



June 29, 2016

City of Delray Beach, FL
Kevin Rumell, Fleet Maintenance Superintendent

Dear Mr. Rumell:

Mansfield Oil Company of Gainesville, Inc appreciates your inquiry with us regarding your ability to purchase fuel on the State of Florida contract #405-000-10-1. Mansfield Oil recognizes every municipal agencies concerns regarding pricing and reliable and secure delivery of product to help ensure safe and continuous services that you provide to your constituents. In light of this, Mansfield does confirm that the pricing provided in the sealed and competitive bid was our best available offering in fiscal year 2016 and that the City of Delray Beach is getting our most competitive price offering as submitted during the bidding process.

Thank you again for the opportunity to be your fuel provider, and if there are any additional questions or concerns you have, please don't hesitate to contact us.

Best Regards,

A handwritten signature in black ink, appearing to read 'David Zarfoss', written over a horizontal dotted line.

David Zarfoss
Director of Government Pricing



INFORMATION ABOUT MANSFIELD OIL COMPANY

Mansfield Oil is a national fuel supply, distribution and logistics company focused on improving efficiencies in the downstream petroleum supply chain. We help our customers optimize and control fuel-related costs with local service, nationwide. We offer secure and reliable fuel supply from over 900 supply points in 49 states and Canada. Our service offering includes most varieties of fuel (diesel/gas/biofuel/ethanol/CNG), credit card/fleet card transaction processing, DEF supply and logistics, fuel and DEF systems design, environmental compliance, ERP integration, tax exempt transaction processing, and fuel systems (tank) monitoring. Mansfield's corporate headquarters is located in Gainesville, GA with five regional service centers located in Chicago, IL, Denver, CO, Detroit, MI, Houston, TX and Calgary, AB and 4 alternative fuel centers in Bloomington, MN, Sioux Center, IA, Charlottesville, VA and Ontario, CA.

We develop our own information technology systems and utilize third party integration tools to facilitate the unimpeded flow of information between our suppliers, carriers, ourselves and our customers. Mansfield's unique and industry leading electronic interface continues to make our customer's daily operations more manageable and measureable, key components of successful operations. We own and manage a fleet of 55 transport trucks in Atlanta, GA, N Augusta, SC, Charlotte, NC, Chicago, IL and Orlando, FL from our office which gives us valuable insight into the trends and dynamics of our transportation partners.

Mansfield Oil maintains market strength through optimization of volume, financial strength, and successful relationships with our customers. Currently Mansfield Oil is ranked in the Top 50 Forbes List of Privately Held Companies, was a multiple finalist in the 2010, 2011 and 2012 Platts Global Energy Awards, and is rated 5A2 with Dun and Bradstreet indicating significant financial strength and credit worthiness. Mansfield has achieved double digit growth for the past three decades with revenues of \$3.6 billion in 2012.

Some of Mansfield's current government customers include:

- **Federal** - AAFES, NAVY, DESC/DLA, AMTRAK
- **States/DO'T** - Georgia, New York, North Carolina, Pennsylvania, West Virginia
- **County** - Hillsborough, FL, Orange, FL, North GA Coop (5 counties)
- **City** - Philadelphia, PA, Jacksonville, FL, Chesapeake, VA
- **Transit Agencies** - KCATA (Kansas City, MO), CTA (Chicago, IL), LANTA (Lehigh, PA), WMATA (Washington, D.C.)

Some of Mansfield's commercial customers include:

- National, regional and local truck load and less than truck load carriers
- Distribution centers for various retailers and wholesalers
- Most major package delivery companies
- Aggregate companies