

 **VALERO  
MARKETING AND SUPPLY COMPANY**

Victoria County  
Mr. Ben Zeller County Judge  
101 N. Bridge, Room 102  
Victoria, Texas 77901

Dear Judge Zeller

Thank you for the opportunity to quote your annual supply agreement on asphalt for 2022. Valero is currently not quoting firm prices on asphalt products but we will, however, be happy to sell Victoria County on a daily rack basis. We have had great success with this and have found it to be the most effective and least complicated method over the past few years. Just looking back this past couple of year, by Victoria County buying from Valero the savings to the county was over \$30,000 just in asphalt purchases. Bidding a firm price requires a supplier to add escalators to protect themselves from any increases. At Valero, we actually produce asphalt and are not merely a supplier. We have one of the largest asphalt producing refineries in the South, located in Corpus Christi. We can give the very best price at the time of shipment.

With a broad network of supply points and extensive production capabilities, we are better equipped to handle the needs of our customer base.

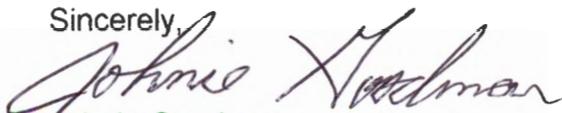
If you would like us to guarantee the supply of your product needs for a given time frame, we would be happy to discuss this with you and if agreed upon by both parties, provide you with an agreement based on Valero's terms and conditions. Valero does not handle the trucking on asphalt, but if you need a carrier, feel free to give me a call and I will suggest several trucking companies.

Below you will find the current daily rack prices on asphalt products FOB Valero - Corpus Christi that you have as bid items.

MC-30 - \$915 ton  
AC-15P - \$755 ton  
CRS2 - No bid  
CRS2-P - No bid

Again we appreciate the opportunity to quote this annual bid. If you have any questions, feel free to give me a call.

Sincerely,



Johnie Goodman  
Valero Marketing & Supply Company