

# Evans Oil Company

3170 South Horseshoe Drive, Naples, FL 34104

7/26/10

Lee County Purchasing  
1825 Hendry Street  
3<sup>rd</sup> 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 7/1/10 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.

Sincerely,

  
Peter M Johnson  
Evans Oil Company, LLC

2010 JUL 26 PM 2 10

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

*Serving Southwest Florida Since 1959*

Bid # IW100084 Package Lubricants

Price Increase 7/1/10

Engine Oil  
30 Wt Qts. \$2.22 Qt  
40 Wt Qts. \$2.22 Qt

Engine Oil  
15w40 Qts. \$2.27 Qt  
“ Pail \$7.27 Gal  
“ Drum \$6.77 Gal

ATF  
Dex III Qts. \$2.32 Qt  
Dex III Drums \$6.81 Gal  
Mercon V Qts. NA  
Mercon V Drum \$13.01 Gal  
Trans Syn Drum \$13.01 Gal  
Trans Syn Gals. NA

Chasis Grease  
Tubes \$1.72 Ea  
120 Lb \$1.64 Lb  
400 Lb \$1.58 Lb

Gear Lube  
Qts. \$4.41 Ea  
120 Lb \$1.26 Lb  
400 Lb \$1.25 Lb

Tractor Hyd  
Pail \$7.86 Gal  
Drum \$7.57 Gal

Hyd Oil 68  
Pail           \$6.51 Gal  
Drum           \$6.00 Gal

Hyd Oil 32  
Drum           \$6.00 Gal

Wheel Bearing Grease  
Tubes         \$1.72 Ea  
Pail           \$1.67 Lb

Two Cycle TC/W3  
Quart         \$2.90 Ea

Anti Freeze 100%  
Gallon        \$12.30 Gal No Change



June 18, 2010

To: All TOTAL Lubricants Distributors

Addendum to July 1st Price Increase Announcement

Effective July 1<sup>st</sup>, prices on all FINA-branded and TOTAL-branded lubricant products purchased from TOTAL Lubricants USA will increase as follows:

Product Category	Units	Bulk	Packaged
Industrial Oils	\$/gal	0.48	0.58
All Hydraulic Oils	\$/gal	0.48	0.58
Gear Oils	\$/gal	0.55	0.65
Motor Oils (PCMO & HDEO)	\$/gal	0.48	0.58
Natural Gas Engine Oils	\$/gal	0.48	0.58
All Synthetic Oils	\$/gal	0.55	0.65
All Synthetic Oils Sold by Liter	\$/ltr	0.15	0.17
Greases (Conventional & Synthetic)	\$/lb	0.09	0.09

All orders must be delivered by the close of business June 30<sup>th</sup> to capture existing pricing. Customary loading lead times will pertain. To ensure timely product delivery, please submit purchase orders as soon as possible. (Note: It may be necessary to deliver product via common carrier in order to meet demand. Orders delivered by common carrier will be charged common carrier freight rates.) 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