



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

January 2, 2019

Craig Faiman  
Arrow Energy, Inc.  
1404 Industrial Drive Suite 3  
Saline, MI 48176  
Re: **RFQ # 1043756, Aviation Fuel**

Dear Mr. Faiman:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1043756 for Aviation Fuel. This letter hereby notifies you of Metro's intent to award to Arrow Energy, Inc., contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Jerval Watson, BAO Representative, at 615-862-5461 or at [Jerval.Watson@nashville.gov](mailto:Jerval.Watson@nashville.gov).

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Matt Taylor by email at [Matthew.Taylor@nashville.gov](mailto:Matthew.Taylor@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

January 2, 2019

Steve Johnson  
EASTERN AVIATION FUELS INC  
PO BOX 12327  
NEW BERN, NC 28561  
Re: **RFQ # 1043756, Aviation Fuel**

Dear Mr. Johnson:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1043756 for Aviation Fuel. This letter hereby notifies you of Metro's intent to award to EASTERN AVIATION FUELS INC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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Purchasing Agent

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Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Aviation Fuel; RFQ# 1043756			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Arrow Energy, Inc.	\$2.37	\$0.00	28.00	0.00	28.00
EASTERN AVIATION FUELS INC	\$2.49	\$0.00	26.65	0.00	26.65

**RFQ# - 1043756 Aviation Fuel  
Evaluation Team/Review Board Score Sheet**

<b>Offeror</b>	<b>Arrow Energy, Inc</b>	<b>EASTERN AVIATION FUELS INC</b>
<b>Contract Acceptance (Yes/No)</b>	Yes	Yes
<b>Cost Criteria (35 Points)</b>	28.00	26.65
<b>Fuel Standards Checklist (35 Points)</b>	35.00	30.00
<b>Sample Fuel Rate Sheet (30 Points)</b>	30.00	30.00
<b>Total Evaluation Scores (maximum points 100)</b>	<b>93.00</b>	<b>86.65</b>

**Arrow Energy, Inc (93.00 Points)**

**Strengths**

Firm completed and provided the fuel standards checklist. Firm provided a sample fuel rate sheet.

**Weaknesses**

NA

**EASTERN AVIATION FUELS INC (86.65 Points)**

**Strengths**

Firm completed and provided the fuel standards checklist. Firm provided a sample fuel rate sheet.

**Weaknesses**

Firm responded "No" to microbial additives on item #2 of the fuel standards checklist.

**From:** [Watson, Jerval \(Finance - Contract Compliance\)](#)  
**To:** [Taylor, Matthew \(Finance - Purchasing\)](#)  
**Subject:** RE: SBE/SDV determination for RFQ# 1043756 Aviation Fuel  
**Date:** Friday, November 16, 2018 2:38:20 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)

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Good Afternoon Matt –

I have reviewed the bid tab for the RFQ # 1043756 Aviation Fuel and I have confirmed that there is no SBE participation. Let me know if you have any additional questions.

Best,

Jerval Watson  
Business Development Officer  
Department of Finance  
Office of Minority and Women Business Assistance (BAO)  
Metropolitan Nashville Davidson County Government  
730 2nd Avenue South, 1st Floor; PO Box 196300  
Nashville, TN 37219-6300  
(P)615-862-5461; (F)615-862-6175



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**From:** Taylor, Matthew (Finance - Purchasing)  
**Sent:** Tuesday, November 13, 2018 7:39 AM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** SBE/SDV determination for RFQ# 1043756 Aviation Fuel

Jerval,

It appears that no SBE/SDV business participation is applicable, will you confirm that no SBE/SDV business participation is applicable for RFQ# 1043756 Aviation Fuel?

**Matt Taylor**  
Procurement Officer 2  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2nd Avenue South, Ste. 101  
Nashville, TN 37201

**From:** [Steve Johnson](#)  
**To:** [Taylor, Matthew \(Finance - Purchasing\)](#)  
**Subject:** RE: Clarification Question for RFQ# 1043756 Aviation Fuel  
**Date:** Tuesday, November 20, 2018 8:28:37 AM

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**Attention:** This email originated from a source external to Metro Government. Please exercise caution when opening any attachments or links from external sources.

Hello Mr. Taylor,

The Jet-A fuel that Eastern Aviation Fuels/Shell Aviation provides to the Capital City Airport in Frankfort, KY does include the additive Prist, which is an anti-icing additive.

The fuel does not contain the Microbial Growth additive, as this additive is needed only when there is microbial growth is detected in the fuel that is in the Jet-A fuel storage tank or the Jet-A refueler. If it is determined that microbial growth is present in the Jet-A fuel storage tank or the Jet-A refueler, then the Microbial Growth additive is added directly to Jet-A fuel in the Jet-A fuel storage tank or the Jet-A refueler.

If you have further questions or need additional clarification Mr. Taylor, please let me know.

Steve Johnson  
Eastern Aviation Fuels/Shell Aviation  
615-477-7266 (cell)  
[sjohnson@easternaviationfuels.com](mailto:sjohnson@easternaviationfuels.com) (email)

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**From:** Taylor, Matthew (Finance - Purchasing) <Matthew.Taylor@nashville.gov>  
**Sent:** Monday, November 19, 2018 3:31 PM  
**To:** Steve Johnson <SJohnson@easternaviationfuels.com>; 'john1959@comcast.net' <john1959@comcast.net>  
**Subject:** Clarification Question for RFQ# 1043756 Aviation Fuel

Steve,

Please refer to item #2 on the attached Fuel Standards Checklist. Please send me your response to the clarification question (below) via email on or before Wednesday, November 21, 2018 by 9:00 AM CDT. Thank you.

Will your Aviation Jet A fuel contain microbial additives?

Matt Taylor  
Procurement Officer 2  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2nd Avenue South, Ste. 101  
Nashville, TN 37201

**Fuel Standards Checklist (35 Points)**

Item #	Description	Yes/ No
Please provide a response of Yes or No.		
#1	All Aviation Jet A fuel shall conform to the requirements of ASTM D1655 Standard Specification for Aviation Turbine Fuels	Yes
#2	All Aviation Jet A fuel shall contain anti-icing and microbial Additives	Yes - Anti-Icing No - microbial Additives
#3	Contractor shall be responsible for cleanup of all spillage during the delivery and pumping process. Contractor shall take immediate action to properly contain and "clean-up" the spillage in accordance with applicable laws regulations, etc.	Yes
#4	Contractor shall provide order confirmation to an MNPD Aviation Supervisor within twenty-four (24) hours of receipt of order.	Yes
#5	Contractor must supply fuel within 7 days of order.	Yes

EASTERN AVIATION FUELS INC