



Mansfield Oil Company Pricing Form

Fuel & Fuel Delivery Pricing

Mansfield Oil Company of Gainesville, Inc. offers the following not to exceed differentials on all products listed corresponding to their local OPIS Index City Daily or Weekly OPIS Gross Contract Average price per gallon (US) or liter (Canada) where each product is available. All taxes will be passed through as a line item. All transportation costs and delivery fees, as incurred, will be passed through at cost.

**Pricing on products is based on availability in the OPIS index city at time of ordering. While Mansfield has listed the most widely used products, this list is not fully exhaustive as it would be impractical to list every possible existing product. Further, new products are added to markets over time and may be dependent upon seasonality and regulations. Mansfield will work with participating agencies to ensure the appropriate product is purchased. Mansfield is willing to discuss offering those products at similar not to exceed differentials as proposed below.

**Pricing on deliveries in the United States will be on a US Dollar per gallon basis.

**Pricing on deliveries in Canada will be on a Canadian Dollar per liter basis.

Product	OPIS Index Product	Local OPIS Gross Contract Average Adder Per Gallon/Liter for Tank Wagon Deliveries – Product Only	Local OPIS Gross Contract Average Adder Per Gallon/Liter for Transport Deliveries – Product Only
#2 Ultra-Low Sulfur Diesel Clear	#2 Ultra-Low Sulfur Diesel Clear	+0.99	+.01
#2 Ultra-Low Sulfur Diesel Dyed	#2 Ultra-Low Sulfur Diesel Dyed	+0.99	+.01
#2 Ultra-Low Sulfur Diesel TXLED Clear	#2 Ultra-Low Sulfur Diesel TXLED Clear	+0.99	+.01
#2 Ultra-Low Sulfur Diesel TXLED Dyed	#2 Ultra-Low Sulfur Diesel TXLED Dyed	+0.99	+.01

2% Biodiesel Clear	B2 SME Ultra Low Sulfur #2 Clear	+0.99	+0.01
2% Biodiesel Dyed	B2 SME Ultra Low Sulfur #2 Dyed	+0.99	+0.01
5% Biodiesel Clear	B5 SME Ultra Low Sulfur #2 Clear	+0.99	+0.01
5% Biodiesel Dyed	B5 SME Ultra Low Sulfur #2 Dyed	+0.99	+0.01
10% Biodiesel Clear	B10 SME Ultra Low Sulfur #2 Clear	+0.99	+0.01
10% Biodiesel Dyed	B10 SME Ultra Low Sulfur #2 Dyed	+0.99	+0.01
15% Biodiesel Clear	B15 SME Ultra Low Sulfur #2 Clear	+0.99	+0.01
15% Biodiesel Dyed	B15 SME Ultra Low Sulfur #2 Dyed	+0.99	+0.01
20% Biodiesel Clear	B20 SME Ultra Low Sulfur #2 Clear	+0.99	+0.01
20% Biodiesel Dyed	B20 SME Ultra Low Sulfur #2 Dyed	+0.99	+0.01



Carb Ultra Low Sulfur Diesel Clear	Carb Ultra Low Sulfur Diesel W/ CAR Clear	+0.99	+0.01
Carb Ultra Low Sulfur Diesel Dyed	Carb Ultra Low Sulfur Diesel W/ CAR Dyed	+0.99	+0.01
Kerosene Clear	Kerosene Clear	+0.99	+0.01
Kerosene Dyed	Red Dyed Kerosene	+0.99	+0.01
#1 Ultra-Low Sulfur Diesel Clear	#1 Ultra-Low Sulfur Diesel Clear	+0.99	+0.01
#1 Ultra-Low Sulfur Diesel Dyed	#1 Ultra-Low Sulfur Diesel Dyed	+0.99	+0.01
Regular E-10 Gasoline	CBOB Ethanol 10% Regular	+0.99	+0.01
Midgrade E-10 Gasoline	CBOB Ethanol 10% Midgrade	+0.99	+0.01
Premium E-10 Gasoline	CBOB Ethanol 10% Premium	+0.99	+0.01
Regular Conventional Gasoline	Conventional Clear Gasoline Regular	+0.99	+0.01
Midgrade Conventional Gasoline	Conventional Clear Gasoline Premium	+0.99	+0.01
Premium Conventional Gasoline	Conventional Clear Gasoline Premium	+0.99	+0.01



Regular RFG Ethanol 10% Gasoline	RFG Ethanol 10% Gasoline Regular	+0.99	+.01
Midgrade RFG Ethanol 10% Gasoline	RFG Ethanol 10% Gasoline Midgrade	+0.99	+.01
Premium RFG Ethanol 10% Gasoline	RFG Ethanol 10% Gasoline Premium	+0.99	+.01

Renewable Diesel

***All Renewable Diesel is quoted as fuel for Transportation fuel only. All Renewable Diesel is quoted only for deliveries originating and delivering within the same state.

All Renewable Diesel fuel options in the state of California are to be priced off the Carb Ultra Low Sulfur Diesel W/ CAR index for their local OPIS Index City.

Product	OPIS Index product	Local OPIS Gross Contract Average Adder Per Gallon for Tank Wagon Deliveries – Product Only	Local OPIS Gross Contract Average Adder Per Gallon for Transport Deliveries- Product Only
99% Renewable Diesel 1% Petroleum Diesel Clear	Carb Ultra Low Sulfur Diesel W/ CAR Clear	+0.99	+.01
99% Renewable Diesel 1% Petroleum Diesel Dyed	Carb Ultra Low Sulfur Diesel W/ CAR Dyed	+0.99	+.01
95% Renewable Diesel 5% Petroleum Diesel Clear	Carb Ultra Low Sulfur Diesel W/ CAR Clear	+0.99	+.01



95% Renewable Diesel 5% Petroleum Diesel Dyed	Carb Ultra Low Sulfur Diesel W/ CAR Dyed	+0.99	+0.01
95% Renewable Diesel 5% Biodiesel Clear	Carb Ultra Low Sulfur Diesel W/ CAR Clear	+0.99	+0.01
95% Renewable Diesel 5% Biodiesel Dyed	Carb Ultra Low Sulfur Diesel W/ CAR Dyed	+0.99	+0.01
80% Renewable Diesel 20% Biodiesel Clear	Carb Ultra Low Sulfur Diesel W/ CAR Clear	+0.99	+0.01
80% Renewable Diesel 20% Biodiesel Dyed	Carb Ultra Low Sulfur Diesel W/ CAR Dyed	+0.99	+0.01

Product	OPIS Index product	Local OPIS Gross Contract Average Adder Per Gallon for Tank Wagon Deliveries	Local OPIS Gross Contract Average Adder Per Gallon for Transport Deliveries
99% Renewable Diesel 1% Petroleum Diesel Clear	#2 Ultra-Low Sulfur Diesel Clear	+0.99	+0.99
99% Renewable Diesel 1% Petroleum Diesel Dyed	#2 Ultra-Low Sulfur Diesel Dyed	+0.99	+0.99
95% Renewable Diesel 5% Petroleum Diesel Clear	#2 Ultra-Low Sulfur Diesel Clear	+0.99	+0.99
95% Renewable Diesel 5% Petroleum Diesel Dyed	#2 Ultra-Low Sulfur Diesel Dyed	+0.99	+0.99
95% Renewable Diesel 5% Biodiesel Clear	#2 Ultra-Low Sulfur Diesel Clear	+0.99	+0.99
95% Renewable Diesel 5% Biodiesel Dyed	#2 Ultra-Low Sulfur Diesel Dyed	+0.99	+0.99
80% Renewable Diesel 20% Biodiesel Clear	#2 Ultra-Low Sulfur Diesel Clear	+0.99	+0.99
80% Renewable Diesel 20% Biodiesel Dyed	#2 Ultra-Low Sulfur Diesel Dyed	+0.99	+0.99



Related Services Pricing

“Sourcewell encourages suppliers to offer the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.”

Fixed Price Fuel Hedging

For government agencies who wish to protect their budgets from unexpected market surges, locking in a fixed price fuel hedging program may be a great way to eliminate volatility and lock in fuel spend. There is no “one size fits all” approach to managing fuel price risk, which is why Mansfield offers a range of options that can be individually priced, agreed upon, and executed based on the market conditions and entities preferences.

Diesel Exhaust Fluid

At the time of this RFP submission there is no widely accepted market benchmark for Diesel Exhaust Fluid. Accordingly, Mansfield offers bulk DEF deliveries at cost plus \$.10 per gallon or liter and jugs at totes at cost plus \$.15 per gallon or liter.

Fuel and Diesel Exhaust Fluid Equipment Systems and Services

Inventory Management – Tank Gauge

- Monthly Monitoring Cost of \$35.00
- Cost +15% for the purchase of needed equipment, such as modems, to enable monitoring

Fueling and/or Dispensing Related Equipment, Card Readers, Tanks, System Builds/Installations, Repairs, Maintenance, Fuel Testing

- Mansfield Cost +15%
- Callout Fee: \$50.00

Additives

- Cost Plus +\$.0050

Fleet Card: Retail & Backyard Use

With the Mansfield Universal Card, drivers have access to approximately 93% of retail fueling locations nationwide. This includes acceptance at more than 180,000 fueling locations and over 60,000 maintenance locations nationwide.

With coverage at all the major regional, national, independent, and travel center brands, Mansfield’s nationwide retail network includes discount marketers such as Walmart/Murphy USA, and Kroger – and new sites are being added all the time. Moreover, Mansfield offers a Mobile App which gives drivers a tool to find low price locations in their proximity. Additional information provided upon request.

Mansfield’s pricing model for retail cards will be based off the posted retail/pump price at the applicable fueling location less a rebate of .85%. A higher rebate may be offered for larger volume participants. Prices will be reflected at the transaction level, with transaction reports and invoices reflecting the contracted original pump price.



Consigned Fuel

For government agencies who wish to ease the capital investment in their own bulk fuel inventory and instead achieve the savings of bulk fuel price economics with pay as you pump liability, Mansfield offers consigned fueling programs. Consigned fuel programs allow government entities with ample fuel usage, and transport sized bulk fuel tanks, to pay for fuel only as they dispense it from their tank to their vehicles. While there are many variations to a consigned program, Mansfield will consult and quote each program individually.

Emergency Preparedness / Response Fuel Programs

Mansfield makes available dedicated tank wagon and FTL fuel assets that will be moved into an emergency response zone upon an emergency event. These assets will run dedicated delivery routes, delivering fuel to the entity fuel tanks, temporary fuel storage tanks, various vehicles, and employee vehicles as directed by the entity's emergency response team. Bulk fuel will be supplied by Mansfield from the nearest available supply points permitted by storm-related infrastructure outages. These dedicated assets and the fuel supplied by Mansfield will be priced as follows:

- Since fuel supply can originate from many different potential Mansfield supply points, and because fuel pricing is unpredictable and subject to supply and demand economics, disaster zone fuel pricing is difficult to predict in advance. Mansfield will supply fuel at Mansfield cost plus \$.10 per gallon (US) or per liter (Canada).
- Due to the volatile nature of emergency response, dedicated assets will be quoted on an individual basis inclusive of driver labor and all truck operating expenses. Mansfield requires a 6-day minimum commitment per truck asset, including one half day inbound and one-half day outbound travel time.