	-0.0075	0.0279	2.0336	\$12,232.10
3/18/21	Gasoline	2,298	1.9931	-0.0094	0.0239	2.0076	\$4,613.46
4/1/21	Diesel Fuel	3,498	1.8534	-0.0075	0.0279	1.8738	\$6,554.55

**SCANNED**

BY: \_\_\_\_\_ Date: \_\_\_\_\_

**APPROVED**  
Per the City of Smyrna  
Mayor and Council  
Official Meeting Minutes  
Date: \_\_\_\_\_

James River Solutions (Richmond, VA)

Date		Qty/Gallons	OPIS	Discount	Freight	Price / Gal	Total
3/18/21	Diesel Fuel	6,015	2.0132	-0.016	0.075	2.0718	\$12,461.88
3/18/21	Gasoline	2,298	1.9931	-0.023	0.128	2.0981	\$4,821.43
4/1/21	Diesel Fuel	3,498	1.8534	-0.016	0.0287	1.8661	\$6,527.62

Summary of benefits of transitioning to Omnia contract with Mansfield:

- Regain service level standards that Mansfield provided.
- Reduced freight charges.
  - Freight rates are a straight pass through to the customer without any kind of markup
- Access to multiple other products and product lines
  - DEF
  - Inventory Management/Automatic Dispatch
  - Fuel Cards
  - Fixed Price
  - Fuel Island Maintenance & Repair Services
  - Biofuels
  - FuelNet Online Delivery – Invoice Portal & more

It is the recommendation of Public Works, Fleet Maintenance and Purchasing that the city award the purchase of Gasoline & Diesel Fuel to Mansfield Oil. The city’s annual spend for fuel purchases is approximately \$400,000.00.

ACCEPTED:

\_\_\_\_\_  
Derek Norton, Mayor

\_\_\_\_\_  
Date

**ATTEST:**

*Catherine H. Deacon-Corn*

\_\_\_\_\_  
City Clerk

