

Mr. John Fawcett
Water Treatment Plant Manager
Public Utilities Department
Hallandale Beach, FL
630 NW 2nd Street
Hallandale Beach, FL, 33009

April 7th, 2017

Dear John:

In response to your question from yesterday, regarding our pricing of Nalco PC1850T
Please refer to the chart below:

<u>Location</u>	<u>Price/# delivered</u>
Hallandale Beach	\$1.42
Peele Dixie	\$1.45
Hollywood	\$1.21
Pompano Beach	\$1.21

Hollywood receives 4000 gallons per shipment. Pompano receives 2500-3000 gallons/shipment. Pompano under contract, piggybacked off of Hollywood. Both Hallandale Beach and Peele Dixie operate without a formal contract and receive shipments of 800 – 2000 gallons/shipment. Please bear in mind that freight is included in these numbers and that smaller quantity orders ship at an increased cost.

It has been our understanding in the past that Hallandale did not want to enter into a formal agreement with Nalco. However, if Hallandale would consider such an agreement, Nalco would be willing to negotiate price.

I hope that this answers your questions for now. Please feel free to call me at any time

Joe Frank
Corporate Account Manager

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An Ecolab Company

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