

Comparative Market Analysis
 Bid #09-288-124
 Polymer Mod. Rej. Emulsion

2/22/2012

WEST SLOPE				Telfer Oil Company Martinez, CA (2009 Pricing)		VSS Emultech West Sacrameto, CA		Western Emulsions Dana Point, CA		Western Emulsions Dana Point, CA		Centerline Road Oils Newcastle, CA	
				<u>Terms Delivery</u>		10% / 20 Days As Needed		Net 30 Days 7 Days		Net 30 Days 2 Days		Net 30 Days 2 Days	
<u>Product</u>	<u>Unit of Measure</u>	<u>Quantity</u>	<u>Location</u>	<u>Extended Price</u>		<u>Extended Price</u>		<u>Extended Price</u>		<u>Extended Price</u>		<u>Extended Price</u>	
				<u>Unit Price</u>	<u>Price</u>	<u>Unit Price</u>	<u>Price</u>	<u>Unit Price</u>	<u>Price</u>	<u>Unit Price</u>	<u>Price</u>	<u>Unit Price</u>	<u>Price</u>
Polymer Modified Rejuvenating Emulsion	Tons	1000	West Slope	\$ 682.00	\$682,000.00	\$ 684.00	\$684,000.00	\$ 959.00	\$959,000.00	\$ 759.00	\$759,000.00	\$ 990.00	\$990,000.00
Excess Spread Time (After 3 hours)	Hours	150	West Slope	\$ 200.00	\$30,000.00	\$ 175.00	\$26,250.00	\$ 210.00	\$31,500.00	\$ 210.00	\$31,500.00	\$ 180.00	\$27,000.00
Subtotal					\$712,000.00		\$710,250.00		\$990,500.00		\$790,500.00		\$1,017,000.00
Less Terms Discount					(\$71,200.00)		\$0.00		\$0.00		\$0.00		(\$10,170.00)
Evaluation					\$640,800.00		\$710,250.00		\$990,500.00		\$790,500.00		\$1,006,830.00
Additional Charges (if applicable)				Letter of Extension for bid #09-288-124 signed 06/16/10.		Pricing is the result of bid #10-288-074		Pricing is the result of bid #10-288-074		Pricing is the result of bid #10-288-074		Pricing is the result of bid #10-288-074	