

Evans Oil Company

3170 South Horseshoe Drive, Naples, FL 34104

10/4/11

Lee County Purchasing
1825 Hendry Street
3rd Floor
Ft Myers, Florida 33901
Attention : Chris Jeffcoat

Re: Bid #IW100084-Container Lubricants

Dear Chris,

Attached you will find supplier price increase notifications from Total / Fina Lubricants effective 9/19/11 which correspond with products we now supply your sites through Bid #IW100084.

At this point, we have depleted our older inventory and are now purchasing new stock at these increased prices. I have listed the updated pricing on the attached sheet for your review and approval. Please don't hesitate to contact Evans Oil Company with any questions that may arise. Thank you for your prompt consideration on this matter and notification of Lee Tran upon acceptance.

Sincerely,



Peter McJohnson
Evans Oil Company, LLC

Phone 239-262-4124 Fax 239-262-7861

Serving Southwest Florida Since 1959

Bid # IW100084 Package Lubricants

Price Increase 9/19/11

Engine Oil
30 Wt Qts. \$2.73 Qt
40 Wt Qts. \$2.73 Qt

Engine Oil
15w40 Qts. \$2.74 Qt
“ Pail \$9.13 Gal
“ Drum \$8.63 Gal

ATF
Dex III Qts. \$3.16 Qt
Dex III Drums \$8.83 Gal
Mercon V Qts. NA
Mercon V Drum \$15.20 Gal
Trans Syn Drum \$15.20 Gal
Trans Syn Gals. NA

Chasis Grease
Tubes \$1.95 Ea
120 Lb \$1.91 Lb
400 Lb \$1.85 Lb

Gear Lube
Qts. \$5.00 Ea
120 Lb \$1.53 Lb
400 Lb \$1.52 Lb

Tractor Hyd
Pail \$9.72 Gal
Drum \$9.43 Gal

Hyd Oil 68
Pail \$8.15 Gal
Drum \$7.86 Gal

Hyd Oil 32
Drum \$7.86 Gal

Wheel Bearing Grease
Tubes \$1.95 Ea
Pail \$1.94 Lb

Two Cycle TC/W3
Quart \$3.41 Ea

Anti Freeze 100%
Gallon \$14.30 Gal



August 22, 2011

To: All TOTAL Lubricants Distributors

Re: September 19th Finished Product Price Increase

Effective September 19, 2011, prices on all TOTAL-branded products will increase approximately 5-6%. In certain instances, prices for specific products may increase in amounts that are outside of this general increase.

Complete details regarding the price increase will be provided at a later date. Orders must be delivered by the close-of-business on September 16th to capture existing pricing. Customary loading lead times will apply. Increased product demand is anticipated and as such, between August 22nd and September 16th, Total Lubricants USA will attempt to fill purchase orders up to 120% of your average monthly purchase volume based upon the six-month period February 2011 through July 2011. To ensure timely product delivery, please submit purchase orders as early as possible.

We continue to be committed to providing the highest value possible to our customers and will pursue all practical opportunities available to control raw material costs.

We truly appreciate your business.

Sincerely,

A handwritten signature in black ink, appearing to read "David Spott".

David Spott
Vice President, Distributor Sales

Cc: Sales Managers



September 6, 2011

To: All TOTAL Lubricants Distributors

Addendum to September 19th Price Increase Announcement

Effective September 19th, prices on all TOTAL-branded lubricant products purchased from TOTAL Lubricants USA will increase as follows:

Product Category	Units	Bulk	Packaged
Industrial Oils	\$/gal	0.36	0.36
All Hydraulic Oils & Tractor Fluids	\$/gal	0.20	0.20
Gear Oils	\$/gal	0.36	0.36
Motor Oils (HDEO)	\$/gal	0.20	0.20
Motor Oils (PCMO)	\$/gal	0.36	0.36
Natural Gas Engine Oils	\$/gal	0.36	0.36
All Synthetic Oils	\$/gal	0.36	0.36
All Synthetic Oils Sold by Liter	\$/ltr	0.10	0.10
Greases (Conventional & Synthetic)	\$/lb	0.06	0.06

All orders must be delivered by the close of business September 16th to capture existing pricing. Customary loading lead times will pertain. To ensure timely product delivery, please submit purchase orders as soon as possible. A revised lubricants posted price sheet will be forthcoming.

We truly appreciate your business and continued support.

Sincerely,

David Spott
Vice President, Distributor Sales

Cc: District Managers