

Lee County Purchasing
Attn; Kathy Ciccarelli, CPPB
1825 Hendry St.
P.O. Box 398
Fort Myers, Florida.33902-0398

Dear Mrs Ciccarelli,

Tom Brandt and I were very pleased to meet with you and Robert on Monday afternoon, concerning purchasing MRO items through Bob Dean Supply. We have compiled a list of product/manufacturers and the approximate discount offered to Lee County using the basis of suggested List prices. These discounts were compiled by averaging all the discounts for a particular manufacturer or vendor, taken from our computer matrix for class 30 customers which is for all Governmental entities. It is our desire to build increased sales to Lee County in all departments in order to continue and build our Labor base in the local area. I would also point out that discounts range from 10% to 67% depending on the pricing structure from each vendor.

Product	Manufacturer	from List Price
Abrasives	Sait, Brilliant,Osborn	35%
Air Compressors	Ingersoll Rand, Saylor Bealle	25%
Air Tools	Chicago Pneumatic, Jet, Fla.Pneu.	15%
Cutting Tools	Morse, Dewalt, L.S.Starrett	25%
Fasteners	Grade 2, Grade 5, Titan Fasteners Grade 8	40% 20%
Gasket/ Packing Matls	Dixon, Garlock John Crane	50% 40% 35%
MRO Items	Crown/ Aervoe (Aeroseals) Alemite grease equipment Indusco, Campbell Coil Chain	33% 10% 25%

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Product	Manufacturer	from List Price
MRO Continued	Dixon Hose clamps	50%
	Hamilton Casters	25%
	Devcon Epoxy Products	10%
	Never-Seez Lubricants	10%
	Blaster	40%
	Rustoleum Sprays 16 OZ	10%
	Rustoleum Gallons Enamel	15%
Hoist & Winches	C/M Hoist	15%
	Coffing Hoist	15%
	Dutton-Lamson Winches	15%
	Jet Hoist and Pullers	15%
	Lug-All Pullers	15%
Pneumatic Products	Dixon Filters, Lubricators Regulators, push in tubing Fittings	50%
	Wilkerson (Same)	50%
	Norgren (same)	50%
Tools Electric	Dewalt	25%
	Makita	25%
Tools Hand	Martin impact sockets	40%
	Wilton	20%
Tools Pipe	Rigid	5%
Precision Measuring EQ	L S Starrett	10%
	General	25%
Pipe fittings malleable	Anvil(Grinell)	67%
Pipe Nipples	Anvil	52%
Valves, Check and Gate	American	32%
	Dezurik	15%
	Dixon	50%
	Milwaukee	35%
	Sharpe (SS Valves)	40%
	Webstone	45%
Suction Hose/ Air Hose	Goodyear Tire and Rubber	30%
	Texcel sheet rubber/neoprene	25%
Discharge Hose	Goodyear	40%
	Gates Hose	55%

Cam-Loc Hose Fittings Dixon

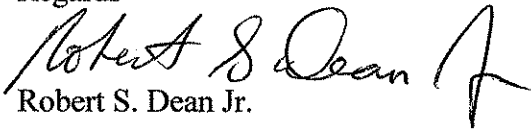
Product	Manufacturer	discount from List
V-Belts	Gates A, B, C, 3V, 5V 8V	30%
	Gearbelts	25%
	Gates 2L 3L L FHP belts	45%
Mounted Bearings	Browning/EPT pillow Blk Ball	35%
	Hub City	30%
	Dodge PB Ball SC	40%
	Rexnord Roller bearings	15 to 25%
Unmounted Bearings	Koyo,	45%
	ZVL,ZVK	40%
Gearing	Falk (depending on Series)	25%
	Rossi	15%
	Browning	30%
	Rexnord	per quote
	Hub City	25%
	Dodge/Baldor Torque arm Reducer	25%
Electric Motors	Baldor/Reliance Prem Efficiency	25% L1 Mult class
	WEG (Brazil)	40%
	LEESON	25%
Roller chain	Diamond Chain Made in USA	35%
	UST Japan	15%
	Morse China	25%
	Browning J-Line	25%
	HKK	55%
	Allied Locke detachable	25%
Engineering Chain	Rexnord	per quotation
	Allied Locke engineering chain	20%
Sprockets	Martin	40%
	Browning Bushing style	45%
	Dodge TL, QD	30%
Screw Conveyor	Martin,	per quotation
	Conveyors Incorporated	per quototion

Conveyor Belting	Mulhern Belting	20%
Conveyor Troughing Idler	Superior	25%
Belt Fasteners	Flexco	10%

This is not a complete listing of products and is offered for your consideration to expand your purchases from Bob Dean Supply Inc. (Established in 1947) and currently employs 55 persons.

Discounts are subject to manufacturers price increases.

Regards


Robert S. Dean Jr.