

Scott,

Thank you again for your call on Monday and I look forward to hopefully working with Orland Park Park District. As you know, we are the nation's largest and safest MiniBulk company and we are also the biggest supplier of park districts in Illinois.

I apologize for not getting back to you yesterday, but I wanted to do some more research on your 18% bleach request. I spoke with our Sodium Hypochlorite Product Manager (we have product managers for each chemical family) about this and he informed me we (and most distributors) do not distribute 18% due to the reason I mentioned in our conversation and that was its very rapid degradation and instability as evidenced by the attached chart. As you will see, within about 2-3 days what was the initial 18% is already at or below our 15% material diminishing its perceived value. If you used 10% or 5% (3% is what you buy in Clorox) your bleach stability is lessened considerably and concentration remains stable for a longer period of time. However, that concentration is definitely NOT what you want for pool disinfection and this is why virtually every chemical distributor and chemists they employ recommend the 15% bleach we supply. It gives you a better "bang for the buck" consistently over a longer period of time.

The only reason your current supplier sourced you the 18% is because he didn't have the ability to give you a consistent 15% supply. The reasons for that are beyond me, but it has been that way with more than a couple of their customers.

Univar MiniBulk parks their 14 bleach trucks at the manufacturers facility and gets brand new fresh loads into their trucks every single day so your bleach is never less than 24 hours old and we guarantee its strength. In addition, we have a Univar Delivery Specialists who are trained in HAZMAT and certified so we are always safe and always wear full PPE when we are delivering to your facility. Again, we are the safest MiniBulk company in the nation and we will never do anything to compromise our employees, your staff, your guests or your community.

All that said, some rough numbers for accounting purposes are below.

I am figuring our 15% Liquichlor Sodium Hypochlorite being delivered in +/- 1700 gallon quantities so our current price would be: **\$1.10/gal. Delivered.**

We look forward to your upcoming bid and please do not hesitate in calling or if you and Gary or Matt would like to meet I would welcome the opportunity.

Respectfully,

**Kevin J. Kornblith**

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