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: 760 Fuel Oil and Diesel

[Date]: February 20, 2024

Global Montello Group Corp.
800 South Street, Suite 500
Waltham, MA 02454

Contact Person:

Kathryn Florio – Operations Manager – (781) 398-4408
Curtis LeColst – Sales Manager – Commercial Accounts – (781) 398-4206
Bids Department – bids@globalp.com – (781) 398-4003

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.

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. Our performance with customers ranges from broad to narrow, encompassing deliveries to the Department of Defense to small, unique municipalities throughout the state of New York. Global also serves commercials and industrial end users such as powerplants, manufacturing companies, transportation authorities and waste haulers.

Global has the capability of providing supply of gasoline, ULSD, Kerosene and Ultra Low Sulfur Heating Oil 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. We own control or have access to bulk terminals and inland storage facilities that are strategically located for ease of access by our customers. More information is provided in our Emergency Response Plan.

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 the Northeast including New England, New York, Maryland and New Jersey. We also currently deliver millions of gallons annually to various transit authorities including the Worcester Regional Transit Authority, Rhode Island Public Transit Authority and Green Mountain Transit Authority, among others. Global has an extensive history servicing 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 currently services customers throughout the United States with a primary focus on the New England region where Global owns and operates its own terminals. National expansion has continued down the coast through Florida and west to Texas, Oklahoma and Washington. Global has been establishing strong supply relationships throughout the United States and strives to provide the lowest price possible to its customers while maintaining consistent and reliable supply. More information regarding Global's terminal information, third party supply locations and other general information can be found on our website at www.globalp.com.

Fuel Deliveries

For non-inventory managed locations, a site contact can place an order with our 24/7 dispatch department by telephone at 1-800-826-5686, email @ smartbuydispatch@globalp.com or on our online portal, Global Connect, available on the web browser or our mobile app. For inventory managed locations, orders will be created automatically using our proprietary dispatching software to schedule loads to ensure inventory levels are maintained per the locations' specifications. Once an order is created, it is pushed to our carriers dispatch software where they confirm receipt of the delivery quantity, date, delivery window, product and any other pertinent information needed to make a safe and efficient delivery. Our carriers and their drivers will follow all items outlined in the delivery requirements section of the request for proposal

Assumptions of Work Performed by Winning Proposer

Global assumes that when a location places an order for fuel, they are ready, willing, and able to accept delivery based on the delivery window, including ensuring the fill is accessible, free from debris/snow or any other obstructions. We assume that the drivers will be able to able to make a safe delivery. We assume tanks in compliance and in working order. We assume that POs will be furnished in a timely manner and payments will be made in the terms outline in the proposal. In regard to the portion of work that will be performed by a subcontractor, Global will only be subcontracting the trucking portion of the awarded contract.

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. Global has recently added online ordering to the list of services provided through our Global Connect portal. This portal is accessible on a web browser or on our mobile app.

BOLs

Filters

1 BOL DATE 11/1/2018 11/14/2018

2 CHOOSE YOUR GRAPH

MTD 1M 3M 6M YTD 1YR 2YR

Download Multiple BOL Documents

CSV

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	
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	
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	

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%
Grand Total	113,088,110	$ 7,309,495.28	100.00%	100.00%

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. This information is fed directly into our dispatching software so we can forecast demand and orders.

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). Global requests 48 hours' notice for delivery. Please see Global's emergency response plan for more information. 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.

Management Team

Project Manager: Mark Romaine, Chief Operating Officer, Over 20 years of experience in the petroleum industry.

E-mail: MRomaine@globalp.com
Phone: (781) 398-4281

Dispatch Office: Kevin Bowe, Optimization Manager Dispatchers are available 24 hours a day, 365 days a year.
E-mail: kbowe@globalp.com
Phone: 1-800-826-5686

Bids Group: Information provided below
E-mail: bids@globalp.com
Phone: (781) 398-4003

Kathryn Florio, Operations Manager (Point of Contact) Email:
kdoherty@globalp.com
Office: (781) 398-4408

Curtis LeColst, Sales Manager – Commercial Accounts (Secondary Point of Contact) Email:
CLecolst@globalp.com
Office: (781) 398-4206

Helen Chryssanthacopoulos, Bid & Pricing Analyst – Responsible for completion and submission of bid proposals, assists sales support team members with customer support
Email: helen.c@globalp.com Office: (781) 392-3237

Voula Chryssanthacopoulos, Bid Administrator/Sales Support – Customer and sales support, facilitate billing of delivery tickets for invoice generation and distribution; general customer support and assistance
Email: voula.c@globalp.com Office: (781) 398-4447

William Gallagher, P/L Inventory Analyst – P/L analyst as well as customer and sales support team member; general customer support and assistance
Email: william.gallagher@globalp.com
Office: (781) 398-4459

Oliver Afram, Actualization/Sales Support Specialist – Customer and sales support, facilitate billing of delivery tickets for invoice generation and distribution; general customer support and assistance
Email: oliver.afram@globalp.com
Office: (781) 398-4457

GLOBAL MONTELLO GROUP CORP. – REFERENCES

CT Transit
Contact Name: Greg Chapin – Purchasing & Contracts Officer
Contact Address: 100 Leibert Road, PO Box 66, Hartford, CT 06141-0066
Contact Phone: (860) 524-5396, gregchapin@cttransit.com
Project Title: FUEL
Project Description: Supply and deliver fuel for public transit bus fleets. Global has held various contracts with CT Transit from 2017 to the present, delivering over eight million gallons. Global subcontracts the work out to Brown Bear Transportation, LLC while utilizing its fuel supply agreement with East Haven terminals to provide consistent supply.

Rhode Island Public Transit Authority
Contact Name: Karen McKenna, Purchasing Agent
Contact Address: 705 Elmwood Avenue, Providence, RI 02907
Contact Phone: (401) 781-9400, kmckenna@ripta.com
Project Title: 22-15 – RIPTA Fuel needs
Project Description: The Rhode Island Public Transit Authority is currently going out to bid for a new fuel contract for the next five-year period. Global currently holds the contract to provide gasoline to their two locations in Providence, RI. During this five year period, Global has delivered roughly 100,000 gallons of fuel while utilizing the certified MWBE subcontractor Performance Transportation.

Worcester Regional Transit Authority
Contact Name: Tom Coyne, Deputy Administrator, CFO
Contact Address: 60 Foster Street, Worcester, MA 01608
Contact Phone: (508) 453-3402, tcoyne@therta.com
Project Title: Supply and Deliver Gas & Diesel Fuel
Project Description: Global has held both fixed price and indexed price contracts with the Worcester Regional Transit Authority for over 7 years, delivering over two million gallons of both gasoline and diesel fuels. Global subcontracts the delivery of product to Performance Transportation Inc., a certified MWBE hauler.

Chittenden County Transit Authority / Green Mountain Transit
Contact Name: Alec Robinson, Purchasing Agent
Contact Address: 15 Industrial Parkway, Burlington, VT
Contact Phone: (802) 540-0046, ARobinson@rideGMT.com
Project Title: Supply and Deliver Diesel Fuel to Chittenden County Transit & Green Mountain Transit
Project Description: Global has been supplying Chittenden County Transit & Green Mountain Transit for over four years. Global utilizes Alternative Fuels Transportation, delivering over 750,000 gallons to both locations while building strong customer relations over the last four years.

Massachusetts Water Resource Authority
Contact Name: Melina Limardo, Senior Buyer - Procurement
Contact Address: 100 First Ave, Bldg 39 – 2nd floor, Boston, MA 02129
Contact Phone: (617) 788-2512, melina.limardo@mwra.com
Project Title: Supply and Deliver Diesel Fuel
Project Description: Global has been supplying diesel fuel to Massachusetts Water Resource Authority locations throughout Massachusetts for over five years. Global has built strong relationships with the purchasing agents throughout this time to ensure the timely delivery of product at competitive market prices. Global subcontracts the delivery of product to Performance Transportation Inc., a certified MWBE hauler.
NY Waterway / Port Imperial Ferry Corp.

Contact Name: Bill Maloof
Contact Address: 4800 Ave, Port Imperial, Weehawken, NJ 07086
Contact Phone: (201) 902-8705, maloof@nywaterway.com
Project Title: Supply and Deliver Diesel Fuel
Project Description: Global has been delivering to Port Imperial Ferry Corp. as one of our commercial customers for over 9 years. In this time, Global has delivered an estimated 24,000,000 gallons of fuel through the use of various subcontractors.

New York & Atlantic Railway
Contact Name: Rob Wullschleger
Contact Address: 68-01 Otto Rd, Glendale, NY 11385
Contact Phone: (718) 923-2311. rwullschleger@anacostia.com
Project Title: Supply and Deliver Diesel Fuel
Project Description: Global has been delivering to New York & Atlantic Railway as one of our commercial customers for over 8 years. In this time, Global has delivered an estimated 4,000,000 gallons through the use of various subcontractors.

NORFOLK COUNTY COMMISSIONERS
Contact Name: Nancy McNealy, Chief Procurement Officer
Contact Address: 614 High Street, PO Box 310, Dedham, MA 02027
Contact Phone: 781-461-6139, nmcnealy@norfolkcounty.org
Project Title: Unleaded Gasoline, Mid-Grade Gasoline, Ultra Low Sulfur Diesel Fuel. #2 Heating Oil
Project Description: Global has held both indexed and fixed pricing with Norfolk County for over 10 years. The most recently awarded 2019 contract has been extended for the 2021-2022 year for heating oil, unleaded regular and mid-grade gasoline and diesel fuel. The contract has delivered over two million gallons to date and will continue to delivery fuel to various cities and towns throughout Massachusetts for the 2022 year. The successful award and continuation of extended contracts shows our commitment to supplying these locations while also providing outstanding customer service throughout the contract term.

THE STATE OF NEW YORK
Contact Name: Megan Li
Contact Address: Office of General Services, Corning Tower – 37th Floor, Albany, NY 12242
Contact Phone: (518) 473-8859, OGS.sm.PS_CM_FleetFuelRoads@ogs.ny.gov
Project Title: Ultra Low Sulfur Diesel and Biodiesel Fuel / Gasoline & E85
Project Description: The State of New York has exercised it option to extend the gasoline and diesel contract to Global Montello Group Corp. for the designated awarded counties for the 2021-2023 contract duration. We have now held contracts with the State of New York for nearly 10 years and hope to continue doing business with the state in the future. Under the current contract, over 30,000,000 gallons of fuel will be delivered to various state agencies, cities and towns across New York. During the 2019 year, approximately 26,500,000 gallons were successfully delivered, and proper reporting documenting the deliveries has been prepared and submitted to the State. As a part of the New York State contract, Global is required to utilize Minority and Woman-Owned businesses. As Global is in the wholesale business, its best utilization of MWBEs is through the hauling and distribution of fuel. Global Currently maintains a strong relationship with Performance Transportation Inc., a woman owned trucking company located in Fitchburg, MA. We work with Performance on various contracts in addition to the New York State contract, including our contract with the Massachusetts Port Authority. Our current contract with the State of New York demonstrates our ability to provide competitive pricing and supply throughout the northeast, and also our commitment to providing outstanding customer service to each municipality purchasing under the contract.

DEFENSE LOGISITICS AGENCY
Contact Name: Bryan Sveum
Contact Address: Fort Belvoir, VA 22060
Contact Phone: (571) 767-9556, Bryan.Sveum@dla.mil
Project Title: SPE60017D8517
Project Description: Global has held a contract with the Defense Logistics Agency for over three years now. Since the start of the contract, Global has delivered over 500,000 gallons to various government locations since 2017. Global is obligated to maintain work with MWBEs and also report the minority subcontractor utilization to the DLA on a quarterly basis. Currently, Performance Transportation is the hauler that is utilized to meet this goal under the contract. All invoices must be submitted through WAWF – an online portal for payment processing, on a timely basis. Although Global's contract with the Defense Logistic Agency are young, we are optimistic that our competitive pricing and our continued perseverance in obtaining supply throughout the northeast and nationally will aid us in acquiring renewed contracts and extended business with the DLA in the years to come.

THE CITY OF NEW YORK
Contact Name: Alvin Pettway
Contact Address: 1 Centre Street, New York, NY 10007
Contact Phone: (212) 386-0478, apettway@dcas.nyc.gov
Project Title: Gasoline & Ethanol Bulk Delivery
Project Description: Global has held a contract with the City of New York for over 5 years now, delivering gasoline fuel to various municipalities throughout the city. The city of New York received over 9,000,000 gallons of gasoline in 2019, loaded directly out of Global owned and operated terminal located in Inwood, Glenwood and Oyster Bay network. Having direct supply throughout the northeast gives Global a competitive edge over other vendors, as in the case of shortage or natural disaster, Global has measurements in place and supply secured to prevent delays in delivery to all of our customers. In addition to guaranteed, we also own fuel trucks that Global leases out to our haulers to solidify its ability to perform under any contract. Currently, Global owns 8 trucks that it leases out to several hauling companies. Global is prepared to acquire additional trucks to perform under the contract is the need arises.

COMMONWEALTH OF MASSACHUSETTS
Contact Name: Michael Woods
Contact Address: One Ashburton Place, Boston, MA 02108
Contact Phone: (617) 720-3191, michael.woods@state.ma.us
Project Title: ENE52, ENE47, ENE48
Project Description: Global has been doing business with the Commonwealth of Massachusetts for over 7 years, providing gasoline, diesel fuel and heating oil to various locations throughout the state. Global offers competitive indexed as well as fixed pricing to the Commonwealth. The terms of the contract require a quarterly report to be submitted promptly one month after the closing of a reporting period. This report is submitted through an online portal in which each report must match identically to a reporting template and also be broken down by contract and delivered product. Although the contract does not designate any MWBE goals, Global continues to utilize Performance Transportation, Inc., to do a large volume of the deliveries throughout the state. This strong relationship with a quality hauling company allows us to lock in low rates for product deliveries and as a result, allows us to be more competitive in regard to pricing among our local competition. Performance Transportation utilizes two of Global's six leased trucks for deliveries as well.