



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
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purchase@fortlauderdale.gov

March 9, 2012

Wachs Water Services
Attn: Mark French
801 Asbury Drive
Buffalo Grove, IL 60089

**RE: Contract Extension/Contract No. 473-9744
Water Valve Fire Hydrant Maintenance Services**

Dear Mr. French:

The City of Fort Lauderdale received your letter, dated February 27, 2012, in regards to a price reduction to lower the rate for the cost per hydrant assessment. This reduction would be for the duration of the contract, which expires on September 5, 2012.

The new cost per hydrant assessment will be priced at \$120, which is a 33% reduction from the original contracted price of \$180. All terms, conditions and specifications remaining the same for the remainder of the contract, including insurance and/or performance bond coverage requirements.

The City accepts this reduction in price and appreciates your understanding of our local economy.

Sincerely,

A handwritten signature in black ink that reads "C. Keohane".

Carrie L. Keohane
Procurement Specialist I



801 Asbury Drive Buffalo Grove, Illinois
800 525 5821 fax 847 415 2196
wachswaterservices.com

February 27, 2012

Mark Darmanin
Utilities Bureau Manager
City of Fort Lauderdale
949 N.W. 38th Street
Fort Lauderdale, FL 33309

Re: Water Valve and Fire Hydrant Maintenance Services (#473-9744)-Pricing Reduction Agreement

Dear Mr. Darmanin,

Wachs Water Services has enjoyed a strong working relationship with the City of Ft. Lauderdale over the past several years. As of late, the local economy has been hit hard by a recession that has caused your utility to suffer. Wachs understands the current conditions and agrees to perform work at a lower rate of cost per hydrant assessment for the duration of the contract year. The cost per hydrant assessment will be priced at \$120.00. This is a reduction of 33% from the original contracted price of \$180. This is Wachs Water Services way of continuing to build a strong relationship, even through the tough times.

If you have any questions or comments in regards to this matter, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark A. French", written in a cursive style.

Mark A. French
561.314.9179
mfrench@wachsws.com