



RETURN BIDS TO:

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Bid Receiving - PWGSC / Réception des soumissions
- TPSGC

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau, Québec K1A 0S5

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

Regional Individual Standing Offer (RISO)

Offre à commandes individuelle régionale (OCIR)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Fuel & Construction Products Division
11 Laurier St./11, rue Laurier
7A2, Place du Portage, Phase III
Gatineau, Québec K1A 0S5

Title - Sujet Aviation Fuel & Ground Handling		
Solicitation No. - N° de l'invitation W3373-15B001/A		Date 2016-08-19
Client Reference No. - N° de référence du client W3373-15B001		Amendment No. - N° modif. 004
File No. - N° de dossier hl659.W3373-15B001	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$\$HL-659-71194		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2016-06-30
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-09-13		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Van Tassel, Stella		Buyer Id - Id de l'acheteur hl659
Telephone No. - N° de téléphone (873) 469-3346 ()		FAX No. - N° de FAX () -
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:		
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

Amendment number 004 to Request for Standing Offer (RFSO) W3373-15B001/A which closes August 30, 2016 at 2:00 p.m. is raised to:

- a) Extend the bid closing date to **September 13, 2016** at 2:00 p.m.;
- b) Add five locations, with quantities, which impacts Appendix A1, Appendix G1, Appendix G2, Annex C and Annex G (see attached revised documents);
- c) Amend Part 4 - Evaluation Procedures and Basis of Selection of the RFSO as indicated below:

At Part 4 - 4.2 Basis of Selection - Highest Combined Rating Technical Merit (50%) and Price (50%) of the RFSO

Delete:

(c) obtain the required minimum of 249 points (60%) overall for the technical evaluation criteria which are subject to point rating. The rating is performed on a scale of 415 points

Replace with:

(c) obtain the required minimum of 256.5 points (60%) overall for the technical evaluation criteria which are subject to point rating. The rating is performed on a scale of 427.5 points.

and

- d) Provide answers to questions submitted by bidders.

Q1. When, where and how will the "home base" and "country of origin"(Invoicing Instructions - paragraph 6.1, item "f") be provided. Is this information fixed throughout the term of the contract or is it a variable?

Reference - Section 6, Invoicing Instructions, paragraph 6.1 (f), page 24

A1. The PWGSC 942 form will state the home base and squadron number for all Call-ups against the Standing Offer. This information is variable and will change, although the "country of origin" is fixed and will always be Canada.

Q2. As per the requirement, "all invoices must contain" the information listed at paragraph 6.1 - items a) to f), on page 24. Can we submit our invoices with the corresponding attachments that supports all the information required, or if on the invoice per say the information has to be noted?

For example: On our invoice does the Standing Offer Serial Number have to be included or can it be attached to our invoice? The same goes for the rest from items listed in (a) through (f).

Reference - Section 6, Invoicing Instructions, paragraph 6.1, items (a) to (h), page 24

A2. All information listed at paragraph 6.1 must be included on the invoice.

All other terms and conditions of the Request for Standing Offer remain unchanged.

Appendix A1 - Locations and Estimated Quantities

United States

Locations	Airport	Aircraft Type						Estimated Quantity (US gallons)
		CC177	CC130J	CC130H	CC144	CC150	CH146	
Anchorage, AK	ANC					22,615		22,615
Avalon, CA	CIB					6,526		6,526
Boise, ID	BOI			40,000				40,000
Cavalier, ND	Hinkle				280			280
Charleston, SC	CHS	7,037	1,080					8,117
Colorado Springs, CO	COS		3,619					3,619
Cumberland, MD	CBE				285			285
Duluth, MN	DLH				113			113
Elizabeth City, VA	ECG				260			260
Green Bay, WI	GRB			5,264				5,264
Honolulu, HI	HNL					26,486		26,486
Indianapolis, IN	IND					1,892		1,892
Ironwood, MI	IWD				273			273
Jacksonville, FL	JAX		3,234		263			3,497
Key West, FL	EYW					10,412		10,412
Little Rock, AR	LIT		12,350					12,350
Los Angeles, CA	LAX		9,056					9,056
Marathon, FL	MIH				280			280
Miami, FL	OPF				852	24,917		25,769
Myrtle Beach, SC	MYR				214			214
Raleigh, NC	RDU				1,028			1,028
Rockford, IL	RMC			4,000				4,000
Roswell, GA	ROW					7,959		7,959
Sacramento, CA	SME	5,921						5,921
San Antonio, TX	SAT	49,722						49,722
St. Augustine, FL	UST				262			262
San Diego, CA	SDM			360,000		10,567		370,567
Thermal, CA	TRM		3,559					3,559
Wellsville, NY	ELZ				143			143
Total								620,469

Europe

Locations	Airport	CC177	CC130J	CC130H	CH144	CC150	CH146	Estimated Quantity (US gallons)
Borispol, Ukraine	KBP	4,553						4,553
Brussels, Belgium	BRU					12,720		12,720
Bucharest, Romania	BBU					5,604		5,604
Budapest, Hungary	BUD		1,924					1,924
Cardiff, Wales	CWL					8,049		8,049
Deauville/St. Gaten, France	DOL					13,715		13,715
Dresden, Germany	DRS					18,186		18,186
Edinburgh, Scotland	EDI	19,594						19,594
Gran Canaria, Spain	LPA		15,914					15,914
Keflavik, Iceland	KEF		30,406			16,249		46,655
Kiev, Ukraine	IEV					13,743		13,743
Lajes, Portugal	TER		8,562			40,868		49,430
Leeds, UK	LBA					7,756		7,756
Lesquin, France	LIL					32,778		32,778
Lisban, Portugal	LIS					22,077		22,077
London, UK	LTN		4,523			3,990		8,513
Munich, Germany	MUC					3,196		3,196
Nottingham, UK	NQT	29,659						29,659
Pardubice, Czech Rep.	PED		1,280					1,280
Paris, France	CDG		3,125					3,125
Pisa, Italy	PSA					3,520		3,520
Poznan, Poland	POZ					3,983		3,983
Reykjavik, Iceland	KEF		2,378					2,378
Riga, Latvia	RIX							94,000
Rome, Italy	FCO					7,402		7,402
Šiauliai, Lithuania	SQQ	29,754	10,704			18,908		59,366
Warsaw, Poland	WAW					6,598		6,598
Total								495,718

Caribbean and Central and South America

Locations	Airport	CC177	CC130J	CC130H	CC144	CC150	CH146	Estimated Quantity (US gallons)
Arequipa, Peru	AQP					1,857		1,857
Belize City, Belize	BZE						4,000	4,000
Bogota, Colombia	BOG					8,164		8,164
Fort-de-France, Martinique	FDF							58,000
Lima, Peru	LIM	39,812	12,980			7,711		60,503
Majuro Atoll, Marshall Islands	MAJ		4,340					4,340
Nassau, Bahamas	NAS					3,397		3,397
San Salvador, El Salvador	SAL		2,257					2,257
Santa Maria, Brazil	RIA		14,669					14,669
Santiago, Chile	SCL					7,896		7,896
Willemstad, Curacao	CUR					12,811		12,811
Total								177,894

Africa and Middle Orient

Locations	Airport	CC177	CC130J	CC130H	CC144	CC150	CH146	Estimated Quantity (US gallons)
Abidjan, Côte d'Ivoire	ABJ							50,000
Addis Ababa, Ethiopia	ADD		2,766					2,766
Amman, Jordan	ADJ						4,000	4,000
Arbil, Iraq	EBL		2,067					2,067
Bamako, Mali	BKO							60,000
Beirut, Lebanon	BEY							4,000
Dakar, Senegal	DKR		6,121			13,742		19,863
Dubai, United Arab Emirates	DXB	24,604	9,993					34,597
Kabul, Afghanistan	KBL		9,450					9,450
Kampala, Uganda	EBB	18,321	30,325					48,646
Kinshasa, Congo	FIH		808					808
Kuala Lumpur, Malaysia	KUL						4,000	4,000
Kuwait City, Kuwait	KWI							6,000,000
Luxor, Egypt	LXR					10,427		10,427
Muscat, Oman	MCT		2,975					2,975
Nairobi, Kenya	NBO	4,612						4,612
N'Djamena, Chad	NDJ		96,545					96,545
Total								6,354,756

Asia/Eurasia and Oceania

Locations	Airport	CC177	CC130J	CC130H	CC144	CC150	CH146	Estimated Quantity (US gallons)
Auckland, New Zealand	AKL					10,636		10,636
Beijing, China	PEK					12,066		12,066
Brisbane, Australia	BNE					9,735		9,735
Christmas Island, Christma	XCH		3,275					3,275
Hakodate, Japan	HKD	42,536						42,536
Hangzhou, China	HGH					3,664		3,664
Nadi, Fiji	NAN		1,410					1,410
Total								83,322

Annex C - Pricing Tables

Part A - Fuel Price

United States

A	B	C	D
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)
Anchorage, AK	ANC	22,615	
Avalon, CA	CIB	6,526	
Boise, ID	BOI	40,000	
Cavalier, ND	Hinkle	280	
Charleston, SC	CHS	8,117	
Colorado Springs, CO	COS	3,619	
Cumberland, MD	CBE	262	
Duluth, MN	DLH	113	
Elizabeth City, VA	ECG	260	
Green Bay, WI	GRB	5,264	
Honolulu, HI	HNL	26,486	
Indianapolis, IN	IND	1,892	
Ironwood, MI	IOB	273	
Jacksonville, FL	JAX	3,497	
Key West, FL	EYW	10,412	
Little Rock, AR	LIT	700	
Los Angeles, CA	LAX	9,056	
Marathon, FL	MIH	280	
Miami, FL	OPF	25,769	
Myrtle Beach, SC	MYR	214	
Raleigh, NC	RDU	1,028	
Rockford, IL	RMC	481	
Roswell, GA	ROW	7,959	
Sacramento, CA	SME	5,921	
San Antonio, TX	SAT	49,722	
St. Augustine, FL	UST	262	
San Diego, CA	SDM	114,915	
Thermal, CA	TRM	3,559	
Wellsville, NY	ELZ	143	

Europe

A	B	C	D
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)
Borispol, Ukraine	KBP	4,553	
Brussels, Belgium	BRU	12,720	
Bucharest, Romania	BBU	5,604	
Budapest, Hungary	BUD	1,924	
Cardiff, Wales	CWL	8,049	
Deauville/St. Gatien, France	DOL	13,715	
Dresden, Germany	DRS	18,186	
Edinburgh, Scotland	EDI	19,594	
Gran Canaria, Spain	LPA	15,914	
Keflavik, Iceland	KEF	46,655	
Kiev, Ukraine	IEV	13,743	
Lajes, Portugal	TER	49,430	
Leeds, UK	LBA	7,756	
Lesquin, France	LJL	32,778	
Lisban, Portugal	LIS	22,077	
London, UK	LTN	8,513	
Munich, Germany	MUC	3,196	
Nottingham, UK	NQT	29,659	
Pardubice, Czech Rep.	PED	1,280	
Paris, France	CDG	3,125	
Pisa, Italy	PSA	3,520	
Poznan, Poland	POZ	3,983	
Reykjavik, Iceland	KEF	2,378	
Riga, Latvia	RIX	94,000	
Rome, Italy	FCO	7,402	
Šiauliai, Lithuania	SQQ	59,366	
Warsaw, Poland	WAW	6,598	

Caribbean and Central and South America

A	B	C	D
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)
Arequipa, Peru	AQP	1,857	
Belize City, Belize	BZE	7,800	
Bogota, Colombia	BOG	8,164	
Fort-de-France, Martinique	FDF	58,000	
Lima, Peru	LIM	60,503	
Majuro Atoll, Marshall Islands	MAJ	4,340	
Nassau, Bahamas	NAS	3,397	
San Salvador, El Salvador	SAL	2,257	
Santa Maria, Brazil	RIA	14,669	
Santiago, Chile	SCL	7,896	
Willemstad, Curacao	CUR	12,811	

Africa and Middle Orient

A	B	C	D
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)
Abidjan, Côte d'Ivoire	ABJ	50,000	
Addis Ababa, Ethiopia	ADD	2,766	
Amman, Jordan	ADJ	4,000	
Arbil, Iraq	EBL	2,067	
Bamako, Mali	BKO	60,000	
Beirut, Lebanon	BEY	4,000	
Dakar, Senegal	DKR	19,863	
Dubai, United Arab Emirates	DXB	34,597	
Kabul, Afghanistan	KBL	9,450	
Kampala, Uganda	EBB	48,646	
Kinshasa, Congo	FIH	808	
Kuala Lumpur, Malaysia	KUL	4,000	
Kuwait City, Kuwait	KWI	6,000,000	
Luxor, Egypt	LXR	10,427	
Muscat, Oman	MCT	2,975	
Nairobi, Kenya	NBO	4,612	
N'Djamena, Chad	NDJ	96,545	

Asia/ Eurasia and Oceania

A	B	C	D
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)
Auckland, New Zealand	AKL	10,636	
Beijing, China	PEK	12,066	
Brisbane, Australia	BNE	9,735	
Christmas Island, Christmas	XCH	3,275	
Hakodate, Japan	HKD	42,536	
Hangzhou, China	HGH	3,664	
Nadi, Fiji	NAN	1,400	

Part B - Firm Mark-up Percentage Ground Handling Services

Firm and all inclusive mark-up percentage for	
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ANNEX G - Evaluation

Part 1 - Mandatory Technical Criteria

The offer must meet the mandatory technical requirements specified below. The Offeror must provide the necessary documentation to support compliance with these requirements. Each mandatory technical requirement should be addressed separately.

	Description of Requirement	Cross-reference to bid documents (page / paragraph)
M1	The Offeror must submit a full Technical Proposal that demonstrates that it fully understands the requirement and outlines the approach it will take to provide the goods and services specified in Annex A, including how a request for services would be handled and processed.	
M2	<p>The Offeror must demonstrate that it has been in business in the provision of fueling and ground handling services, similar to those outlined in Annex A, for a minimum of five years prior to the closing date of the Request for Standing Offer (RFSO).</p> <p>In order for the Offeror’s experience to be considered, the Offeror should provide detailed descriptions of contracts that demonstrate that the Offeror has provided/coordinated fueling and ground handling services. Each description must include at a minimum:</p> <ol style="list-style-type: none">1. Client organization name, contact name and title, telephone number, and email address*;2. Year and month of the start and end date (if applicable);3. A description of the services provided. <p><i>Over laps in projects/contracts will only be counted once.</i></p> <p><i>*Client organizations provided as reference may be contacted to confirm information provided.</i></p>	

Part 2 - Technical Rated Evaluation Criteria

Each rated technical criterion should be addressed separately. The Offeror must demonstrate an understanding of the tasks and the approach to achieving them. To obtain the maximum number of points, the Offeror must clearly and concretely demonstrate how they meet each criterion by providing detailed explanation. Merely repeating what is described in the request for standing offer is insufficient.

In determining years of experience, overlaps of years or months will only be counted once.

<i>Rated Technical Criteria</i>	<i>Evaluation Criteria</i>	<i>Evaluation Weight</i>
R1 Experience – Firm	<p>The Offeror should demonstrate their experience, beyond the minimum five years' experience required at M2, in providing/coordinating fueling and ground handling services similar to those outlined in Annex A.</p> <p>In order for the Offeror's experience to be considered, the Offeror should provide detailed descriptions of contracts that demonstrate that the Offeror has provided/coordinated fueling and ground handling services. Each description must include at a minimum:</p> <ol style="list-style-type: none">1. Client organization name, contact name and title, telephone number, and email address*;2. Year and month of the start and end date (if applicable);3. A description of the services provided. <p><i>Over laps in projects/contracts will only be counted once.</i></p> <p><i>* Client organizations provided as reference may be contacted to confirm information provided.</i></p>	<p>Evaluation:</p> <p>Fourteen years (168 months) experience or more = 50 points</p> <p>Twelve years (144 months) to thirteen years and 11 months (167 months) experience = 40 points</p> <p>Nine years (108 months) to eleven years and 11 months experience (143 months) = 30 points</p> <p>Seven years (84 months) to eight years and 11 months experience (107 months) = 20 points</p> <p>Five years and one month (61 months) to six years and eleven months (83 months) experience = 10 points</p> <p>Less than five years and one month = 0 points</p> <p>Maximum points available = 50</p>
R2 Call Centre – Client Satisfaction	<p>The Offeror should describe their call centre's process, what makes it efficient and how it delivers exceptional customer service.</p> <p>Offeror to obtain and provide three reference letters from clients* who have used the Offeror's call centre. Each reference letter must be submitted on the client's letterhead and include at a minimum:</p>	<p>Evaluation:</p> <p>Excellent - Based on the information provided, no doubt exists that the Offeror's call centre will successfully perform the required work. The references were consistently firm in stating that the Offeror's call centre performance was superior and that they would unhesitatingly do business with the Offeror again. = 50 points</p>

	<p>a) Client organization name, contact name and title, telephone number, and email address;</p> <p>b) Year and month of the start and end date (if applicable);</p> <p>c) A brief description of the services provided and level of satisfaction for the services received, as per the two elements below:</p> <ul style="list-style-type: none"> Performance of the call centre: superior, better than average, good, or not satisfactory; and Would do business with the Offeror again; yes or no. <p><i>* Client organizations may be contacted to confirm that they did indeed provide the reference letter.</i></p>	<p>Good - Based on the information provided, little doubt exists that the Offeror’s call centre will successfully perform the required work. Most references stated that the Offeror’s call centre performance was good or better than average and that they would do business with the Offeror again. = 25 points</p> <p>Poor – Based on past performance, references would not do business with the Offeror again. = 0 points</p> <p>Maximum points available = 50</p>
R3 Locations Currently Serviced - Fuel	<p>The Offeror should indicate, using the response template provided at Appendix F1, if they are currently providing fueling services at the locations identified on Appendix A1, either directly or through an agreement with a third party.</p> <p>Sample: Sacramento International Airport – SMF Fueling Services ____Yes____</p>	<p>Evaluation:</p> <p>One (1) point per location where the Offeror is currently providing fueling services.</p> <p>Zero (0) points per location where the Offeror is not currently providing fueling services.</p> <p>Maximum points available = 91 (91 locations)</p>
R4 Locations Currently Serviced – Ground Handling Services	<p>The Offeror should indicate, using the response template provided at Appendix F1, if they are currently providing ground handling services at locations identified on Appendix A1, either directly or through an agreement with a third party.</p> <p>Sample: Sacramento International Airport – SMF Ground handling Services____No____</p>	<p>Evaluation:</p> <p>One (1) point per location where the Offeror is currently providing ground handling services.</p> <p>Zero (0) points if the Offeror is not currently providing ground handling services.</p> <p>Maximum points available = 91 (91 locations)</p>
R5 Locations Not Currently Serviced	<p>The Offeror should demonstrate how they propose to provide fueling and ground handling services at locations identified on Appendix A1 at which they are not currently providing for these services and how they would respond to requirements arising at new locations not currently identified on Appendix A1.</p>	<p>Evaluation:</p> <p>1. The Offeror’s proposed approach fully demonstrates an excellent understanding of the requirement. The proposed approach is feasible and clearly demonstrates the Offeror’s ability to provide fueling and ground</p>

	<p>If an Offeror has indicated at R3 and R4 that they are currently providing fueling and ground handling services at all locations identified on Appendix A1 they should still demonstrate at R5 how they would respond to requirements at new locations.</p>	<p>handling services at these locations and addresses risks and constraints. = 50 points</p> <p>2. The Offeror's proposed approach demonstrates a thorough understanding of the requirement. The proposed approach addresses all aspects of the requested services but has minor variation issues in regard to depth, feasibility, critical success factors, risks, and constraints. = 40 points</p> <p>3. The Offeror's proposed approach demonstrates a reasonable understanding of the requirement. The proposed approach addresses all aspects of the required services but has significant variation issues in regard to depth, feasibility, critical success factors, risks and constraints. = 30 points</p> <p>4. The Offeror's proposed approach demonstrates a limited understanding of the requirement. The proposed approach fails to address one or more aspects of the required services, or has significant variations in regard to depth, feasibility, critical success factors, risks, and constraints. = 20 points</p> <p>5. The Offeror's proposed approach demonstrates an inadequate understanding of the requirement. The proposed approach fails to address one or more aspects of the required services, or has major variations in regard to depth, feasibility, critical success factors, risks, and constraints = 0 points</p> <p>Maximum points available = 50</p>
<p>R6 Fuel with FSII</p>	<p>The Offeror should indicate, using the response template provided at Appendix F1, at which locations identified in Appendice A1 they are capable of providing Jet A-1 with FSII.</p> <p>Sample:</p>	<p>Evaluation: 1/2 point per location where the Offeror can provide Jet A1 with FSII.</p> <p>Zero (0) points if the Offeror cannot provide Jet A1 with FSII.</p>

	Sacramento International Airport – SMF Jet A1 with FSII availability ____Yes____	Maximum points available = 45.5 (91 locations)
R7 Best Value for Money	<p>The Offeror should describe how they propose to give Canada the best value for money for the fueling and ground handling services outlined in Annex A.</p> <p>a) Fuel – The Offeror should describe the method by which they propose to price their fuel to ensure pricing that is fair and reasonable for Canada.</p> <p>b) Ground Handling Services – The Offeror should describe the method by which they propose to price the ground handling and passenger services to ensure pricing that is fair and reasonable for Canada.</p>	<p>Evaluation:</p> <ol style="list-style-type: none"> 1. The Offeror’s proposed pricing method fully demonstrates an excellent understanding of the requirement. The proposed method is feasible and clearly demonstrates how the price is fair and reasonable and addresses possible constraints. = 50 points 2. The Offeror’s proposed pricing method demonstrates a good understanding of the requirement. The proposed method is feasible and demonstrates how the price is fair and reasonable, and addresses some constraints. = 40 points 3. The Offeror’s proposed pricing method demonstrates a reasonable understanding of the requirement. The proposed method is feasible but does not clearly demonstrate how the price is fair and reasonable and does not clearly address constraints. = 30 points 4. The Offeror’s proposed pricing method demonstrates a limited understanding of the requirement. The proposed method fails to address one or more aspects of the required services and does not demonstrate how the price is fair and reasonable and fails to address constraints. = 20 points 5. The Offeror’s proposed pricing method demonstrates an inadequate understanding of the requirement. The proposed method fails to demonstrate how the price is fair and reasonable. = 0 points <p>Maximum points available = 50</p>
	Maximum points available – 427.5 points	

Solicitation No. – N° de l’invitation
W3373-15B001/A

Amd No. - N° de la modif.

Buyer ID – Id de l’acheteur
hl659

Client Ref. No. – N° de réf. Du client
W3373-15B001

File No - N° de dossier
hl659, W3373-15B001

	Minimum passing score – 60% or 256.5 points	
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Appendix G1

Response Template for Rated Technical Criteria R3, R4 & R6

United States

		R3	R4	R6
Locations	Airport	Fueling Services - Yes/No	Ground handling Services - Yes/No	Jet A1 with FSII available - Yes/No
Anchorage, AK	ANC			
Avalon, CA	CIB			
Boise, ID	BOI			
Cavalier, ND	Hinkle			
Charleston, SC	CHS			
Colorado Springs, CO	COS			
Cumberland, MD	CBE			
Duluth, MN	DLH			
Elizabeth City, VA	ECG			
Green Bay, WI	GRB			
Honolulu, HI	HNL			
Indianapolis, IN	IND			
Ironwood, MI	IWD			
Jacksonville, FL	JAX			
Key West, FL	EYW			
Little Rock, AR	LIT			
Los Angeles, CA	LAX			
Marathon, FL	MIH			
Miami, FL	OPF			
Myrtle Beach, SC	MYR			
Raleigh, NC	RDU			
Rockford, IL	RMC			
Roswell, GA	ROW			
Sacramento, CA	SME			
San Antonio, TX	SAT			
St. Augustine, FL	UST			
San Diego, CA	SDM			
Thermal, CA	TRM			
Wellsville, NY	ELZ			
Total number of locations the Offeror is currently providing fueling services/ground handling services/JetA1 with FSII				

Europe

		R3	R4	R6
Locations	Airport	Fueling Services - Yes/No	Ground handling Services - Yes/No	Jet A1 with FSII available - Yes/No
Borispol, Ukraine	KBP			
Brussels, Belgium	BRU			
Bucharest, Romania	BBU			
Budapest, Hungary	BUD			
Cardiff, Wales	CWL			
Deauville/St. Gatien, France	DOL			
Dresden, Germany	DRS			
Edinburgh, Scotland	EDI			
Gran Canaria, Spain	LPA			
Keflavik, Iceland	KEF			
Kiev, Ukraine	IEV			
Lajes, Portugal	TER			
Leeds, UK	LBA			
Lesquin, France	LIL			
Lisban, Portugal	LIS			
London, UK	LTN			
Munich, Germany	MUC			
Nottingham, UK	NQT			
Pardubice, Czech Rep.	PED			
Paris, France	CDG			
Pisa, Italy	PSA			
Poznan, Poland	POZ			
Reykjavik, Iceland	KEF			
Riga, Latvia	RIX			
Rome, Italy	FCO			
Šiauliai, Lithuania	SQQ			
Warsaw, Poland	WAW			
Total number of locations the Offeror is currently providing fueling services/ground handling services/JetA1 with FSII				

Caribbean and Central and South America

		R3	R4	R6
Locations	Airport	Fueling Services - Yes/No	Ground handling Services - Yes/No	Jet A1 with FSII available - Yes/No
Arequipa, Peru	AQP			
Belize City, Belize	BZE			
Bogota, Colombia	BOG			
Fort-de-France, Martinique	FDF			
Lima, Peru	LIM			
Majuro Atoll, Marshall Islands	MAJ			
Nassau, Bahamas	NAS			
San Salvador, El Salvador	SAL			
Santa Maria, Brazil	RIA			
Santiago, Chile	SCL			
Willemstad, Curacao	CUR			
Total number of locations the Offeror is currently providing fueling services/ground handling services/JetA1 with FSII				

Africa and Middle Orient

		R3	R4	R6
Locations	Airport	Fueling Services - Yes/No	Ground handling Services - Yes/No	Jet A1 with FSII available - Yes/No
Abidjan, Côte d'Ivoire	ABJ			
Addis Ababa, Ethiopia	ADD			
Amman, Jordan	ADJ			
Arbil, Iraq	EBL			
Bamako, Mali	BKO			
Beirut, Lebanon	BEY			
Dakar, Senegal	DKR			
Dubai, United Arab Emirates	DXB			
Kabul, Afghanistan	KBL			
Kampala, Uganda	EBB			
Kinshasa, Congo	FIH			
Kuala Lumpur, Malaysia	KUL			
Kuwait City, Kuwait	KWI			
Luxor, Egypt	LXR			
Muscat, Oman	MCT			
Nairobi, Kenya	NBO			
N'Djamena, Chad	NDJ			
Total number of locations the Offeror is currently providing fueling services/ground handling services/JetA1 with FSII				

Asia/ Eurasia and Oceania

		R3	R4	R6
Locations	Airport	Fueling Services - Yes/No	Ground handling Services - Yes/No	Jet A1 with FSII available - Yes/No
Auckland, New Zealand	AKL			
Beijing, China	PEK			
Brisbane, Australia	BNE			
Christmas Island, Christmas Island	XCH			
Hakodate, Japan	HKD			
Hangzhou, China	HGH			
Nadi, Fiji	NAN			
Total number of locations the Offeror is currently providing fueling services/ground handling services/JetA1 with FSII				

Appendix G2 - Financial Offer

Part A - Fuel Price

Offerors must insert their proposed price per US gallon for Jet A-1 fuel for **each location** identified below. Proposed pricing must be based on the price of Jet A-1 fuel for **June 17, 2016** at each location.

United States

A	B	C	D	E
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)	<i>The sum of column C X column D</i>
Anchorage, AK	ANC	22,615		
Avalon, CA	CIB	6,526		
Boise, ID	BOI	40,000		
Cavalier, ND	Hinkle	280		
Charleston, SC	CHS	8,117		
Colorado Springs, CO	COS	3,619		
Cumberland, MD	CBE	285		
Duluth, MN	DLH	113		
Elizabeth City, VA	ECG	260		
Green Bay, WI	GRB	5,264		
Honolulu, HI	HNL	26,486		
Indianapolis, IN	IND	1,892		
Ironwood, MI	IWD	273		
Jacksonville, FL	JAX	3,497		
Key West, FL	EYW	10,412		
Little Rock, AR	LIT	700		
Los Angeles, CA	LAX	9,056		
Marathon, FL	MIH	280		
Miami, FL	OPF	25,769		
Myrtle Beach, SC	MYR	214		
Raleigh, NC	RDU	1,028		
Rockford, IL	RMC	481		
Roswell, GA	ROW	7,959		
Sacramento, CA	SME	5,921		
San Antonio, TX	SAT	49,722		
St. Augustine, FL	UST	262		
San Diego, CA	SDM	114,915		
Thermal, CA	TRM	3,559		
Wellsville, NY	ELZ	143		
		Sub Total		

Europe

A	B	C	D	E
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)	<i>The sum of column C X column D</i>
Borispol, Ukraine	KBP	4,553		
Brussels, Belgium	BRU	12,720		
Bucharest, Romania	BBU	5,604		
Budapest, Hungary	BUD	1,924		
Cardiff, Wales	CWL	8,049		
Deauville/St. Gatien, France	DOL	13,715		
Dresden, Germany	DRS	18,186		
Edinburgh, Scotland	EDI	19,594		
Gran Canaria, Spain	LPA	15,914		
Keflavik, Iceland	KEF	46,655		
Kiev, Ukraine	IEV	13,743		
Lajes, Portugal	TER	49,430		
Leeds, UK	LBA	7,756		
Lesquin, France	LIL	32,778		
Lisban, Portugal	LIS	22,077		
London, UK	LTN	8,513		
Munich, Germany	MUC	3,196		
Nottingham, UK	NQT	29,659		
Pardubice, Czech Rep.	PED	1,280		
Paris, France	CDG	3,125		
Pisa, Italy	PSA	3,520		
Poznan, Poland	POZ	3,983		
Reykjavik, Iceland	KEF	2,378		
Riga, Latvia	RIX	94,000		
Rome, Italy	FCO	7,402		
Šiauliai, Lithuania	SQQ	59,366		
Warsaw, Poland	WAW	6,598		
		Sub Total		

Caribbean and Central and South America

A	B	C	D	E
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)	<i>The sum of column C X column D</i>
Arequipa, Peru	AQP	1,857		
Belize City, Belize	BZE	7,800		
Bogota, Colombia	BOG	8,164		
Fort-de-France, Martinique	FDF	58,000		
Lima, Peru	LIM	60,503		
Majuro Atoll, Marshall Islands	MAJ	4,340		
Nassau, Bahamas	NAS	3,397		
San Salvador, El Salvador	SAL	2,257		
Santa Maria, Brazil	RIA	14,669		
Santiago, Chile	SCL	7,896		
Willemstad, Curacao	CUR	12,811		
		Sub Total		

Africa and Middle Orient

A	B	C	D	E
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)	<i>The sum of column C X column D</i>
Abidjan, Côte d'Ivoire	ABJ	50,000		
Addis Ababa, Ethiopia	ADD	2,766		
Amman, Jordan	ADJ	4,000		
Arbil, Iraq	EBL	2,067		
Bamako, Mali	BKO	60,000		
Beirut, Lebanon	BEY	4,000		
Dakar, Senegal	DKR	19,863		
Dubai, United Arab Emirates	DXB	34,597		
Kabul, Afghanistan	KBL	9,450		
Kampala, Uganda	EBB	48,646		
Kinshasa, Congo	FIH	808		
Kuala Lumpur, Malaysia	KUL	4,000		
Kuwait City, Kuwait	KWI	6,000,000		
Luxor, Egypt	LXR	10,427		
Muscat, Oman	MCT	2,975		
Nairobi, Kenya	NBO	4,612		
N'Djamena, Chad	NDJ	96,545		
		Sub Total		

Asia/ Eurasia and Oceania

A	B	C	D	E
Locations	Airport	Estimated Quantity (in US gallons) per 12 month period	Price (in USD) per US gallon for Jet A- 1 (including all applicable taxes)	<i>The sum of column C X column D</i>
Auckland, New Zealand	AKL	10,636		
Beijing, China	PEK	12,066		
Brisbane, Australia	BNE	9,735		
Christmas Island, Christmas	XCH	3,275		
Hakodate, Japan	HKD	42,536		
Hangzhou, China	HGH	3,664		
Nadi, Fiji	NAN	1,410		
			Sub Total	
Equals the sum of the estimated annual total fuel cost for all locations				

Part B - Ground Handling Services

The proportion of fuel to ground handling costs is estimated to be 80/20. As such, the evaluated offer price for ground handling services will be the estimated annual fuel cost for all locations (E:125) divided by 4 and multiplied by the proposed firm mark-up percentage.

A	B	C	D
Estimated Cost of Ground Handling Services (equals the sum of the annual total fuel cost for all locations divided by 4) per 12 month period		Offeror to insert Firm Mark-Up Rate (%)	Evaluated Offer Price for Ground Handling Services (equals the sum of the estimated cost of ground handling services multiplied by the Offerors Mark-up rate)
\$0.00			\$0.00

Part C - Total Evaluated Offer Cost

The Total Evaluated Offer Cost is the sum of the annual estimated fuel cost for all locations (E125) plus the Offer price for ground handling services (D132).

		Equals the sum of the estimated annual fuel cost for all locations (E125) plus the evaluated Offer price for ground handling services (D132)
Total Offer Evaluated Cost		\$0.00