

VIA OVERNIGHT DELIVERY

Telephone (302) 760-2031
Facsimile (302) 739-2254

February 29, 2012

Ferguson Enterprises, Inc.
28596 Naylor Mill Road
Salisbury, Maryland 21801

Ladies & Gentlemen:

Your firm is awarded Contract No. DOT1201-PE&HDPE_PIPE, Section A, Highway Corrugated Polyethylene Pipe, North and Canal Districts, at the unit prices contained in your proposal of January 31, 2012, totaling \$28,095.04.

Enclosed are four (4) copies of the documents which must be executed as indicated on the Contract Agreements. **Use of the enclosed Contract Agreements is mandatory. No substitutions are permitted.**

All enclosed documents must be returned to this office by March 19, 2012. Failure to return the documents by, March 19, 2012 will result in the Department canceling this award.

Fully executed copies of the Contract and a complete set of these documents will be sent to your firm. Do not proceed with work covered by this contract until receipt of Notice to Proceed or Purchase Order.

Effective July 2010, your company is required to complete the new on-line State Of Delaware Substitute Form W-9 by visiting the Division of Accounting's website: <http://accounting.delaware.gov/>. It is the vendor's responsibility to act upon this instruction for submitting a new W-9 form, we will not be able to process payments if this is not completed and accepted by the Division of Accounting. You only need to do this one time to be entered into the state system. If you need assistance or have questions, please contact 302-734-6827 or fax your inquiry to 302-736-7909.

Very truly yours,

James H. Hoagland
Contract Services Administrator

JHH:ci

Enclosure

cc: Ms. J. Cohan
Mr. J. Pappas
Ms. M. Koots