

SIEMENS

Industry

December 14, 2011

Mr. Darryl A. Parker
Lee County Utilities
1366 San Souci Drive
Fort Myers, FL 33919-6384
E-mail: daparker@leegov.com

RE: PIGGYBACK OF MANATEE COUNTY, FLORIDA ODOR AND CORROSION CONTROL SERVICES AGREEMENT

Dear Darryl:

We at Siemens value the Lee County's business and we wish to thank you very much for the opportunity to assist you in addressing odor and corrosion issues in the County's wastewater collection and treatment system.

For the past several years you have been piggybacking a contract that Siemens has in place with Manatee County for Odor and Corrosion Control Services. The current contract expires on December 30, 2011, but I am very pleased to inform you that Manatee County has completed a Request for Proposals evaluation process and has selected Siemens to continue to provide Odor and Corrosion Control Services. I have attached a copy of the new Odor and Corrosion Control Services Agreement ("the Agreement"). Siemens would like to extend the offer to the City to piggyback this new Agreement for the period from December 1, 2011 to September 30, 2012.

While the new Agreement remains very similar to the existing one, please allow me to point out some key changes:

- Sales volume surcharges are no longer included in the Agreement. Your prices will be as shown in the Agreement with no sales volume adders.
- As in the past, there is separate pricing for existing vapor-phase equipment and new vapor-phase equipment. All systems are now identified by performance conditions, not specific equipment types. This allows us to be more flexible and immediately employ the Best Available Control Technology as new technologies are developed.
- Due to market conditions, there have been price increases. As always, we will work with you as necessary to mitigate the effect of these increases through process adjustments and/or technology changes.

Siemens Industry, Inc.

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Thanks again for the opportunity to be of service, Darryl. We look forward to continuing to serve the County in the years to come. If you have any questions regarding this information or if I can be of assistance in *any* way, please do not hesitate to call (941-928-0453).

Sincerely,

Siemens Industry, Inc.

Vaughan Harshman, P.E.

Vaughan Harshman, P.E.
Technical Sales Representative

cc: Rich Sims, Lee County, rsims@leegov.com
Mark Germer, Siemens