

May 2, 2008
To: State of West Virginia
RE: Request for Quotation # 708C0021

Purchasing Division / Michael Austin,

Thank you for your patronage during the 2007-2008 winter season. We hope that your season was successful and safe. As you know, the pricing in today's markets is extremely volatile. Unfortunately, short term indications are that the escalating steel price will not subside anytime soon. Coupled with these unstable prices are the rising shipping costs and surcharges that we encounter when shipping your contracted spreader parts.

In an effort to keep the cost down to The State of WV while still remaining efficient and profitable, we are excited to announce the deferment of our option to bid direct on Quotation 708C0021, to our distributor located in Fairmont, WV. We will work closely with Middletown Tractor Sales on maintaining stocking levels that will decrease shipping cost and leads times for the State. We believe this will be a very effective decision for all parties involved. Please feel free to contact me with any questions and/or comments @ (608) 329-8167.

Middletown Tractor Sales
Contact: Zach Marsh
2345 Whitehall Blvd.
Fairmont, WV 26554

As always, we appreciate your commitment to Monroe Truck Equipment product and Thank You for your continued patronage!

Respectfully,



Carl Huschitt
Monroe Parts

