



# COUNTY OF LOUISA

## MEMORANDUM

TO: The Honorable Members of the Board of Supervisors

FROM: Sam Massie, Purchasing Coordinator  
Brittany Shupe, Airport Manager

CC: Christian Goodwin, County Administrator

DATE: November 3, 2025

RE: A Resolution to Approve and Award a Contract for Aviation Fuel Services for the Louisa County Airport.

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I. Background:

a. Project Description

The County of Louisa invites qualified vendors to submit bids for furnish and deliver AVIATION FUEL, 100LL, JET A and related services on an "as needed" basis.

b. Need

The Louisa County Airport is required provide fuel services.

c. Project Budget

Funds for such services are included in the Airport budget, under 5048400-460082.

c. Invitation for Bid

On October 17, 2025, the County issued an Invitation for Bid inviting qualified contractors to submit bids for Aviation Fuel Services for the Louisa County Airport.

## II. Current Situation:

### a. Proposals/Bids

Three (3) bids were received by the closing date of October 30, 2025.

### b. Bid Tabulation

Bids were opened and evaluated and the following bid tabulation was compiled.

Name of Firm	Total Cost (Hypothetical Scenario)
Avfuel Corporation	\$359,105.00
Campbell Oil Company	\$315,214.50
Titan Aviation Fuels	\$325,289.83

### c. Selected Firms

Campbell Oil Company was selected for the contract.

### d. Justification

The selected vendor was determined to be the vendor with the lowest, responsive and responsible bid.

### e. Costs

The rates for Campbell Oil Company are listed below:

	Price
AV Gas 100 Low Lead	\$3.31/gal
Jet A Fuel	\$2.378/gal
Re-fueler Truck	\$0.00/mo
Fixed Fee	\$0.03/gal

## III. Recommendation

The recommendation is for the Board of Supervisors to approve and award the contract for Aviation Fuel Services for the Louisa County Airport with Campbell Oil Company for a period of twelve months beginning November 30, 2025, and ending November 29, 2026, with the option to renew for two additional consecutive one (1) year terms.