2021



[RFP: PUCE21-003] Project Five (5) Years Fuel Supply for Aimeliik Power Plant

Issue Date
Pre-Bid Conference
Last clarification questions
PPUC last response to questions
Closing Date

February 26, 2021 March 19, 2021 March 23, 2021 March 26, 2021 April 02, 2021

RFP: PUCE21-003



Project Five (5) Years Fuel Supply for Aimeliik Power Plant

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I. EXECUTIVE SUMMARY

The Palau Public Utilities Corporation (PPUC) is soliciting offers or proposals from competent and responsive Offerors specializing in both the supply of petroleum products and management and maintenance of fuel facility. The Offeror shall provide the products and services as specified in this RFP.

Offeror may propose on any package or any combination of the packages below:

- 1. Package A: Supply of Diesel Fuel to the Aimeliik Power Plant
- 2. Package B: Supply of Boat and Vehicle Fuel
- 3. Package C: Management of Marine Buoys
- 4. Package D: Rental of excess tanks located in the Aimeliik Power Plant

The proposal shall be offered for the cost to supply products stated in the above packages and as further elaborated within this RFP document for a five (5) year term Contract and with mutual agreement of both parties. Interested contractors may **submit sealed proposals starting February 26, 2021 and no later than April 02, 2021 at 4:00pm Palau time.** A pre-bid conference shall be conducted at the PPUC PDD Conference Room on March 19, 2021 at 10:00 A.M. Sealed proposals will be accepted at address [PPUC Main Office—Oldiais Building, Koror, Palau 96940]. If you have any inquiries please contact Sofronio "Pons" Mahor at (680) 488-5320/3870 or by e-mail to ponz@ppuc.com. Further details and information such as the scope of services, payment terms, contract clauses, and other relevant details relating to the bids are provided below and in the following pages

II. BACKGROUND

A. Palau

The Republic of Palau comprises of 350 tropical islands and islets located in the westernmost part of Micronesia about 600 miles (960 kilometers) East of Mindanao, Philippines and some 800 miles (1,280 kilometers) southwest of Guam. Palau lies between 8°10'N/3°N Latitude and 132°45'/134°25'E Longitude. The main group of Palau Islands is dominated by the 150 square mile (390 square kilometers) island of Babeldaob—Palau's largest land mass.



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B. Palau Public Utilities Corporation

PPUC was created in 1994, the same year Palau gained independence as a sovereign nation. Since then, PPUC has been operating the national electric utility and the distribution facilities, which now cover about 47 linear miles of 34.5KV transmission and 114 linear miles of 13.8KV distribution lines. Palau has an installed rated capacity of slightly over 27MW with power plants located at Malakal, Aimeliik, Peleliu, Angaur and Kayangel. Malakal and Aimeliik provide power to the central grid supplying Koror and Babeldaob.

The PPUC Power Generating Plants consumed approximately 6.0 million U.S. gallons of diesel fuel in fiscal year <u>2020</u>.

III. INTRODUCTION TO FACILITIES AND FUEL CONSUMPTION

A. Aimeliik Power Plant

- PPUC maintains a fuel tank farm at its Aimeliik Power Plant that consists of eight (8) tanks with a capacity of 750,000 U.S. gallons each, for a total fuel storage capacity of 6 Million U.S. Gallons.
- At present, PPUC is using three (3) of the tanks for its normal consumption of Ultra Low Sulfur Diesel, 10ppm for the Aimeliik Power Plant.
- Tank # 8 is used for storage of waste oil. Tanks 1 & 2 for major repair and the remaining five tanks (3,4,5,6 & 7) are operational (See Attached Tank Farm Diagram).
- The Aimeliik tank farm receives fuel directly from tanker discharge through a 12"manifold from the dock located at the Aimeliik bay shoreline.
- Aimeliik Power Plant fuel system is connected to the tank farm. From the main fuel tanks, fuel is delivered to the Aimeliik Power Plant engines through a pipeline to the tank with capacity 600,000 and over USG.
- On a monthly basis, the plant averaged a consumption of **190,000** USG of diesel fuel.
- As of today, 5 tanks are ready to accept fuel delivery depending on the acceptance of the Fuel supplier.
- The Aimeliik Power Plant is connected with the Malakal Power Plant through a 34.5kV transmission system.



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IV. PACKAGES TO BE CONTRACTED

A. Requirement(s)

✓	PPUC is interested in proposals that respond to its need for supply					
	reliability and long term price stability					
✓						
√	For all concepts , the Offeror shall provide total cost over the life of the contract, plus detail cost categories, supply arrangements and benefits to PPUC.					
✓	Permits and Responsibilities—Offeror will be responsible for obtaining any necessary licenses and permits and for complying with any applicable Republic Of Palau laws and regulations necessary for performance of the contract.					
	 Detail Description: Describe the proposed contract or supply arrangement. Describe any proposed services, upgrades or installations to be offered. Provide specific responses to PPUC required data in Part IV and Part V—Packages and Prices of Packages respectively. Describe in detail the processes, frequencies and other relevant information for quality control, analysis and testing. 					
✓	 Product and Services Quality Assurance: Describe Offeror's quality control procedures during shipping, delivery and storage. Further describe Offeror's quality control procedures that would ensure continued delivery and integrity of quality of products and services as specified in this RFP. 					



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B. PACKAGE DETAILS

There are a total of Four (4) separate packages. The Offeror may submit separate proposals for each of the package(s) described below or submit a proposal for any combination or all of the packages below. The Offeror shall submit complete proposals in accordance with the instructions, procedures and requirements outlined in this RFP.

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Package A:

Supply of Diesel Fuel to the Aimeliik Power Plant

This package shall contain a complete proposal for the supply of Diesel Fuel in accordance with Ultra Low Sulfur Diesel (ULSD) 10ppm specifications on Exhibit I to ensure available and continuous supply of diesel fuel for the power generators in the Aimeliik Power Plant. Proposals must provide details of supply arrangement and cost to deliver fuel to Aimeliik Power Plant for a three (3) year term.

Fuel Oil Delivery Operations

Offeror shall be responsible to provide quality certification of fuel prior to departure from FOB point and prior to discharge at the Aimeliik Fuel Farm. Such certification shall be in original form and issued from an independent tester to assure quality and conformance with the fuel specifications contained in this RFP.

Offeror will also coordinate and oversee delivery and discharge of fuel at PPUC's Aimeliik Farm facilities

A hose reel connection and one (1) 12" receiving manifold pipeline from the dock to the tank farm provides for receiving through the pipeline. One (1) 6" export manifold pipeline from the Tank Farm to the dock is used for discharge. Daily, monthly and annual reports of fuel delivery operations shall be provided to the PPUC.

Estimated annual fuel delivery is to meet requirements of the Aimeliik Power Plant, as specified in this RFP, and this should be around 2.3 Million USG.

Transportation

Offeror shall provide personnel for the coordination, planning and scheduling of fuel oil cargo tanker deliveries at PPUC's Aimeliik Fuel Farm Facility and to make the necessary arrangements to discharge each fuel cargo and for the PPUC to receive cargo.



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Offeror shall exercise due diligence and make its best efforts to arrange for safe berthing facilities to accommodate MR2 vessels at Aimeliik Dock. Offeror shall pressure test the pipeline and hose reel for leaks a month in advance prior to any scheduled tanker delivery. Any leaks discovered shall be promptly repaired to ensure safe discharge of fuel from the tanker to the tank farm.

Logistics of Delivery and Forward Supply Arrangement

Offeror shall provide detailed description of delivery arrangement and storage facilities that would provide forward supply of ninety (90) days for all products.

Compliance with EQPB Regulations

For each delivery of fuel, offeror shall be responsible for compliance with all applicable Palau laws and the Palau Environmental Quality Protection Board (EQPB) laws and regulations and shall undertake all necessary measures to prevent oil spills.

Offeror(s), on their own, shall maintain, and operate and deploy all necessary oil spill equipment as required in the Spill Prevention Control and Counter-measure (SPCC) Plan and shall be responsible for full remediation of ground and water in the event of an oil spill. Monthly oil spill equipment inventory shall be provided to PPUC. Recommendation for additions, repairs, and/or replacement must be submitted with the report.

Package B:

Supply of Boat and Vehicle Fuel

This package shall require the offeror to provide a complete proposal for the supply of vehicle fuel in accordance with product specifications found in Exhibit I & II to ensure conveniently available and continuous supply of vehicle fuel for PPUC heavy equipment, trucks, vehicles, boats, and other vehicles or equipment. Proposals for Package B shall provide details of supply arrangement and cost for a three (3) year term.

Package C:

Management of Marine Buoys

In March 2009, three (3) new marine buoys were installed at the Aimeliik port. PPUC is interested in proposals for the proper repairs and maintenance of these buoys. This package shall include a comprehensive preventive and maintenance



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plan to ensure integrity of the marine buoys, safe berthing of tankers, and safe delivery of fuel.

Package D:

Rental of Excess Fuel Tanks

PPUC is offering its two (2) available fuel tanks at 750,000 gallons each to interested vendors at a rate based on tank capacity. Interested Offerors shall submit an offer to rent excess fuel storage tanks for a term of one (1) year, with an option to renew. The tanks are to be rented on an "as is" basis. Rentals may be adjusted down or credited back for reasonable proposals to repair and upgrade such tanks. See Exhibit IV drawing.

V. PRICING OF PACKAGES: PRODUCTS AND SERVICES

Price Concept Being Proposed for each, combined, and/or all packages should, at a minimum, conform with the following:

✓	State in full the prices for the concept(s) being proposed.					
✓	Provide tables detailing components of price for the term of the proposal.					
✓	Use U.S. Dollars as the basis for quoting prices and costs. U.S. or metric					
	fluid measures shall be used for supplies, capacity and must be used					
	consistently throughout the proposal.					
✓	All concepts should include, but not limited to, pricing details as in (a)					
	base or unit price, (b) shipping price, (c) Mark-Up price, (d) other prices,					
	(e) liquid fuel tax and gross receipt tax, and (f) total price.					

A. PACKAGE A: Diesel Fuel Aimeliik Power Plant(s).

<u>See Attached—Exhibit I</u> for product specification. Please delineate your pricing proposal in a table comprised, at a minimum, the following:

<u>ITEM</u>	COST
MOPS (Mean of Platts of Singapore)	\$
Ocean Freight	\$
Secondary Freight	\$
Premium	\$
Trucking and Handling	\$
Liquid Fuel Tax	\$
Gross Receipt Tax	\$



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TOTAL \$

Please explain pricing details as in:

Price Factors—Ultra Low Sulfur Diesel (ULSD), 10ppm

1. **Product Unit Price**

Specify the details of unit pricing used in the proposal. For ULSD, a market driven price of fuel MOPS (Mean of Platts of Singapore) must be used as a base price. Any other pricing concept must be fully described and referenced to MOPS throughout the duration of the contract period. A fixed volume air/temperature adjustment to 60° F shall be disclosed in the proposal as well—where the point of sale must be the Power Plant fuel tank. A fixed ambient fuel temperature at 86° F is assumed.

a. Fully explain all assumptions and calculations used. Vendor shall provide official publications of MOPS upon PPUC's request and shall provide a daily compilation of MOPS pricing which make up the base price.

2. Freight On Board (FOB) point and shipping price

Specify details of the FOB point and shipping price used in the proposal. Detailed description of freight cost shall be included.

3. Mark-Up Price

Specify details of Mark-Up Price factors if relevant to the proposal.

4. Taxes and Duties

Specify details of taxes and duties used in the proposal. This should include Gross Receipt Tax and Liquid Fuel Import Tax.

5. Other Cost

Specify all associated or relevant costs and pricing not mentioned elsewhere.

6. Adjustment and Contract Prices

Specify volume discounts, freight adjustments, market adjustments, and other factors affecting the contract price to PPUC.

B. PACKAGE B: Boat and Vehicle Fuel

The following vehicle fuel are projected for PPUC on an annual basis:



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PPUC Vehicles, Boats, and Equipment				
11,000 USG	Automotive Diesel Oil (ADO)			
50,000 USG	Regular Gasoline			
500	Each at 500mL container motor oil			

<u>See Attached— Exhibit I & Exhibit II</u> for product specifications and explain pricing details as in:

Price Factors

1. Product Unit Price

Specify the details of unit pricing used in the proposal. For example, unit price per gallon (specify size of unit), less discount to PPUC; or MOPS price plus a detailed itemization of add-ons

2. Supply Logistics

Explain in detail the supply handling and delivery to PPUC.

3. Adjustments and Contract Prices

Specify volume discounts, freight adjustments, market adjustments, and other factors affecting the contract price to PPUC.

C PACKAGE C: MAINTENANCE OF MARINE BUOYS

Interested Offerors shall submit a detailed cost breakdown for maintaining these marine buoys. The cost breakdown shall entail each unit cost for each service proposed.

D. PACKAGE D: RENTAL OF EXCESS FUEL TANKS

The pricing for this package will be based on negotiation between PPUC and Offeror's, which may incorporate just compensation for repairs and renovation work undertaken during the rental period. See Exhibit IV drawings.

VI. PROPOSAL DETAILS

To facilitate review of the proposals, the PPUC is asking each Offeror to submit its proposal(s) in conformance with the following:

A. Format of proposals

- 1. A cover page with a table of contents
- **2.** An executive summary page that identifies:
 - Packages (A, B, C, &D) being proposed.
 - Pricing Concepts summary
 - Payment Terms



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- Summarized scope of work and key assumptions.
- **3.** Corporate Bio and history of technical expertise.
- **4.** A proposal body that provides an overview and complete details of supply arrangement, including source, transportation and delivery logistics, and forward supply requirement, pricing concepts for each package or combination of packages, and extensive detailed description of each of the requirements of the RFP packages.
- **5.** Provide quality control procedures during transit, and product and services quality assurances during the duration of the contract.
- **6.** Other Proposal features which are unique and will contribute to the overall value of the offer or proposal.

B. Proposal Addendums

- 1. Capability and Qualifications
 - Provide annual reports that contain performance data that demonstrate Offeror's ability to fulfill the terms of the proposal.
 - Provide Audited Financial Statements of the last three (3) years.
 - Provide evidence of safety record for shipping, leadership in fuel, lube oil and/or chemical analysis and demonstrate experience in Micronesia.
 - Provide evidence of experience providing similar services in the area or the Pacific Rim.
- **2.** Reference list and contact information (a minimum of Five References).
- 3. Credit report from recognized business credit bureau.
- **4.** Environmental Protection and Insurance with Indemnity Requirements
 - Provide detail of ability to comply with local EQPB laws and regulations. Upon Contract Award and prior to commencing work, Offeror shall obtain and thereafter maintain following types of insurance at no cost to PPUC:
 - ➤ General Liability insurance with a coverage for "on an occurrence basis" commercial general liability which includes owner's and contractor's protective and contractual liabilities, and have a



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general aggregate limit of one million U.S. Dollars (\$1,000,000), and a single occurrence limit of one Million U.S. Dollars (US\$1,000.000).

- For packages A, B and D, a Pollution Liability Insurance shall be carried at a minimum Thirty-five Million US Dollars (US\$35,000,000) per occurrence coverage.
- ➤ "Certificates of Insurance" evidencing coverage as in (1) and (2) above must be of reputable company with A.M. Best's Key Rating of B+ or better and acceptable to PPUC.

C. Proposal Submission

The proposals shall be sealed in a package and should include:

- 1. The Offeror's information (i.e., Name, Address, and Contact) on the outside package
- **2.** The RFP# on the outside of the package that should be submitted <u>NO LATER THAN 04:00 PM of the CLOSING DATE-Palau Time.</u>
 - **a.** [Note: The RFP # and Project Name should be in big fonts.]
 - **b.** The sealed package should include the *original proposal(s)* for each or all packages plus One (1) USB Copy and six (6) copies.

The PPUC shall have the full right and authority to use any and all information contained in the RFP submittals for any other purpose it deems appropriate in its sole discretion, unless the offeror clearly specifies the information in the offeror's RFP which shall be used only for the limited purpose of evaluating the RFP, and so specifies in writing such information with the following statement: "This particular data/information furnished in connection with our proposal shall not be disclosed to any third party or for any purpose other than the evaluation of this RFP by PPUC." However, if the contract is awarded to an offeror, PPUC shall have the right to duplicate, use or disclose such data to the extent provided in the contract or as ordered by the Court.

All responses to the RFP will be held by PPUC in strict confidence until the contract to the successful offeror has been executed, whereupon PPUC shall have ownership rights to all proposals received, as constrained by offerors.



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VII. PAYMENT TERMS

Payment terms shall be determined as follows:

- 1. Net 45 term or comparable offer.
- **2.** All payments shall be made after receipt of original invoice from contractor for each supplying phase, certified by a duly authorized PPUC representative.

VIII. EVALUATION AND SELECTION PROCESS

A. Criteria

Each proposal will be evaluated initially by a specially convened committee in line with the criterion set forth in this section. All proposals, Package A, B, C and D and their separate components will be subjected to the same evaluation criteria and process.

The following criteria (NOT in any particular order) will be used to evaluate proposals:

- 1. <u>Compliance with proposal requirements.</u> All proposals will be reviewed for their compliance with instructions set forth herein by PPUC and meets the requirements of this RFP.
- 2. Offeror Qualifications. All proposals will be evaluated as to the quality of the "team" and the background and experience of the organization submitting proposals. Main focus of Offeror's evaluation would be Offeror's ability to deliver products and services in this RFP. Screening analysis to identify areas of each proposal which needs clarifying will also be done.
- 3. <u>Commercial Terms (Price)</u>. The evaluation of proposals will be heavily weighted toward cost. The easier this section is to understand and the more definitive the offer is regarding assumptions and key financial factors, the better the chance of receiving a high score in this critical area of the RFP.
- 4. Payment Terms.
- 5. Responsiveness in providing Value Added Services.

IX. GENERAL CONDITIONS

A. Assignment of Contract

The contract shall not be assigned to any party without the prior written consent of PPUC.

B. RFP Modification

This RFP does not commit PPUC to award a contract, to pay any costs incurred in the preparation of the proposal under this request, or to procure or contract for services. PPUC also reserves the right to accept or reject any or all proposals



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received under this request, to negotiate with qualified offeror, or to cancel in whole or in part this RFP, if it is in the best interest of PPUC to do so. Offerors under this RFP may be required to participate in negotiations and to submit any price, or technical revisions to their proposals as may result from the negotiation process.

C. Payment Bond

PPUC requires that all contractors with <u>contracts in excess of \$ 100,000.00</u> <u>should acquire payment bond</u> tendered in a manner and through a surety acceptable to the PPUC General Manager, which guarantees satisfactory performance of the work provided in the contract and protects PPUC of secondary obligations.

D. Supply Bond

PPUC requires a supply bond for this contract tendered in a manner and through a surety acceptable to the General Manager, which guarantees satisfactory performance of the work provided in the contract.

E. Proposal Ownership

All proposals shall become PPUC property.

F. Conformity

The PPUC procurement regulations shall apply to all proposals and bids and all winning Offerors and contractors shall be bound by them.

H. Inquiries

Any inquiries, requests, clarification, or additional information pertaining to this RFP shall be made in writing, by email or fax through the contact provided.

X. CONTRACT CLAUSES

- **A.** All contracts shall, at a minimum, contain the following clauses:
 - 1. Governing Regulations
 - 2. Penalties for Violation of Regulations
 - 3. Contract Disputes
 - 4. Gratuities
 - 5. Kickbacks



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- 6. Representation of Contractor Concerning Contingent Fees
- 7. Changes
- 8. Stop Work Order
- 9. Termination for Defaults or Convenience
- 10. Approvals, Certificates, Permits and Licenses
- 11. Laws and Regulations
- 12. PPUC's right to inspect
- 13. Commencement of Work
- 14. Liquidated Damages
- 15. Schedule
- 16. Clear Title
- 17. Taxes
- 18. Force Majeure
- 19. Relationship
- 20. Entire Agreement
- 21. Assignment
- 22. Subcontracts.
- 23. Contracting Officer

XI. CONTACT DETAILS

Sofronio "Pons" Mahor

PPUC Chief Procurement Officer PPUC Procurement Division

Tel: (680) 488-5320 Fax: (680) 488-4499

Email: ponz@ppuc.com



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ATTACHMENTS

EXHIBIT I: PRODUCT SPECIFICATIONS: DIESEL FUEL

Ultra Low Sulphur Automotive Diesel Fuel (ULSD 10ppm)

PALAU PUBLIC UTILITIES CORPORATION PRODUCT SPECIFICATIONS AUTMOTIVE DIESEL FUEL, ULTRA LOW SULFUR 10 PPM					
No.	Test	Limit		Test Methods	
1	Density at 15C, kg/1	0.820/845	min/max	D 4052	
2	Gravity, API	32.0/42.0	min/max	D 287	
3	Acid Number, mg KOH/gm				
4	Strong	Nil		D 974	
5	Total	0.25	max		
6	Ash, wt. %	0.005	max	D 482	
7	Carbon Residue, wt. %	0.2	max	D 524	
	(on 10% Bottoms)				
8	Cetane Index	50	min	D 976	
9	Cloud Point, F	60	max	D 2500	
10	Pour Point, F	50	max	D 97	
11	Copper Corrosion, 3 hrs. @ 100	2	max	D 130	
12	Distillation, F (C) 90% Rec.	698 (370)	max	D 86	
13	Flash Point, F	>55	min	D 93	
14	Color	3	max	D 1500	
15	Sulfur, wt.%	.10	max	D 1298	
16	Viscosity at 40 C, cSt	1.9/5.5	min/max	D 445	
17	Water and Sediment, vol %	0.05	max	D 1796	

Must not contain MTBE in any quantity

Test methods shall be those prescribed by the American Society for Testing and Materials (ASTM) Standards for Petroleum Products, Lubricants, and Fossil Fuels latest edition.



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EXHIBIT II: PRODUCT SPECIFICATIONS: BOAT AND VEHICLE FUEL REGULAR GASOLINE 1

PALAU PUBLIC UTILITIES CORPORATION PRODUCT SPECIFICATIONS REGULAR UNLEADED GASOLINE-1

PROPERTIES	<u>METHODS</u>		TEST METHODS
Appearance at ambient temperature	Clear/Bright		Visual
Gravity, API @ 60 degrees F	33.0 / 40.0	Min/Max	D 287
Flash Point, Degrees F	150	Min	D 93
Pour Point, Degrees F	50	Max	D 97
Acid Number mg KOH/gm			
Strong	Nil		D 974
Total	0.25	Max	
Sulfur, wt. %	0.5	Max	D 129
Ash, wt %	0.005	Max	D 482
Carbon Residue, wt. % on 10% Bottom	0.2	Max	D 189
Copper Corrosion, 3hrs @ 212 Degrees F,	No.2	Max	D 130
Wt%			
Cetane Index	50	Min	D 976
Water and Sediment, vol %	0.05	Max	D 1796
Cloud Point, F	60	Max	D 2500
Distillation, F (C) 90% Rec.	698 (370)	Max	
Color	3	Max	D 1500

REGULAR GASOLINE 2

REGUERIT GREGOERIE 2					
PALAU PUBLIC UTILITIES CORPORATION					
PRODUCT SPECIFICATIONS					
REGU	REGULAR UNLEADED GASOLINE-2				
PROPERTIES	METHODS		TEST METHODS		
Appearance	Clear/Bright		Visual		
Color			Visual		
Density @ 15 degrees C Kg/L			D 287		
Distillation: degrees C			D-86		



Request for Proposals PUCE21-003 Project Five (5) Years Fuel Supply for Aimeliik Power Plant

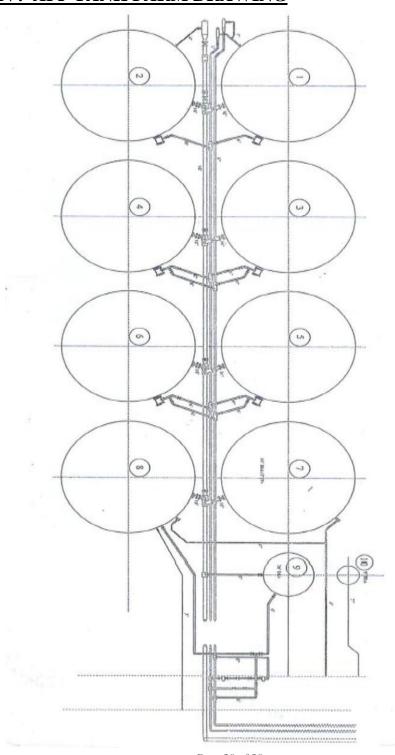
Initial Pailing Paint	Record			
Initial Boiling Point				
10% evaporation	70	Max		
20% evaporation	Report			
50% evaporation	80-1 20	Max		
90% evaporation	185	Max		
End Point	225	Max		
Residue Vol%	2	Max		
Loss Vol%	Report			
Reid Vapor Pressure, PSI	9	Max	D-323	
Copper Corrosion, 3hrs.@ 50				
Degrees C. Wt%	I	Max	D 130	
Existent Palau, Mg/ I OOml	4	Max	D 381	
Sulphur, wt. %	0.1	Max	D 1266	
Induction Period @ 2 12 Degrees F	240	Min	D 525	
Doctor Test	Negative		D 484	
Research Octane Number (RON)	91	Min	D 2699	
Anti Knock Index (RON+MON/2)	87	Min	D 2699	
Lead GmPB/USG	0.01	Max	D 3116	
Cloud Point, F	60	Max	D 2500	
Must not have any MTBE in any quantity				

Note: Test methods shall be those prescribed by the American Society for Testing and Materials (ASTM Standards for Petroleum Products, Lubricants, and Fossil Fuels latest addition).



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EXHIBIT IV: APP TANK FARM DRAWING



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