

# County of Jefferson

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Buyers  
Karin Dorr  
Amanda McCracken

Director  
**Mark Sachetti**  
NIGP-CPP, CPPB

Senior Account Clerk  
Avis Gilmore  
Account Clerk  
Mary Ann Shear

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## NOTICE OF AWARD

November 4, 2021

ATTN MR DARREN FULLER  
ASCENT AVIATION GROUP INC  
ONE MILL STREET  
PARISH NY 13131

RFP#21-41                      **NAME: AIRPORT AVIATION FUEL, TRUCK LEASES AND INTEGRATED FBO AVIATION  
SOFTWARE FOR FUEL MANAGEMENT AND CREDIT CARD PROCESSING**

**CONTRACT PERIOD: DATE OF AWARD THROUGH OCTOBER 31, 2024 WITH TWO (2) ADDITIONAL ONE (1) YEAR  
EXTENSIONS**

**Dear Mr. Fuller:**

I am pleased to inform you that your RFP submitted for the solicitation referenced has been accepted based on full compliance with the specifications, terms and conditions included in the RFP.

**Submittal Requirements have been met. The following documents are enclosed or pending:**

✓ Purchase Order to be issued

If you have any questions regarding this notice of award, please call the Jefferson County Purchasing Department.

Sincerely,

Mark Sachetti, Purchasing Director

MS/ag

C: Department, Auditor, Bid File, EPIC Aviation LLC

Rating Topic	Rating Weight			Chris			Grant		
	WFS	EPIC	WFS	EPIC	WFS	EPIC	WFS	EPIC	WFS
Experience & References	15	15	15	15	15	15	15	15	15
Product Delivery & Price	20	20	18	18	19	18	19	19	19
Emergency Service & Refuelers	20	19	17	17	19	17	19	19	18
Aviation Software, Fuel Mgt, CC	20	20	19	19	19	18	19	19	17
Signage, Advertising & Marketing	10	10	10	10	10	9	10	10	9
Other Considerations & Incentives	15	15	10	10	15	5	15	15	14
	100	99	89	89	97	82	97	97	92

**Notes:**

**Experience & References**

Both have good experience and references in the aviation fuel field industry. Slight advantage to WFS due to local office

**Product Delivery & Price**

WFS has 24hr delivery service if placed by 9am. Epic delivery is 24-48ARO. WFS racks are in Rochester - a bit closer than Albany EPIC fuel appears to be \$.07/gal cheaper; 100LL \$.02-.09 higher

**Emergency Service & Refuelers**

WFS has sizable loaner fleet & online store for parts. EPIC cannot guarantee a loaner refueler with the time allotted in the RFP EPIC refuelers are newer with similar pricing. WFS giving us the option to purchase trucks we currently lease EPIC 2016 refuelers lease \$5820/mo - \$69,840/yr - WFS 2010-20 refuelers \$3300/mo - \$39,600/yr to \$6400/mo - \$76,800/y WFS current truck \$0/yr - purchase for \$1

**Aviation Software, Fuel Mgt, CC**

WFS offers AVPos - familiar. We know upgraded version works w/ Quickbooks. WFS AVPos and Epic AVMAN Pos Lite are the same and at no cost. WFS offers Total Aviation Software or Total FBO at discounted pricing EPIC and WFS both have 0% cards. EPIC rates for major cc are .02% less but AirCard is 1.0% higher

**Signage, Advertising & Marketing**

both offer signage at no charge, both have co-op funds. WFS offers more training for line service and fuel handling and discounts for flight tracking subscriptions WFS offers P66 banded fuel - well known fuel source

**Other Considerations & Incentives**

WFS offers more QA and QC programs and offers a wide range of online based resources such as TrustedFuel.com and offers Aviation Academy WFS offered a substantial savings if we keep current refuelers and have the option to purchase them at the end of the lease term EPIC has significant lease cancellation stipulations S:\FBO\RFP fuel refueler cc 2021