

Composite Interview Score Sheet

	25 Point Questions	20 Point Questions	15 Point Questions	10 Point Questions	5 Point Questions				FIRM	FIRM	FIRM
						Pts	# Mmbrs	Max Pts	AvFuel Corporation	Epic Aviation, LLC	World Fuel Services
Outstanding	19 - 25	17 - 20	12 - 15	9 - 10	4 - 5						
Exceeds Acceptable	13 - 18	13 - 16	8 - 11	7 - 8	3						
Acceptable	7 - 12	9 - 12	4 - 7	5 - 6	1 - 2						
Marginal	0 - 7	0 - 8	0 - 3	0 - 4	0						
<b>1. Fuel (Form 6):</b>											
• Competitive pricing						25	3	75	72	75	72
<b>2. Fuel Supply: (FORM 5):</b>											
• Origin of supply											
• Reliability of supply & delivery											
• Turnaround time/response time for delivery						20	3	60	51	47	50
• Capability to Brand											
• Fuel Terminals (FORM 2)											
<b>3. Credit Card Programs Offered (FORM 5):</b>											
• Cost of processing fees											
• Type of cards accepted in program											
• Is Program automated or manual						15	3	45	36	32	35
• Turnaround time on payments to City											
<b>4. Marketing/Promotional Programs (Form 5):</b>											
• Programs offered to promote fuel sales						15	3	45	44	28	33
<b>5. Mobile Refueler Pricing (FORM 6A):</b>											
• Year, Make and Model											
• Maintenance Program/Support											
• Size of units						15	3	45	37	31	35
• Monthly rental rates											
• Estimated annual maintenance cost											
<b>6. Technical Support: (FORM 5):</b>											
• Knowledge of products being sold											
• Safety Inspections/Quality Assurance											
• Line training assistance											
• Technical knowledge of petroleum industry issues						5	3	15	13	10	13
• Tanks											
• Environmental											
• Petroleum industry changes											
<b>7. Liability Insurance Programs (FORM 5):</b>											
(Beyond City's standard insurance requirements under special conditions Part IV)											
• Limits offered						5	3	15	13	13	14
• Type of restrictions to meet liability											
• Roles of all involved parties clearly identified											
						<b>100</b>		<b>300</b>	<b>266</b>	<b>236</b>	<b>252</b>