

# Vendor's Offer

Return this Section with your Response  
Form 201-B (RFP)

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: VST Fuel Management, Inc. (VST) \_\_\_\_\_

Company Mailing Address: 2238 N. Los Alamos \_\_\_\_\_

City: Mesa \_\_\_\_\_ State: AZ \_\_\_\_\_ Zip: 85213 \_\_\_\_\_

Contact Person: Brian Hall/Richard Roth \_\_\_\_\_ Title: Owner/Marketing \_\_\_\_\_

Phone No.: 602-332-3552 \_\_\_\_\_ FAX: 602-325-3180 \_\_\_\_\_ E-mail: aidtoyou@aol.com \_\_\_\_\_

### Company Tax Information:

Arizona Transaction Privilege (Sales) Tax No.: H-034787-J \_\_\_\_\_ or

Arizona Use Tax No.: \_\_\_\_\_

Federal I.D. No.: 41-2170802 \_\_\_\_\_

City & State Where Sales Tax is Paid: Phoenix, AZ \_\_\_\_\_

If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: \_\_\_\_\_

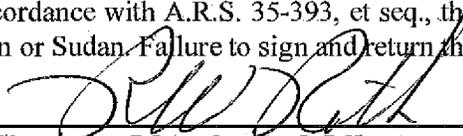
## THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) RICHARD ROTH

Title of Authorized Individual (TYPE OR PRINT IN INK) VP-Mkt

## REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

  
Signature Of Authorized Offeror

10/11/2011  
Date

October 11, 2011  
RFQ 12-045

Mr. Anthony Allen  
City procurement Office  
City of Tempe  
20 E. Sixth Street (2nd Floor)  
Tempe, AZ 85281

Mr. Dear Mr. Allen:

VST Fuel Management Inc. (VST) is pleased to offer this proposal to the City of Tempe for an installed 12000 gallon, 2085 fuel storage tank for E85 fuel to be located at the City of Tempe EVBOM fueling facility at 2050 W. Rio Salado Parkway in accordance with RFQ 12-045, dated 9/14/2011, and replaces RFQ 12-031.

VST has long term experience and capability of installing and supporting the requested E85 fuel storage tank.

VST is a full service organization to the re-fueling and petroleum equipment related industry, and has over 30 years of experience in the design, installation, and service of fueling equipment at various commercial and educational fueling locations, both for ground based vehicles and aircraft. We are pleased to have this opportunity to work with the City of Tempe.

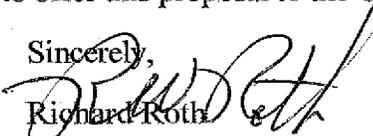
VST is a licensed and insured contractor (#189597L-5) for our business activities in Arizona and elsewhere. VST has a staff of technical personnel who have long-time experience in the design, installation, and service of fueling site equipment, including various sizes of fuel storage tanks (both spec 142 and 2085), pumps, meters, OEM control systems, interconnecting wiring, S/W, radio communications, and basically in all other aspects of the fueling site application. VST has the capability of turnkey installations, or simply coordinating an installation by others. As may be needed, these personnel are available for 24-hour service, and direct telephone assistance as needed. Where a fueling control system is desired initially or later, VST typically offers the very successful VST Super-810 fuel management system with PC software, or an OEM system, if preferred.

In addition to the requested proposal items, VST is taking this opportunity to provide some of our sales literature for your review, and that of your associates. VST can also be seen on the internet at [www.vstfuelmgmt.com](http://www.vstfuelmgmt.com).

We at VST look forward to having the opportunity to discuss this proposal further, and any interest that the City of Tempe may have. Please feel free to contact VST at your convenience.

Once again, thank you for the opportunity to offer this proposal to the City of Tempe.

Sincerely,

  
Richard Roth  
Mkt VP

## Proposal Questionnaire

Return this Section with your Response

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award. The City of Tempe may consider other information, whether or not specifically provided by the bidder in response to this RFP.

1. Provide the addresss of the facility that will provide the services to the City of Tempe.

2238 N. Los Alamos; Mesa, AZ 85213

2. Describe your company and its history.

See attached page.

3. Please provide contact information for the primary account representative and a backup contact.

Name	Phone	Cell Phone	E-Mail
Brian Hall		520-907-2656	<u>VSTcom@MSN.com</u>
Richard Roth		602-332-3552	<u>aidtoyou@aol.com</u>

4. What warranty will you offer on equipment and installation?

One year labor and the factory warranty of the manufacturer of buyout items.

5. What is the estimated timeline for the project – provide specific details.

See attached Page.

6. Are your technicians factory certified to work on the equipment to be supplied?

Yes X No \_\_\_\_\_

7. Are repair parts for the installed equipment available locally?

Yes X No \_\_\_\_\_

If yes, provide information below.

Spare parts are warehoused at the VST facility in Mesa, AZ or sometimes over-nighted to VST.

## Response to Item 2----- Proposal Questionnaire

VST is a long-time manufacturer, service, and equipment supplier to the re-fueling and petroleum equipment industry primarily in the southwest, as well as world wide. Historically, as part of another company name, VST has provided equipment and installation activities for over 30 years and as an independent for nearly 20 years.

VST operates out of facilities in Mesa and Payson, AZ; Mesa is the primary facility. All manufacturing and most warehousing is also at the Mesa facility. All engineering, software, marketing, and service/installation personnel are company employees. Contract employees are used only as needed, and must have strong experience with the VST areas of activity.

VST has the capability and financial security to provide turn-key installations, such as the City of Tempe, which may include tanks, dispensers, control systems, electrical work, concrete work, site prep, and the various agency approvals, drawings, and licenses. Some names and photos of previous successful fueling system installations are shown on the following pages of this proposal.

In addition to turn-key fueling stations, VST is a long time manufacturer and supplier of smart key, magnetic card, and key pad data entry fuel management and control systems. The VST Super-810 fuel management system is designed and manufactured in the Mesa facility of VST. Many hundreds of the Super-810 are in operation world wide.

## Response to Item 5----- Proposal Questionnaire

The pacing item on this kind of a project is typically the approvals by the city code and fire organizations. The approval time is sometime difficult to accurately predict. However, as part of the proposed installed tank project, VST will prepare the site approval documents and drawings of the installation which can be submitted for approval. Upon receipt of the PO from the City of Tempe, VST will begin ordering parts for the project, and immediately upon site approval, VST will begin site work. The tank will have a lead time of an estimated four to five weeks. It is estimated by VST that installation of the tank ready for startup will require in the order of four to five weeks ARO.

8. Do you understand and will you comply with the federal regulations related to this project.

Yes X \_\_\_\_\_ No \_\_\_\_\_

9. Will you comply with the Buy American Provision

Yes X \_\_\_\_\_ No \_\_\_\_\_

10. Will you comply with the Davis Bacon requirements

Yes X \_\_\_\_\_ No \_\_\_\_\_

11. Do you agree to the Terms and Conditions of this RFP

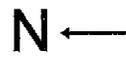
Yes X \_\_\_\_\_ No \_\_\_\_\_

If No, provide details below.

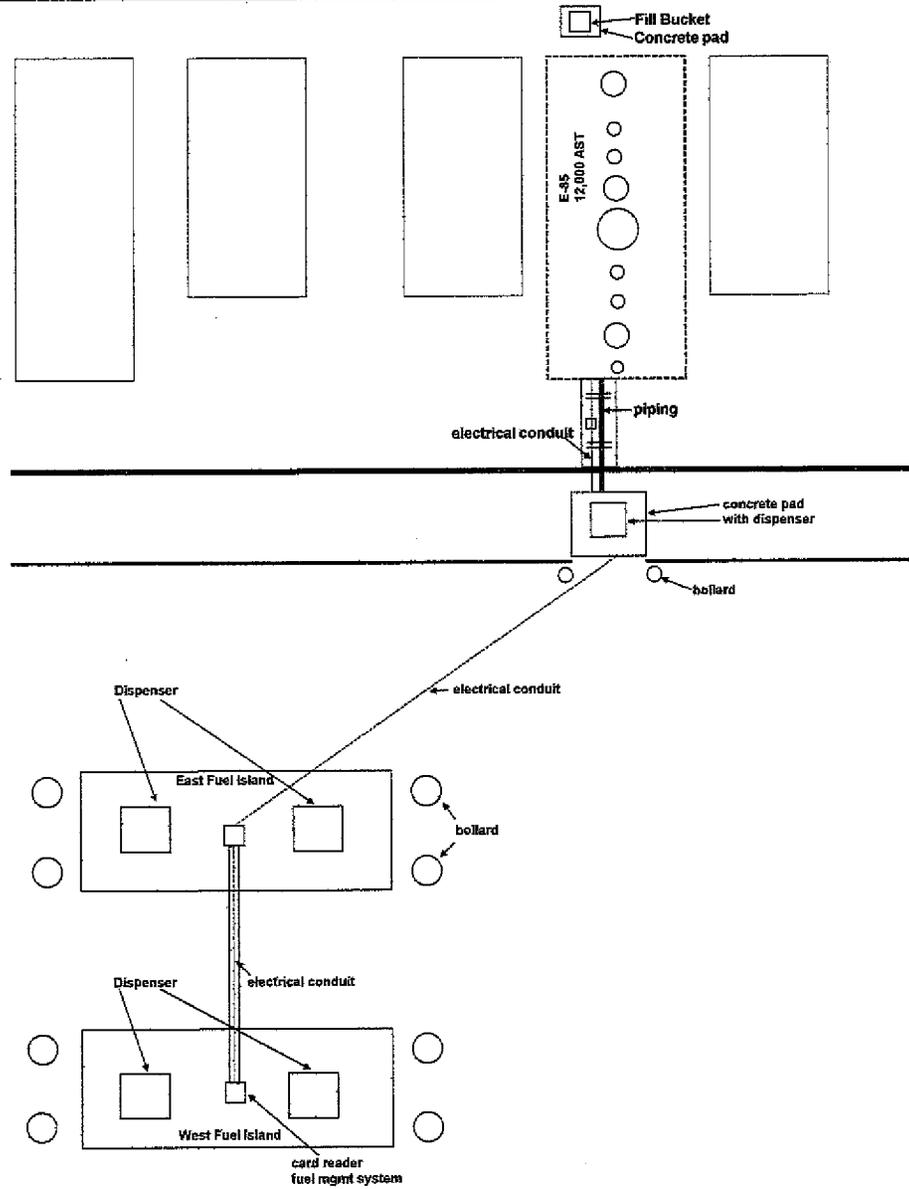
12. List three (3) governmental or large corporate references for which you have provided similar equipment and services.

Firm	Contact	Number
Madison School Dist	Scott Wells	602-664-7766
PHI Air Medical	JD Wilder	602-757-6223
Canyon State Oil Co.	Tom Turley	602-369-5183





**EVBOM facility**  
**2050 W. Rio Salado Parkway**  
**Tempe, AZ**



**E-85 SITEPLAN**

# VST Fuel Management, Inc.

800 E. Park Drive  
Payson, AZ 85541  
Office: 520 907-2656

2238 N. Los Alamos  
Mesa, AZ 85213  
FAX: 480 325-3180

October 10, 2011

VST Proposal No. 11-1010-1

Mr. Anthony Allen  
City Procurement Office  
20 E. 6<sup>th</sup> Street (2<sup>nd</sup> Floor)  
Tempe, AZ 85281

**SUBJECT: THIS PROPOSAL IS FOR THE INSTALLATION OF ONE (1) 12,000 GALLON UL-2085 FIREGUARD ABOVE GROUND FUEL TANK FOR THE PRODUCT E-85 AND ALL THE NECESSARY COMPONENTS TO DISPENSE AND TRACK THE E-85 PRODUCT. VST TO INSTALL REQUIRED PIPING FROM E-85 TANK TO E-85 DISPENSER. VST TO INSTALL REQUIRED ELECTRICAL TO OPERATE E-85 DISPENSER WITH EXISTING FUEL MANAGEMENT SYSTEM. VST TO INSTALL REQUIRED TANK MONITORING EQUIPMENT TO EXISTING TANK MONITOR SYSTEM. VST TO GET ALL REQUIRED INSPECTIONS AND SIGNOFFS FROM THE CITY OF TEMPE AND THE TEMPE FIRE DEPARTMENT. VST TO PUT SITE INTO SERVICE.**



**Facility: City of Tempe-EBOM  
2050 W. Rio Salado Parkway  
Tempe, Arizona**

Dear Customer,

VST Fuel Management, Inc. (collectively hereinafter referred to as the "General Contractor") is pleased to submit this proposal to you to perform the system installation as delineated below.

## **1.0 SCOPE OF WORK: PERMITTING AND EXCAVATION**

- Provide fuel drawings, project binder and cut sheets to City of Tempe and the Tempe Fire Department for approval. It is assumed that the General Contractor (GC) will perform and obtain all other permits.
- Receive and review permits. Advise client of any changes resulting from the city or agency requirements.
- Upon approval from agencies, order equipment and start project.
- Excavate as needed for tank, piping, electrical (fueling only), and bumper posts. Dispose of soil off site to accommodate the site tank location.
- All open excavations shall be protected by a minimum of 4' high orange safety fencing.
- Trench cover plates will be used to cover any open trenches.

## **2.0 SCOPE OF WORK: FUEL STATION**

- Coordinate and schedule required inspections with City of Tempe and the Tempe Fire Department.
- Provide and install one (1) 12,000 gallon UL-2085 FIREGUARD double wall aboveground storage tank.

- Provide crew and rigging to safely set tank on tank pad.
- Supply and install one 30" diameter, water proof piping sump.
- Complete AST warranty checklist and submit to manufacturer for warranty.
- Provide and install 3/4 HP FE Petro Turbine submersible pump motor. Include all required steel piping and valves to control dispenser independently. Steel fittings and valves shall be "American Made" products only.
- Provide and install "fill" system.
- Provide and install 1 new "Under Dispenser Containment Box (UDC). The UDC shall be equipped with impact valves, flex connectors, piping/electrical entry boots, and Pneumercator sensor.
- Supply and install 3" over 2" A.O. Smith double wall fiberglass piping from AST to dispenser.

### 3.0 SCOPE OF WORK: ELECTRICAL

- Supply and install all required "underground" electrical conduit and wiring for AST, Dispenser, STP, Emergency Shut Off switch, Pneumercator ATG and sensors. All conduits shall be scheduled 40 PVC with a minimum of 10' rigid wrapped threaded steel conduit ends. All Pneumercator sensor and ATG wiring shall be Belden 88760 or approved equivalent. All power wiring shall be 14 awg minimum, gas and oil resistant with a minimum 600 volt rating. *It is assumed that the building electrician will deliver the required conduit from the building interior, and stub them 10' outside the building perimeter. It is also assumed that the Building Electrician will provide and install a suitable panel capable of providing a Wet Stamped Load Calculation as required for City approval, and will provide the required circuit breakers, and seal offs. We can work directly with the Building Electrician to provide detailed information as needed.*
- All conduits entering a containment area (sump and UDC), shall utilize a double sided entry fitting, installed per manufacturer's recommendations.
- The use of seal off fittings for conduits entering and leaving the hazardous area shall apply. Seal offs shall be inspected prior to placement of fiber packing and sealant.
- Perform the required inspections with local agencies (Fire and Electrical). Upon successful completion of all testing and inspections of the underground pipe and electrical, numerous detailed, digital photos shall be obtained of all underground equipment. In addition, detailed measurements of all underground piping and electrical shall be obtained for "As Built Drawings".
- Backfill with clean gravel to sub grade.

### 4.0 SCOPE OF WORK: CONCRETE

- Provide and install one (1) tank pad, transition sump pads, concrete dispenser island, 2 bumper posts, and cap off trench with concrete.
- Concrete to be minimum 2500 psi. Rebar to grade 60.
- Dispenser island shall be installed around the dispenser containment box and set to the proper grade

### EQUIPMENT PLACEMENT, TESTING AND COMPLETEION:

- Provide and install one (1) E-85 Dispenser and anchor to dispenser UDC box. Dispenser to be equipped with 1" x 12" hose, hose retractors, hose breakaways, multi-plane swivels and a 1" high flow nozzles.
- Provide and install required decals and warning placards on tank and dispenser. Supply and install Emergency Shut Off switch signs at appropriate switch locations.
- Start up and program system and thoroughly test each component. Coordinate and assist with receiving fuel from client's fuel provider. Ensure that the delivery service is familiar with, and prepared properly for upcoming deliveries.
- Provide calibration of new dispenser. Provide Line test and Leak Detection Certification.
- Open system up to the drivers and have a technician on site, for the first two hours to ensure there are no complications. Train facility personnel on the usage and maintenance of the new system.

- Provide detailed close out package to client with copies of inspection records, test results, system certifications, calibration records, photos and "As Built Drawings", etc.

**GENERAL CONDITIONS:**

- Contractor hereby agrees that it shall perform the work specified herein in a professional and timely manner. Client understands that Contractor cannot be held responsible for circumstances that may be deemed as acts of God or any damages that may result from same.
- If any unanticipated conditions occur, the client will be contacted and made aware of these conditions and additional estimated costs involved will be provided. **NO** additional work will be performed without the written authorization of the client.
- Client agrees that VST Fuel Management, Inc. cannot be present at the job location at all times and that Contractor will take reasonable precautions to identify any obstructions or excavations and make reasonable efforts to warn any vehicle and pedestrian traffic of the potential danger involved; but that Contractor shall not be responsible for any damages to Client, Client's employees or any third parties that may be on Client's premises from contact with any such obstructions or excavations that have been reasonably identified, and Client shall indemnify Contractor from all such damage claims.
- Client will provide for "Right of Entry" to Contractor personnel, contractors, subcontractors, equipment and/or any other personnel necessary in order to complete the scope of work and general conditions as agreed by this contract. Contractor's personnel, contractors, and subcontractors will take reasonable precautions to minimize any damage to the property, but it is understood by the Client that in the normal course of work, some damage to the property may occur, the correction of which is not a part of this agreement. The Client accepts this fact and will not hold Contractor's personnel, contractors, and/or subcontractors responsible for any damage other than that caused by gross negligence or willful misconduct of Contractor, its personnel, and/or subcontractors.
- Contractor and Client acknowledge and understand that no other terms or agreement, express or otherwise, shall become a part of this contract unless such agreements are in writing and executed by an authorized representative of both Contractor and Client.
- Contractor and Client agree that should action be required to collect monies or enforce other terms of this contract, that the prevailing party shall be entitled to court and collection costs as well as reasonable attorney's fees.
- Client agrees to provide any and all land ownership information to Contractor for purposes of filing preliminary contractor's lien per laws and regulations.
- Client agrees Contractor retains the rights to any and all equipment supplied and/or provided by Contractor under the terms and conditions of this contract until all terms of this contract and agreements are met.

**CLIENT RESPONSIBILITY:**

- Any applicable taxes are the responsibility of the client.
- Provide clear, unobstructed work area as per scope of work to be performed.
- Provide water and electrical at no charge to Contractor.
- Provide fuel as needed for testing purposes.
- Disposal of any rinse water, waste or other generated materials.
- Provide representative to acknowledge receipt of work and to verify functioning equipment prior to technician's departure.

**EXCLUSIONS:**

- Shoring, bracing, underpinning or similar/related processes.
- Concrete, asphalt, or paving which is not specifically mentioned within the proposal.
- Electrical, within the building perimeter. Load Calculations, Electrical Engineering, if required. Phone lines.

- Painting, masonry, grading, demolition, storm drain, fire lines, irrigation, landscaping, asphalt paving, surveying, staking.
- The removal and/or disposal of any hazardous materials other than that which is agreed upon in the terms of this contract.
- Soil sampling, analytical, deputy inspections, geotechnical or similar costs and/or associated fees.
- Stucco, masonry, or block veneer of any type.
- Removal and/or disposal of any concrete or asphalt unless specifically mentioned in the scope of work above.
- Any permits, licenses, applications and/or correspondence not stated in the terms of this contract.

This proposal is valid for a period of 15 days beginning on the date of this letter. Acceptance after that period is subject to VST Fuel Management, Inc. approval.

Pricing is base on the information supplied to VST Fuel Management, Inc. about the fueling requirements for the site.

VST Fuel Management, Inc. appreciates the opportunity to submit this proposal and we look forward to working with City of Tempe on this project. Please call me at (520 907-2656) if you have any questions or need additional information.

Sincerely,

Brian Hall  
VST Fuel Management, Inc.

**TOTAL FOR THESE SERVICES: \$97,089.20**

**TAXES: \$ \_\_\_\_\_**  
**\$97,089.20**

**TERMS:**

- An Initial Payment of 65% (\$63,107.98) is required to order/secure equipment
- A 2<sup>nd</sup> Payment of 25% (\$24,272.30) will be required prior to equipment delivery
- A Final Payment of 10% (\$9,708.92) will be required upon receipt of Final Inspection

**READ, UNDERSTOOD, AGREED TO AND ACCEPTED**

**BY:**

**NAME:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**TANKS:**

**Above Ground Tanks:**

HOOVER 12,000 Gallon rectangular vault tank with UL-2085 label, pre-poured lightweight concrete, standard tank top fittings, emergency vents, Desert Sand exterior finish

**TANK FREIGHT - Offloading by others**

**TANK HARDWARE:**

EBW 802-303-12 2" Pressure Vacuum Vent Cap for E85 and Biodiesel O Ring Seal  
MORRISON 354-0200AV 2" Vent Cap

**Above Ground Tank- FILL**

515-2300AC Morrison 15 Gallon Remote Spill Container 2ea 3" Ports  
9095A-AV3300AV Morrison Remote Positive Shut Off Fill Limiter 6"FNPT x 3" FNPT  
30VS PT 3" Stainless Dust Cap  
30FS PT 3" Stainless Male Camlock Adapter x Male NPT  
EBW 782-204-32-2 E85/Gas BioDiesel EVR 4" x 12' Drop Tube  
246ADI-0600AV Morrison 3" D.I. Swing Check for Remote Fill  
235BDI-0400AV Morrison 3" Locking Ductile Iron Gate Valve for Remote Fill

**Above Ground Tank - VALVES & MISC**

636-300-01 EBW 2" E-85 Anti Siphon Valve W/Pressure Relief 12' to 25' Head Pressure  
346DI-0500AV Morrison 2" External Emergency Fire Valve  
MORRISON 691BSS-08001V 2" Stainless Steel Ball Valve E85 BioDiesel  
AST-2922 APT Grade Level Transition Sump With Load Rated Composite Cover: 31" x 24" Base:  
FE PETRO STPRAG75VL2 E-85 3/4 HP Variable, Length Sub: Pump with Riser  
FE PETRO STP-DHI-CBS Dispenser Hook Isolation Box (Includes Control Box & Isolation Relay Box. One per Submersible) For up to 8 Dispensers  
99-LD2000/R VAPORLESS Leak Detector  
VAPORLESS LD2-SSVS Stainless Vent Kit for Alcohol Fuels over 20% & Bio over 5%  
UNISOURCE FG200-msf-24 2"x24" Fern X M Sw Fireguard SS Connector

APT FEB-075-D 3/4"/1" Electrical Sump Penetration fitting  
APT FEB-175-SC 2" FRP/ 1.75" DW XP Sump Penetration Fitting  
APT FEB-300-R 3" FRP Sump Penetration Fitting W/Double Sealing Surface.

- 1 Entry Portion Is Replaceable From Inside The Sump.
- 1 RA3.5x2.4A DIVERSIFIED 3"x2" Reducer With Test Port

**3/4" Standard Gas & Diesel Hanging Hardware**

- 2 532337124-08069 GOODYEAR 3/4" x 8' Yellow FlexSteel Futura MxM Hose UL For Up to E85
- 2 532337124-28069 GOODYEAR 3/4" x 8' Yellow FlexSteel Futura MxM Hose UL For Up to E85
- 2 HUSKY 659404-05 1+X Automatic E85 Nozzle (Yellow)
- 2 HUSKY 1808-05 Yellow Splash Guard
- 2 HUSKY 6350 3/4" E85 Hose Swivel
- 2 HUSKY 6360 3/4" E85 Reconnectable Hose Breakaway

**1 DISPENSERS / PUMPS**

- 1 GASBOY 9872KXTW1-Z-SS-SPO Single product, Twin hose outlet E-85 fuel dispenser with front load nozzle cradles, stainless steel body panel, single pulse output for card reader interface.

- 1 Gasboy Shipping and Handling per Dispenser
- 1 LMM-2313-T APT Wide Mouth Poly Dispenser Sump for Gasboy 9152/9153 One or Two Hose.
- 1 SBK-25 APT Shear Valve Bracket for Above Sump
- 1 APT FEB-075-D 3/4"/1" Electrical Sump Penetration fitting
- 1 APT FEB-300-R 3" FRP Sump Penetration Fitting W/Double Sealing Surface.
- 1 RA3.5x2.4A DIVERSIFIED 3"(2" Reducer With Test Port
- 1 OPW 10P-0152E85 1.5" Double Poppet Shear Valve - Female UL Listed for E85
- 1 UNISOURCE FG150-ms2f-18 1.5" x 18" M Sw x 2" Fem Fireguard SS Connector

**TANK MONITORING SYSTEM:**

- 1 PNEUMERCATOR Internal 4 Mag probe / 8 Sensor expansion card
- 1 PNEUMERCATOR MP-450S-XXX-21 Rigid probe for AST's up to 10' 6"
- 1 PNEUMERCATOR B4KX Standard 4" Buna product / water float kit
- 1 PNEUMERCATOR PK4 4" Probe Installation cap kit for 4" riser
- 2 PNEUMERCATOR LS600 LD-BN Leak Sensor for annulus and transition sump
- 1 PNEUMERCATOR SK2 2" Leak sensor cap kit for annulus sensor

**E85 Tank Bill of Material**