

#2 Heating Fuel Oil, Invitation for Bids
Bid Form
Section 7: Hampshire County Metered Pump Truck

Each Section shall apply only to the Awarding Authorities listed in the Section.

OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$ 0.2000 per Gallon
(to 4 decimal places)

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$ 0.2500 per Gallon
(to 4 decimal places)

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature: Scott Surner Date: 1/27/11

Name (Please Print): SCOTT SURNER

Title: President

Company: SURNER HEATING CO. INC.

Address: 60 SHUMWAY ST.

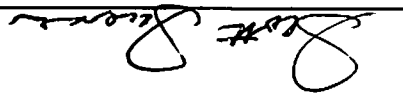
City/State/Zip: AMHERST, MA 01002

Phone: 413-253-5999 Fax: 413-253-9063 E-mail: _____

CERTIFICATE OF NON-COLLUSION

The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

(Signature of individual submitting bid or proposal)



(Name of Business)

SURNER HEATING CO. INC.

Attachment 4

TAX COMPLIANCE CERTIFICATION

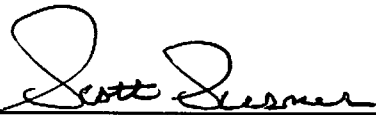
Pursuant to M.G.L. Chapter 62C, § 49A, I certify under penalties of perjury that I have, to my best knowledge and belief, complied with the law of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

043 12 22 44

Social Security Number or
Federal Identification Number

SURNER HEATING CO. INC.

Business or Corporate Name

by: 

Signature of Individual Corporate Officer (if applicable)

ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/25/2011

PRODUCER 508.754.7255 FAX 508.797.3507
 Braley & Wellington Insurance Agency Corp.
 44 Park Avenue
 P.O. Box 15127
 Worcester, MA 01615-0127

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED Sumner Heating Company, Inc.
 60 Shumway Street
 Amherst, MA 01002

| INSURERS AFFORDING COVERAGE | NAIC # |
|---|--------|
| INSURER A: Zurich Insurance Company | |
| INSURER B: First Mercury Insurance | |
| INSURER C: ACE Property & Casualty Ins. | |
| INSURER D: | |
| INSURER E: | |

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | ADD'L INSR | TYPE OF INSURANCE | POLICY NUMBER | POLICY EFFECTIVE DATE (MM/DD/YY) | POLICY EXPIRATION DATE (MM/DD/YY) | LIMITS |
|----------|------------|--|---------------|----------------------------------|-----------------------------------|---|
| A | | GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC | CPO9402228-00 | 04/30/2010 | 04/30/2011 | EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 |
| A | | AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> Pollution <input checked="" type="checkbox"/> MCS90 | TRK9402229-00 | 04/30/2010 | 04/30/2011 | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ |
| | | GARAGE LIABILITY <input type="checkbox"/> ANY AUTO | | | | AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$ |
| B | | EXCESSUMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE \$ <input checked="" type="checkbox"/> RETENTION \$ 0 | EXGA000171 | 04/30/2010 | 04/30/2011 | EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ \$ \$ |
| C | | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below | C46297581 | 04/30/2010 | 04/30/2011 | <input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000 |
| | | OTHER | | | | |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

CERTIFICATE HOLDER

Lower Pioneer Valley Educational Cooperative
 174 Brush Hill Avenue
 West Springfield, MA 01089

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE
 Cathy D'Elia/CATHY

Cathy D. Elia

Attachment 5
BUSINESS REFERENCE FORM

Bidder: SURNER HEATING CO. INC.
 Bid: #2 Heating Fuel Oil

The Bidder must provide 3 business references from Massachusetts based companies, schools, institutions or governments indicating their names, addresses, telephone numbers, contact persons, dates of service and annual volume of oil service. The references will demonstrate that during at least the past five (5) years, the bidder has provided safe and efficient services for organizations which have needs that are similar to those of this cooperative. One reference will be from a former customer no longer buying oil from the bidder.

Reference Name: EAGLEBROOK SCHOOL Contact: BOB SPENCER
 Address: 271 PINE NOOK RD., DEERFIELD MA Phone #: (413) 774-9196
 Fax: _____ E-mail: _____

Dates of Service: 9/08 - PRESENT Product Provided: #2 FUEL OIL
 Approximate Annual Volume: 120,000 gallons

Reference Name: ST. BRIGID'S CHURCH Contact: REV. JOHN SMEGAL
 Address: 122 N. PLEASANT ST. AMHERST Phone #: (413) 256-6181
 Fax: _____ E-mail: _____

Dates of Service: 10/01 - PRESENT Product Provided: #2 FUEL OIL
 Approximate Annual Volume: 13,000 gallons

Former Customer:

Reference Name: HAMPSHIRE ATHLETIC CLUB Contact: PERRY MESSER
 Address: GATEHOUSE RD., AMHERST, MA Phone #: (413) 585-8500
 Fax: 413-256-8327 E-mail: _____

Dates of Service: 7/02 - 12/08 Product Provided: #2 FUEL OIL
 Approximate Annual Volume: 7,000 gallons

Additional Surner accounts that are similar to the LPVEC member base:

| | | |
|--------------------|--|---|
| 06/2010 to present | Franklin Regional Council of Governments Greenfield, MA (Towns of Deerfield, Hadley, Bernardston, Montague, & Shutesbury) | Annual Gallons: 46,000 |
| 07/2010 to present | Stoneleigh-Burnham School Greenfield, MA | Annual Gallons: 55,000 plus 22,000 for employees |
| 1990's | Amherst College Amherst, MA | Provided service for many years |



Surner Heating Co. Company Information

Surner Heating Co. Inc. (founder Ben Surner, son Scott Surner, daughter Susan Surner Montague, and son-in-law Bruce Montague) has been serving the fuel oil needs of residential and commercial customers in the Pioneer Valley since 1963. Today, Surner Heating is one of the preeminent fuel companies in the valley, serving over 23 communities in Hampshire and Franklin Counties. The strength of the company is clearly illustrated by its recent opening of a new office and fuel storage facility in Greenfield in order to better serve our Franklin County customers.

Surner Heating Co. is a full service company, offering not only heating oil, but complete heating and AC equipment and installation, as well as around-the-clock burner service to ensure our customers' comfort and convenience. The familiar blue and yellow of Surner's fleets of metered pump trucks and service vans are commonly sighted as they crisscross the roads of Hampshire and Franklin counties every day. The company owns its own pipeline terminal in Springfield with a 2.5 million gallon capacity, as well as bulk storage facilities in both Hampshire and Franklin counties, ensuring our customers a readily available supply of fuel oil.

Surner Heating offers a variety of annual pre-payment programs to its customers, which we handle by using contracts for oil futures, so we are well able to handle the LPVEC bid request's requirement for a pricing option based on a NYMEX futures price.

Surner Heating Co. has maintained its bank accounts for many years with People's United Bank, formerly The Bank of Western Mass., of which Ben Surner was one of the founding stockholders and served on the board of directors for over 20 years. Surner Heating Co. is an upstanding member of the Pioneer Valley business community, and is a member of the Greater Amherst Chamber of Commerce, the Franklin County Chamber of Commerce, and the Greenfield Business Association.

In 2000, Ben Surner proposed and authored, with Massachusetts Senator John Kerry, The Home Heating Oil Reserve Bill, which passed Congress in October, 2000.

Additional information is available upon request if required.



Cashier's Check
6947103

Reference FB0 Sumner Heat

Date 01/25/2011

46801-A1363HS

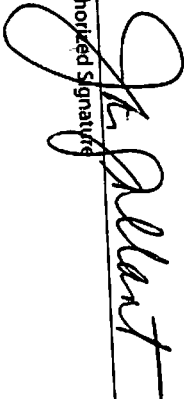
*****1,000.00*****

ONE THOUSAND DOLLARS AND ZERO CENTS

LOWER PIONEER VALLEY EDUCATIONAL COLLABORATIVE

To the
Order of

CASHIER'S CHECK



Authorized Signature

Member FDIC CK-002

Notice to Customer: The purchase of an indemnity bond may be required before this check will be replaced or refunded in the event it is lost, misplaced or stolen.

⑈6947103⑈ ⑆221172185⑆ ⑆17000295⑈

(413) 253-5999
SURNER
HEATING CO., INC.
60 SHUMWAY STREET
AMHERST, MA 01002

January 27, 2011

Mr. Paul Schroeder
Lower Pioneer Valley Educational Cooperative
174 Brush Hill Ave.
West Springfield, MA 01089

Dear Mr. Schroeder:

Thank you for the opportunity to respond to your request for bid for #2 heating fuel oil for your Western Massachusetts constituents. Our bids are enclosed.

Surner Heating Co. has a long and successful history in the Pioneer Valley, and will be able to serve your members reliably. We always strive to offer top quality products and service and competitive pricing.

We look forward to the bid opening on Monday, January 31st, and hope to be able to serve your members in Franklin and Hampshire Counties.

Sincerely,



David Dunn
Manager, Marketing & Sales

Enclosures:

- bid package (3 copies)
- cashiers check
- Addendum receipt acknowledgement

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Bid Form
Section 7: Hampshire County Metered Pump Truck

Each Section shall apply only to the Awarding Authorities listed in the Section.

OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$ 0.1690 per Gallon
(to 4 decimal places)

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$ 0.2740 per Gallon
(to 4 decimal places)

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature: Michael J Behn Date: 1/27/11

Name (Please Print): MICHAEL BEHN

Title: CHIEF OPERATING OFFICER

Company: A. R. SANDRI, INC.

Address: P.O. Box 1578

City/State/Zip: GREENFIELD, MA 01302

Phone: 800-628-1900 Fax: 413-773-5049 E-mail: MBEHN@SANDRI.COM

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OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$.2489 per Gallon
(to 4 decimal places)

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$.3489 per Gallon
(to 4 decimal places)

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature: *CS* Date: 1/25/11

Name (Please Print): A. SETH ROBERTS

Title: SR VICE PRESIDENT

Company: F.L. ROBERTS & CO. INC.

Address: 93 W. BROAD ST

City/State/Zip: SPFLD MA 01105

Phone: 413-734-9601 Fax: 413-734-9185 E-mail: LISA.ALLEN@FLROBERTS.COM

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OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$.1825 per Gallon
(to 4 decimal places)

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$.3151 per Gallon
(to 4 decimal places)

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature:  Date: 1/31/11

Name (Please Print): JOSEPH COTE

Title: CHIEF FINANCIAL OFFICER

Company: DENNIS K. BURKE INC

Address: 284 EASTERN AVENUE

City/State/Zip: CHELSEA, MA 02150

Phone: 800-289-2875 Fax: 617-830-0003 E-mail: JDE.COTE@BURKEOIL.COM

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OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$ 0.1984 per Gallon
(to 4 decimal places)

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$ 0.3004 per Gallon
(to 4 decimal places)

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature:  Eric Slifka, President Date: 01/26/11

Name (Please Print): Eric Slifka

Title: President

Company: Global Montello Group Corp.

Address: 800 South Street

City/State/Zip: Waltham, MA 02454

Phone: 781-398-4259 Fax: 781-398-9213 E-mail: kyoung@globalp.com

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OPTION 1
Daily Boston Low Spot Market Price

Vendors Margin and Overhead above the daily Boston Low Spot Market price, as defined in Section A, paragraph 9 of these bid specifications, for delivered oil:

\$ 0.2500 per Gallon excluding
(to 4 decimal places) applicable
taxes.

OPTION 2
Fixed Price Futures Program

Vendor's Margin and Overhead above the January 2012 NYMEX closing price, as defined in Section A, Paragraph 9 of these bid specifications, for delivered oil:

\$ 0.3370 per Gallon excluding
(to 4 decimal places) applicable
taxes.

I do hereby agree to supply and deliver #2 fuel oil as specified:

Signature:  Date: 1/28/2011

Name (Please Print): Donald M. Herzog

Title: President & CEO

Company: East River Energy

Address: 401 Soundview Road, P.O. Box 388

City/State/Zip: Guilford, CT 06437

Phone: 800-336-3762 Fax: 203-453-3899 E-mail: dmh@eastriverenergy.com