



**FUEL BID 2023-2024**

August 30, 2023

Diane Kendall  
Town Administrator  
Town of Henniker  
18 Depot Hill Rd  
Henniker, NH 03242

Dear Mrs. Kendall,

Ayer & Goss is pleased to offer the following Fixed Price Bid for the 2023-2024 heating season to begin at the time a signed agreement is completed and ending when the committed volumes are delivered or May 31, 2024, whichever comes first:

**2023-24 Fuel Contract is a Pay as You Go Agreement. No pre-payment is required.**

**#2 Heating Oil – 6,100 gallons at \$3.419 to the locations included in the bid request.**

**Propane – 8,800 gallons at \$1.439 to the locations included in the bid request.**

Pricing is effective on 8/30/2023 and valid until 9/8/2023, then subject to change with changes in commodity markets.

All of us here at Ayer & Goss want to thank you for your long-standing customer relationship and community support. We are proud to have served your heating fuel needs as well as providing quality gasoline and diesel at our fuel islands. We will continue to provide a discounted rate at both of our fuel islands in Bradford and Henniker as we have done for many years.

7750 gallons of fuel island gasoline and diesel purchased in 2022-23 at a .10 cents per gallon discount for a Total Savings of \$775.00

Thank you again for the opportunity to present this proposal and to provide you with a reliable propane and fuel oil service. Please feel free to contact us at 428-3333 or [Info@ayerandgoss.com](mailto:Info@ayerandgoss.com).

Sincerely,

Your Ayer & Goss Team

William, Cheryl, Amy, Kate, Lisa, Bill, Jim, Chris, Bob, Andy, Keith, Mike, Jacob & Liberty

**Ayer & Goss, Inc. ~ P.O. Box 496 ~ Henniker, NH 03242 ~ 428-3333**

**Fuel Oil and Propane Guaranteed Price Contract for the 2023- 2024 Heating Season**

**THIS OFFER IS AVAILABLE FOR A LIMITED TIME ONLY. Due to market conditions, the price is subject to change after 09/08/2023 without notice and is not guaranteed until a signed agreement is executed by both parties.**

This contract is to confirm that the Town of Henniker (acct# 6662, 5901, 2592) agrees with **Ayer & Goss, Inc.** to purchase #2 **Heating Oil and Propane** to be consumed during the 2023-2024 heating season, which begins on or after September 1, 2023, and ends on May 31, 2024, according to the following contract:

**2023-2024 Pay as You Go Fixed Price PLAN**

|  |                               |
|--|-------------------------------|
| <u>6,100</u> gallons of Fuel oil at <b><u>\$3.419</u></b> (cash/ck) per gallon<br>(Fixed, non-fluctuating price) | Total cost <u>\$21,221.90</u> |
| <u>8,800</u> gallons of Propane at <b><u>\$1.439</u></b> (cash/ck) per gallon<br>(Fixed, non-fluctuating price)  | Total cost <u>\$13,191.20</u> |

By signing below, you accept this agreement in its entirety, **including additional terms on reverse side.**

**SIGNATURES** \_\_\_\_\_  
Customer

\_\_\_\_\_  
Ayer & Goss

Date \_\_\_\_\_

Date \_\_\_\_\_

# AYER & GOSS, INC. PRICE PROTECTION PROGRAM

## Contract Terms for Residential Fixed Price Program

**You must return this signed Agreement with your payment within 5 business days to guarantee the sale of fuel at the quoted price per gallon.**

This Contract provides that Ayer & Goss, Inc. will sell, and the above-named customer, heirs, and/or assignees ("You") will buy exclusively from AYER & GOSS, INC., the gallons of product shown ("Committed Gallons") for the period shown ("Contract Period") at the price shown, including all taxes except sales and use tax, to be delivered at the following address(es) shown under the following conditions:

- 1. Prepayment Terms:** You shall prepay the entire amount due (shown including applicable taxes). All gallons delivered will be temperature compensated.
- 2. Requirements Purchase Obligation:** You shall purchase from AYER & GOSS, INC. ALL requirements of the fuel type indicated for the Contract Period, even if the amount of such gallons exceeds the Committed Gallons listed and shall not purchase from any other source during such period. The price of any fuel purchased in excess of the Committed Gallons will be Ayer & Goss, Inc.'s standard daily retail price per gallon in your area as of the delivery date.
- 3. Payment Terms Service and Equipment:** Charges to your account beyond the fuel charges described above shall be paid in full by the due date of the invoice.
- 4. Automatic Delivery:** AYER & GOSS, INC. will deliver to the address(es) listed on the enrollment form automatically, based upon projections calculated from historical consumption and weather. You should notify AYER & GOSS, INC. of any changes in consumption expectations. AYER & GOSS, INC.'s failure to automatically deliver does not void any other terms of this Agreement. Also, please keep the path to the fill location clear for AYER & GOSS, INC.'s driver.
- 5. Limitation of Liability:** AYER & GOSS, INC. shall not be liable for any indirect or consequential damages whatsoever. Furthermore, AYER & GOSS, INC. shall not be liable for damages incurred as a result of failure or delay in delivery of fuel as a result of circumstances beyond AYER & GOSS, INC.'s control, including but not limited to, force majeure, supplier interruptions, government mandated allocation, your failure to notify AYER & GOSS, INC. of consumption changes, or your failure to keep the fill location clear.
- 6. New Taxes:** The Contract Price set forth may be increased by an amount equal to the increment of new taxes imposed on fuel sales not in effect at the time this Agreement was made.
- 7. Termination by AYER & GOSS, INC.:** AYER & GOSS, INC. may terminate this Agreement and pursue legal remedies if You breach this Agreement in any way, including failing to pay for goods and services and/or the Committed Gallons covered by this Agreement, and/or by notifying AYER & GOSS, INC. that you do not intend to fulfill the purchase requirements in paragraph 2. AYER & GOSS, INC. may elect to cease deliveries and pursue damages and/or Liquidated Damages as set forth below.
- 8. Damages, and Liquidated Damages:** If You do not make any payment when required or otherwise breach in any way, AYER & GOSS, INC. shall be entitled to damages, reasonable costs of collection or attempted collection, and reasonable attorneys' fees. For instance, if You fail to purchase all of the Committed Gallons from AYER & GOSS, INC., or if You purchase fuel from another source during the Contract Term, AYER & GOSS, INC. shall be entitled to, at a minimum, Liquidated Damages calculated as follows: (Committed Gallons, minus delivered gallons) times the greater of \$1.00 per gallon, or 50% of the Contract Price per gallon, such amount to be paid within 10 days following the end of the Contract Term or the date of Your breach, whichever is earlier. These liquidated damages reasonably approximate actual damages to compensate AYER & GOSS, INC. for costs and risks incurred in securing fuel quantities and prices to satisfy the Committed Gallons. In addition, you shall pay any outstanding amounts for all delivered goods and services.
- 9. NOTICE OF PRICE RISK TO CONSUMER:** The fixed price in this Agreement is based upon market conditions prevailing at the time of signing. You understand and agree that the price is fixed for the season regardless of whether market price goes up or down. You are agreeing to all the Committed Gallons regardless of weather conditions reducing your fuel requirements.
- 10. Fixed Price Contract Compliance:** AYER & GOSS, INC.'S performance is secured by fixed price contracts and inventory in compliance with NH - R.S.A. §339:79.
- 11. THIS IS A LEGALLY BINDING CONTRACT. PLEASE READ CAREFULLY BEFORE SIGNING. THIS AGREEMENT IS NOT BINDING UNTIL A SIGNED COPY IS RECEIVED BY AYER & GOSS, INC. BY THE DEADLINE SPECIFIED ABOVE.**