



ENE23

Bio-Diesel Contract Overview

Operational Services Division

James Ferri, Procurement Manager – Energy

617-720-3168 James.Ferri@state.ma.us

Marcia Deegler, Director, EPP Purchasing

617-720-3356 Marcia.Deegler@state.ma.us



Two Awarded Vendors

- Zones 1-5
 - Dennis K. Burke
 - Chelsea, Mass.
 - Virgin Soy
 - Company Vehicles
 - Suppliers: World Energy, Renewable Energy Group
 - Contact: Joe Cote
(617) 884-7800
j.cote@burkeoil.com
- Zones 6-8
 - Alliance Energy
 - Holyoke, Mass.
 - Virgin Soy
 - Company Vehicles
 - Suppliers: Renewable Energy Group
 - Contact: Steve Chase
(413) 538-8000
schase@allianceenergy
company.com



Contract is Market Based Pricing

- ULSD – Journal of Commerce
- B100 – OPIS Weekly Posting
- Vendor Differential Price
- Applicable Taxes/Fees
- Formula for B5
- $95\%(\text{ULSD-JOC Boston Low}) + ((5\%(\text{B100-OPIS}) - (\text{Federal Tax Credit})) + \text{Differential} + \text{Applicable Taxes/Fees})$

ENE23 Price Comparison

JOC-Wednesday 04/25/07 –Does not include Taxes/Fees

Zone	ULSD	B5	B20
1	\$2.0941	\$2.2187	\$2.2922
2	\$2.0941	\$2.2287	\$2.3022
3	\$2.1063	\$2.2337	\$2.3070
4	\$2.1413	\$2.2489	\$2.3224
5	\$2.1282	\$2.2637	\$2.3372
6	\$2.1799	\$2.3045	\$2.3480
7	\$2.1785	\$2.2795	\$2.3230
8	\$2.2235	\$2.3095	\$2.3530



Where can I find Complete Contract Information?

- www.comm-pass.com
- Search under contract number ENE23
- Forms/Terms Tab
- You will find OSD Update
- RFR
- Other Bio-Diesel Information: Fact Sheets, DOE Biodiesel Handling Guide



Where can I find Price Information?

- www.comm-pass.com
- Search under contract number ENEFY07
- Forms/Terms Tab
- Daily Posting of Commodity Prices
- ULSD
- Bio-Diesel
- Also includes other fuels on contract



Bio-Lubricants -Contract #VEH67

Terresolve Technologies

Mark Miller, Mike Kasbek - 440-951-8633

memiller@terresolve.com; mkasbek@terresolve.com

- Hydraulic oils, total loss lubricants, metalworking oils and other general oils
- Meet original equipment manufacturer (OEM) product requirements and use the same ASTM standards as petroleum based fluids.
- Users are finding that vegetable oils can offer even better performance than petroleum oils in some applications, with the added benefits of being less toxic, renewable, biodegradable, greatly reduced threat to human health and the environment.
- Conversely, spilled petroleum can contaminate streams, kill vegetation and harm wildlife and carry a costly remediation.



Questions ?

Contact Info

- Jim Ferri, PM, Energy
- (617) 720-3168
- James.Ferri@state.ma.us

Contact Info

- Marcia Deegler, Director, EPP
- (617) 720-3356
- Marcia.Deegler@state.ma.us