



## Delta Municipal Supply Company Inc.

12-3-14  
Mr. Steve Hulseley  
Floyd County Water  
P.O. Box 1199  
Rome, GA 30162-1199

Dear Mr. Hulseley,

Thank you for your inquiry this morning concerning our Neptune Water Meter distributorship for the State of Georgia. Delta Municipal is a "Level 1 Distributor" for Neptune and is responsible for the entire State of Georgia.

Delta has been a full line Neptune distributor since 1987. In 2002 we reached a certain criteria with Neptune that granted us the exclusive rights to The State of Georgia. Among this criteria were; sales volume, complete understanding and sales abilities for meter reading systems.

All this and more is required by Neptune to become a "Level 1" distributor and to be granted exclusive rights to a state or states. Please feel free to visit the Neptune Web Site and select the "Distributor Locator" tab. This demonstrates that we are the distributor for Georgia. Also feel free to contact the factory to confirm our status here in Georgia if you or someone at the county wishes to do so. Thanks again for the phone call and please let me know how else I may be of service.

Sincerely,

David Lyle  
Vice President, Sales

855 Marathon Parkway, Suite 3 Lawrenceville, GA 30045

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