



GLOBAL MONTELLO GROUP CORP. 800 South Street P.O. Box 9161 Waltham, MA 02454-9161 ph: 781-894-8800 fx: 781-398-9000

**Request for Proposal (RFP)**

**Subject: Capitol Region Council of Governments**

**RFP#: 712 GASOLINE NO-LEAD, MID-GRADE, AND SUPER UNLEADED**

**December 11<sup>th</sup>, 2020**

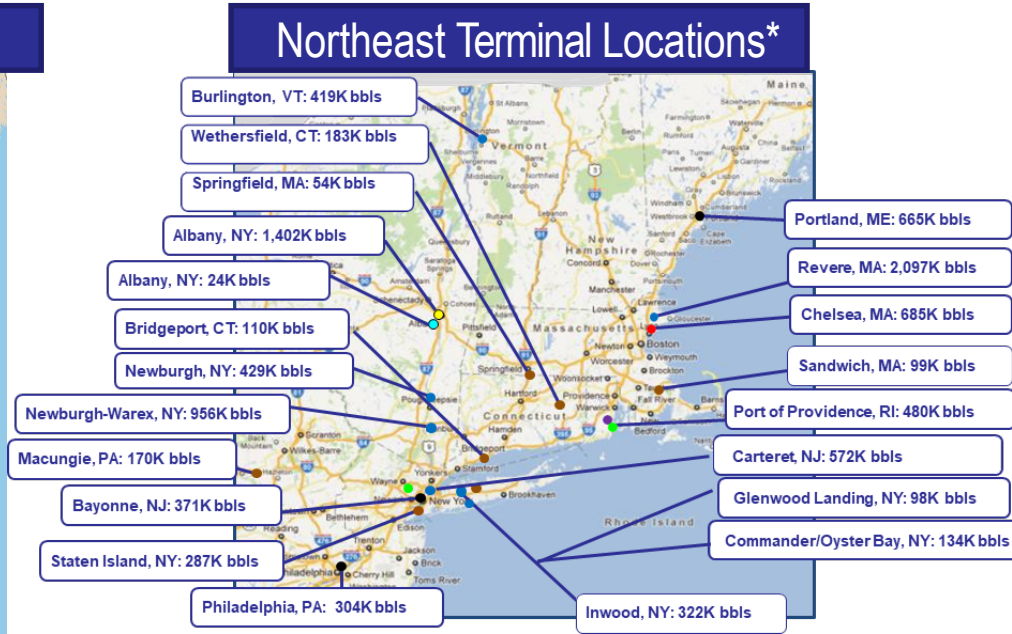
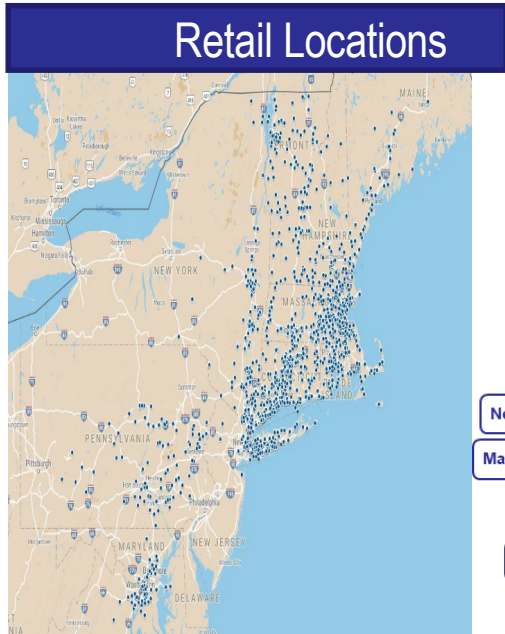
**Global Montello Group Corp.  
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**Contact Person:**

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## Company Overview

Global Montello Group Corp. is one of the wholly-owned operating subsidiaries of Global Partners LP, a publicly traded Delaware limited partnership traded on the New York stock exchange (symbol GLP). With over 80 years of experience, Global is one of the largest independent owners, suppliers and operators of gasoline stations and convenience stores in the Northeast. Global maintains over 10.8 million barrels of storage capacity, 25 petroleum bulk product terminals, 1,500 gas stations and 256 company-operated convenience stores. Global's strategy of vertical integration ranging from storage to transportation displays the commitment to our customers in providing a premium product, quality customer service and aggressive pricing within the industry.



Global has the capability of providing supply of ULSD #1, Red Dyed Diesel and ULSD2 Clear as part of the operating requirements for this bulk fuel proposal request. We believe that our customers value dependability and quality of supply. We strive to maintain a level of inventory to ensure that the supply needs of our customers are always satisfied. During periods of product shortages, we have historically succeeded in sustaining a supply of product sufficient to meet the needs of our customers while many of our competitors have not. We own control or have access to bulk terminals and inland storage facilities that are strategically located for ease of access by our customers.

## Performance

Our performance with customers ranges from broad to narrow, encompassing deliveries from the Department of Defense to smaller municipalities throughout the state of New York. Global has held several contracts over the past decade with the Defense Fuel Supply, delivering to locations throughout New York, New Jersey, New Hampshire, Rhode Island and Massachusetts. We also currently service several waste haulers throughout Massachusetts and surrounding areas, delivering over 5 million gallons annually. Global has also worked with the State of New York and other municipalities such as the Commonwealth of Massachusetts and The City of New York, accommodating smaller, unique delivery locations. As a company, Global delivers 1.175 billion gallons of product by truck to over 3,790 delivery locations throughout the Northeast and on average fills 19,000 diesel trucks per day. The depth, strength and extensive industry experience of each Global employee handling different facets of the work on an independent basis, from supply to terminal operations and product handling to trucking and distribution,

makes Global uniquely suited to provide high quality product and outstanding customer service under all our current and future contracts. (See attachment A for a complete list of outlined references)

Contractual obligations to our customers include monthly, quarterly and semi-annual reporting each with their own rigid set of criteria and data formatting. All data usage for each customer is stored and maintained in our software system and organized in a clear concise report. Each report is then delivered in a timely manner based on an outlined contract submission schedule.

### Global Connect – Customer Portal

Experience a customized portal with easy access to all existing invoices, EFT notices, BOLs and meter ticket data made available to print or export. Filter options are available by date, contract number, BOL number, product and location to narrow down and simplify search criteria to find exactly what you are looking for. Monitor all purchases and performance of fixed forward deals in addition to exporting and viewing current and historical pricing. Support functions allow for customers to communicate with members of our sales support team to address any issues that may arise during our billing process.

The screenshot shows a web interface for viewing BOLs. At the top, there are filter options for 'BOL DATE' (set to 11/1/2018) and 'CHOOSE YOUR GRAPH' (with options for bar, line, and pie charts). Below the filters is a table with columns: Counterparty, Contract Number, BOL #, Lifting #, Carrier, Contract Type, Lifting Date, Product, Destination, Quantity, UOM, Active, Invoice Total, and Actions. Three rows of data are visible, all for 'The City of New York' and 'Unlimited Trucking Corp.'.

Counterparty	Contract Number	BOL #	Lifting #	Carrier	Contract Type	Lifting Date	Product	Destination	Quantity	UOM	Active	Invoice Total	Actions
The City of New York	NAW17WS0001	30238	2435079	Unlimited Trucking Corp.	Rack	11/13/18 00:00	87 RFG E10 Winter	Kings County, NY	500	gal	Yes	\$886.35	[Download] [Print]
The City of New York	NAW17WS0001	30219	2435042	Unlimited Trucking Corp.	Rack	11/12/18 00:00	87 RFG E10 Winter	Queens County, NY	3,873	gal	Yes	\$6,862.25	[Download] [Print]
The City of New York	NAW17WS0001	30225	2435079	Unlimited Trucking Corp.	Rack	11/12/18 00:00	87 RFG E10 Winter	Kings County, NY	2,100	gal	Yes	\$3,721.20	[Download] [Print]

### Hauling and Distribution

Global utilizes various subcontractors to meet all the fuel requirements set forth in this request and with all of our standing contracts, including wet-hosing and fuel cards to bulk fuel suppliers. Although Global is not a diverse supplier, the Bids department makes every good faith effort possible to hire subcontractors that fall under the small, veteran, minority and woman-owned business classification. As shown below, the majority of our subcontracting needs are being serviced by businesses that fall under this diverse business classification.

Diversification	Total Gallons	Payment to Subcontractor	Percent of Total Gallons	Percent of Total Payment
Large Business	4,487,818	\$ 300,861.76	3.97%	4.12%
Small Business	55,850,857	\$ 3,531,535.70	49.39%	48.31%
Veteran Owned Business	6,066	\$ 2,473.10	0.01%	0.03%
Woman Owned - Large	10,699,793	\$ 168,581.77	9.46%	2.31%
Woman Owned - Small	42,043,576	\$ 3,306,042.95	37.18%	45.23%
<b>Grand Total</b>	<b>113,088,110</b>	<b>\$ 7,309,495.28</b>	<b>100.00%</b>	<b>100.00%</b>

## **Tank Monitoring Technology**

The appropriate tank monitor technology offers remote monitoring and analytics for the storage of petroleum products. Benefits of this technology include 24/7 access to tank data via customer portals, maximizing operating efficiency and obtaining valuable information to make the smartest inventory management decisions. Utilization of this technology allows for the identification of trends in usage and optimizes dispatch planning to reduce costs. Tank details through the portal allows you to view current gallons, available capacity and volume percentage as well as access to a map view, summarizing all tanks by location on a single map. We currently utilize this technology to perform tank forecasting for the City of New York's Police Departments.

## **Administrative and Billing Process**

Global has a web-based customer platform called Global Connect. The Global Connect Portal allows our customers 24/7 access to critical data. It helps us deliver a higher level of customer service, improve operational efficiencies, and increase customer interactions. Its intuitive user interface provides customers quick access to prices, contract data, BOLs, invoices and reports. Once a ticket is billed information will flow directly into the Global Connect Portal in real-time.

Additionally, Global would be happy to work with you to streamline procedures if you will be using your own web-based application. As long as our billing system allows for it, we will support any changes we need to make to fit your needs. For example, we currently work with various customers, such as the Defense Logistics Agency, to input invoices on their web-based portal. Inputting our invoices into their system allows them to capture all necessary information regarding the transaction.

## **Ordering Hours & Delivery Timing**

Global dispatchers will supervise all dispatching Kevin Bowe, Director of Trucking Operations will provide supervision of all dispatch related operations between Global and the truckers. Orders can be placed by calling in (1-800-826-5686) or online by e-mailing ([smartbuydispatch@globalp.com](mailto:smartbuydispatch@globalp.com)). Global requests 24 hours' notice for delivery. In the case of an emergency (ex: out of fuel) we will make delivery as soon as possible, within 8 hours of notification. Global's Dispatch Department is available 24 hours a day, 7 days a week, 365 days a year.

In regard to load shifting, Global's proprietary SmartBuy dispatch system was developed with the purpose to identify opportunities to shift loads and maximize savings due to market conditions and delivery times. The ability for SmartBuy to automate the load shifting effort has increased efficiency and since coming online in May of 2019 the system has already allowed Global to save over \$100,000.

## Contact Information

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