



Garrett Reynolds, Superintendent

**Elizabeth Kosa**  
Public Works Director

# MEMORANDUM

**To:** The Honorable Satpal Sidhu, Whatcom County Executive  
**Through:** Elizabeth Kosa, Public Works Director *EK*  
**From:** Brett Piepel, Assistant Superintendent – Equipment Services  
**Prepared by:** Kyle DeVries, Purchasing / Stores Lead  
**Subject:** Cardlock Fuel RFP 26-03  
**Date:** 04/30/2026

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Enclosed is an original contract between Whatcom County and Nel/Son Distributing, DBA Nelson-Reisner, for your review and approval.

## **Background and Purpose**

The Equipment Services Division of the Public Works Department is responsible for providing fuel for the fleet of Whatcom County vehicles and equipment. To ensure competitive pricing and reliable service, the County issued RFP 26-03 for cardlock fuel services.

Two contractors submitted proposals for RFP 26-03, one from Nelson-Reisner and one from CECO inc. After a thorough panel review, using the selection criteria outlined in the RFP, Nelson-Reisner was selected due to its pricing, network of fueling locations in and around Whatcom County, as well as access to more than 1,000 locations nationwide.

The contract will have an initial term of one year, with the option to renew for up to three additional one-year terms, contingent upon satisfactory performance and continued need.

## **Funding Amount and Source**

This is a regularly budgeted expense within the Equipment Rental & Revolving (ER&R) fund and was budgeted in the 2025-2026 budget cycle. Budget for Cardlock fuel is anticipated to remain the same or be increased in the 2027-2028 budget cycle. Departments are billed for fuel usage on a monthly basis (separate from equipment rental rates). This contract is not to exceed \$850,000.00 for the initial term and each extension if utilized.

## **Recommended Action**

Please approve this agreement and forward to the Executive and County Council for approval. If you have any questions or concerns, please contact Kyle DeVries at extension 6408 or Brett Piepel at extension 6405.