

SECTION A: FEE SCHEDULE (This form must be completed, no substitute forms allowed)

Quantities stated are an estimate only and no guarantee is given or implied as to quantities that will actually be required during the Contract period:

Description	Estimated Annual Quantity	Unit of Measure	Unit Price	Extended Price
Chemical Treatment of systems at Police Department	12	month	\$ <u>83.00</u>	\$ <u>996.00</u>
Chemical Treatment of systems at Peabody Auditorium	12	month	\$ <u>596.00</u>	\$ <u>7,152.00</u>
Chemical Treatment of systems at Schnebley Community Center	12	month	\$ <u>83.00</u>	\$ <u>996.00</u>
GRAND TOTAL				\$ <u>9,144</u>

SECTION C: VENDOR / RESPONDENT INFORMATION

- By signing below I agree that I am an authorized representative of the company.
- I have read and fully understand the scope, terms, and conditions described herein.
- I understand this is only an offer and not a guarantee that the company listed below will be selected.
- If selected, I agree to bind the company listed below to the terms and conditions set forth in this quote.

Company Name: <i>Nalco Company LLC</i>	Representative Signature: <i>Geoffrey E. Cotter</i>
Full Address: <i>1601 West Dichl Rd Naperville, IL 60563</i>	Printed Name & Title: <i>Geoffrey E. Cotter - District Account Manager</i>
Telephone: <i>(800) 466-5833</i>	Email: <i>gcotter@nalco.com</i>
Fax: <i>(407) 386-3065</i>	FEI/EIN Number: <i>36-1520480</i>

SECTION D: REFERENCES (This form must be completed, no substitute forms allowed)

List references for whom similar work has been performed. List people whom you worked directly with, not Presidents or CEO's that may not have knowledge of your work.

Name *Loews Cabana Bay Resort* Contact Person *Steve Bond*
 Address *6550 Adventure Way* Telephone Number *(407) 503-4275*
Orlando, FL 32819

Name *Hilton Orlando Bonnet Creek* Contact Person *Eleanor Davis*
 Address *14100 Bonnet Creek Resort Lane* Telephone Number *(321) 389-7300*
Orlando, FL 32821

Name *County of Volusia* Contact Person *Kevin Kane*
 Address *123 W. Indian Ave* Telephone Number *386-547-2759*
DeLand, FL 32720



Geoff Cotter
District Account Manager

☎ 800 466 5833
☎ 407 386 3065
☎ 813 390 3952

2622 Cypress Ridge Blvd, Suite 102
Wesley Chapel, FL 33544
gcotter@nalco.com

January 11, 2017

Ms. Joanne Flick
Purchasing Agent
City of Daytona Beach Purchasing Division
301 S. Ridgewood Avenue
Daytona Beach, FL 32115-2451

RE: RFQ# 9917-0120 HVAC Chemical Water Treatment

Dear Ms. Flick,

Thank you for allowing Nalco to submit this proposal and information for your HVAC Chemical Water Treatment bid. We are excited about the opportunity to service your sites and expand our business with the City of Daytona Beach. We have the necessary staff available and ready to begin the treatment and service of your three (3) HVAC water treatment sites.

As per the RFQ, I am attaching Sections A-D with this letter. Additionally, your Section 4: Scope of Work also asks for information to be submitted. I have attached that information with this letter as well. If you or your staff have any questions on the information provided, please do not hesitate to reach out to me and I will get a response back to you as soon as possible. I am available on my cell at (813) 390-3952 or by email at gcotter@nalco.com.

Again, thank you for this opportunity to submit this information on Nalco and our chemical water treatment program. We look forward to the opportunity to serve the City of Daytona Beach in the near future.

Best Regards,

Geoffrey E. Cotter

Geoff Cotter
District Account Manager
Nalco, an Ecolab Company



SECTION B: SUBMISSION INFORMATION

Submit pages with section A, B, C, D, and current W-9 form.

Awarded Vendor will be asked to submit certificate of insurance with minimum standards stated herein prior to commencing work.

Deliver to: City of Daytona Beach Purchasing Division
301 S. Ridgewood Avenue; Daytona Beach, FL 32115-2451

Email to: purchasing@codb.us

Fax to: (386) 671-3962

Questions to: Joanne Flick, Purchasing Agent
purchasing@codb.us

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

Print or type
 See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Nalco Company LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:
 Individual/sole proprietor or single-member LLC
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ **C**
 Other (see instructions) ▶
 C Corporation
 S Corporation
 Partnership
 Trust/estate

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
 Exempt payee code (if any) **5**
 Exemption from FATCA reporting code (if any) **E**
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)
1601 West Diehl Road

6 City, state, and ZIP code
Naperville, IL 60563

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

				-			-				
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or

Employer identification number

3	6	-	1	5	2	0	4	8	0
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Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶ *Judy McNameara* Date ▶ 1/1/2017

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.
Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.
- By signing the filled-out form, you:
- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
 - Certify that you are not subject to backup withholding, or
 - Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
 - Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Section 4: Scope of Work

II. Basic Requirements

A. Minimum Requirements

1. Nalco has been servicing HVAC systems on the east coast of Florida for over 30 years. We have been established as a U.S. company since 1928.
2. Due to the fact that our technicians do not provide any form of refrigerant handling or servicing, nor do they come in contact with the refrigerant side of the HVAC equipment, we do not require them to carry any of the Clean Air Act certifications.

The EPA regulations (40 CFR Part 82, Subpart F) under Section 608 of the Clean Air Act define a "technician" as an individual who performs any of the following activities:

1. Attaching and detaching hoses and gauges to and from an appliance to measure pressure within the appliance.
2. Adding refrigerant to or removing refrigerant from an appliance.
3. Any other activity that violates the integrity of a motor vehicle air conditioner (MVAC)-like appliance or small appliance (other than disposal).

B. Submittal Requirements

1. Experience: Your Nalco Representative will be a full-time, fully trained and certified water treatment operator. Nalco goes to extreme lengths to make sure that it's service providers are the highest trained and most knowledgeable in the industry. Upon your request, a full vitae from our local service team members can be provided for your review.
2. References: Three (3) current customer references are listed in Section D of this RFQ response, per your instructions.
3. Quality Improvement Process: Nalco's Training Program for Service Technicians is second to none. The program consists of proficiency exams (PAC1 –general water and wastewater, PAC2 –

boiler water, PAC3 – cooling water, Environmental hygiene air and Environmental hygiene water) that must be passed with a score of >70% and is a condition of employment for our sales engineers. These exams are taken after a period of 6-12 months of field experience, during which over 500 individual and on site activities (inspections, calculations, lessons, tasks, etc) are required to be performed, completed and verified by engineer's primary trainer. Additionally, ALL Representatives must take and pass several annual safety tests, which include additional modules. Each safety module is listed below and again contains individual graded tests requiring 80% or greater scoring.

- o Safety Risk assessments
- o Respiratory protection
- o Hearing conservation
- o Transporting hazardous materials
- o Oxidant safety
- o Safety on-site refresher (3 years)
- o Safety on-site training (3 years)
- o Behind the wheel full day defensive driver training (every three years)

I am happy to provide additional information on the Service Representative training program and annual training milestones if you would like to review them.

4. Program Administration: Attached with this letter is an example of the Nalco Program Administration Manual, which each site will have at the water treatment area. If you have questions on this manual, please do not hesitate to let me know.
5. Price: Nalco's pricing for your three (3) sites, (three closed loops and one open loop system) is attached per Section A of your RFQ requirements.

Additional Comments:

1. Nalco will not be using sulfuric acid in the open cooling tower loop at the Peabody Auditorium. We believe that we can run an effective and efficient program without the use of the acid. This will improve the safety environment at that site by not having a very hazardous material on the premises and being moved/handled by technicians.
2. The Nalco cooling tower treatment program will include the Solid 3D TRASAR system and equipment. A sample brochure on this control equipment and solid chemical feed program is provide for your review in our bid package.
3. Nalco will employ two (2) different biocides for use in the open cooling tower system at the Peabody Auditorium. These will be an oxidizing and a non-oxidizing biocide product, fed alternately over the course of each week, for optimal microbio control in the tower system.
4. Nalco will not be providing a pH controller because we will not be feeding acid or controlling the pH of the system. A chemical controller will be provided as is mentioned in Part 2- Products, 2.1 Open Loop Systems, Letters A & B.
5. Our chemical storage tanks will be less than 50gallons, as large tanks like this are not required for cooling systems this size. No tanks will be provided for the closed loop systems. Chemical will be added to the closed loops on an as-needed basis via the existing chemical pot/filter feeders at those sites.
6. There will be no cleaning chemical or services provided as described in Part 3 – Execution, Section 3.2. These are not new systems and therefore do not need to be chemically cleaned to remove new pipe residuals.

Program Administration Manual (Sample):

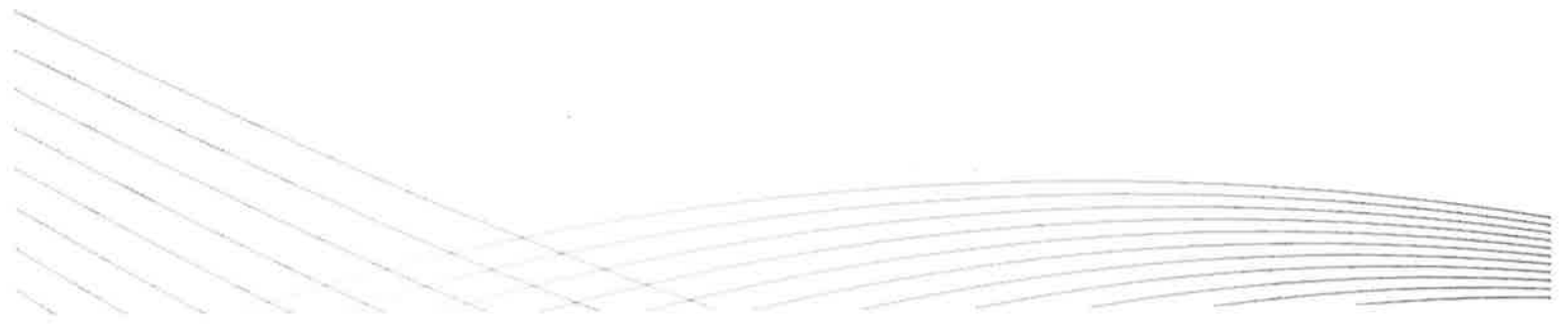
PROGRAM ADMINISTRATION MANUAL

PROGRAM DESIGN

All water treatment programs are designed to operate within specification limits. Chemical treatment programs produce the desired result only when all control parameters are within these limits.

Deviations result in:

- * Less than favorable results.
- * Unfavorable program cost performance.
- * Excessive chemical usage to obtain desirable results which produces unfavorable program cost performance.
- * Potential scale in the cooling water system, which reduces the cooling capacity and potentially limits production.
- * Potential corrosion in cooling water lines and equipment which reduces the life of the cooling water heat exchangers and increases the iron deposition potential in the system.
- * Potential microbiological contamination which leads to sticky deposits in the cooling water system. These deposits result in reduced heat transfer and potentially limit production. These microbiological deposits also result in localized corrosion resulting in reduced equipment life and additional iron deposition.



PROGRAM DESIGN

Cooling water systems, regardless of equipment configuration, materials of construction, or sources of water, are all subject to four basic problems: corrosion, scale, fouling, and microbial contamination. When allowed to go unchecked, these problems cause loss of heat transfer and equipment failure, resulting in lost production and profits, increased maintenance costs, and in severe cases, plant shutdowns.

Each problem involves the basic laws of nature in which metals try to revert to their natural oxide state, minerals precipitate, suspended solids settle, and microorganisms grow. All together, these problems can bring the functioning of a cooling water system to a screeching halt very quickly. The four major problems can be summarized as follows:

Corrosion

The heat exchange equipment in cooling systems is made of various metals that, if not treated and properly protected, will seem to self-destruct, or rust, when exposed to air, water, or even other metals. This process is called corrosion, and if left unchecked, can cause cracks, leaks, and pits, resulting in product contamination, and even total system failure. Oxygen is the main ingredient for the corrosion process: and because the water in open recirculating cooling systems is loaded with oxygen, an ongoing corrosion control program is essential in maintaining peak operating efficiency.

Scale

Cooling water contains many types of minerals, including compounds of calcium, magnesium, and iron. Normally, these minerals are dissolved in water: in high concentrations, they come out of solution and grow into hard, dense crystals, commonly referred to as scale. If left untreated, scale deposits can build up and seriously retard cooling efficiency. These deposits also allow corrosion to thrive, even with the best corrosion control chemicals available.



Microbial Growth

Airborne microbiological organisms are scrubbed from the air in the cooling tower and contaminate the system. Organisms also enter the system from the make-up water. Left unchecked these organisms can multiply rapidly. This growth can cause sticky deposits which limit heat transfer and increase the probability of localized pitting corrosion. Some organisms will consume the treatment chemicals, further contributing problems.

Fouling

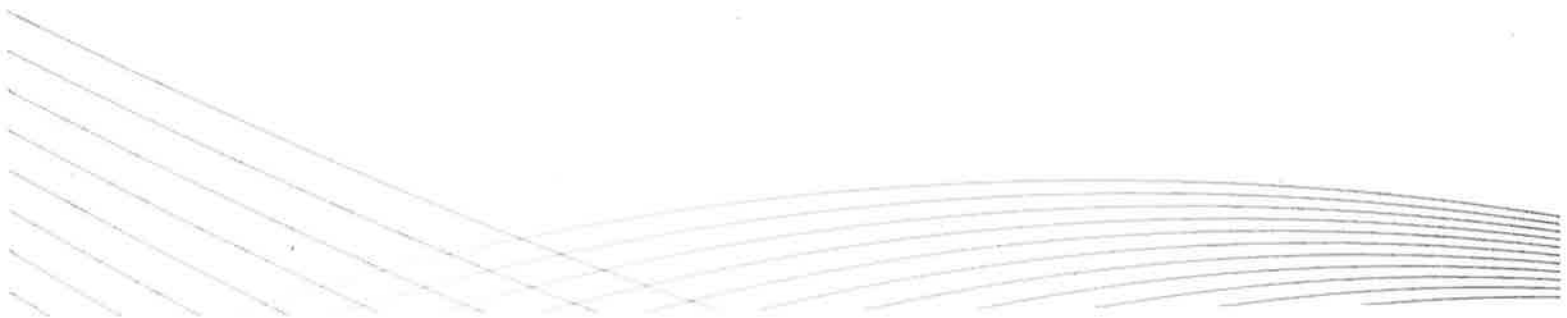
Oil, silt, clay, bugs, trash, and other suspended solids inevitably find their way into cooling water systems. Dust scrubbed from the air in the cooling towers and particles entering the plant in the makeup water are the prime sources of foulants. Internally, the rusty by-products of corrosion contribute to the accumulation. As individual particles, foulants are not much of a problem; unfortunately, they characteristically stick to each other to form large deposits that foul pumps, screens, heat exchangers, and other system components. Untreated fouling will result in wasted energy and a loss in heat transfer efficiency, increased corrosion, or even a total plant shutdown.

TREATMENT OVERVIEW

Cycles of Concentration

Cycles of concentration define the increase of solids that occur as water recirculates and evaporates in the cooling tower. For example, if the make-up water has 150 ppm "M" alkalinity and the recirculating water has 450 ppm "M" alkalinity, the system cycles of concentration are $450/150 = 3.0$.

Control of cycles is important to control the level of "M" alkalinity in the system. If "M" alkalinity is high in the raw water, for example, 200 ppm, the allowable cycles of concentration is reduced. If "M" alkalinity drops, to 100 ppm for example, the allowable cycles of concentration is increased.



Cycles of concentration is controlled by the conductivity controller. The set-point on this controller is adjusted to maintain the desired cycles and "M" alkalinity level in the system. As conductivity increases to the setpoint, the controller increases the blowdown rate to reduce tower conductivity and cycles.

Chemical costs are increased as cycles decrease. To minimize the cost of chemicals, we will maximize cycles of concentration by monitoring the "M" alkalinity concentration in the raw water and tower.

The log sheet will specify an "M" alkalinity limit. With proper softener operation, the maximum allowable "M" alkalinity level is 1500 ppm. Desired cycles are 5 to 7 depending on city water quality. If a softener upset occurs and the hardness level in the tower water is above 100 ppm, reduce the cycles to maintain a maximum of 400 ppm of "M" alkalinity until repairs are made.

SAMPLING PROCEDURES

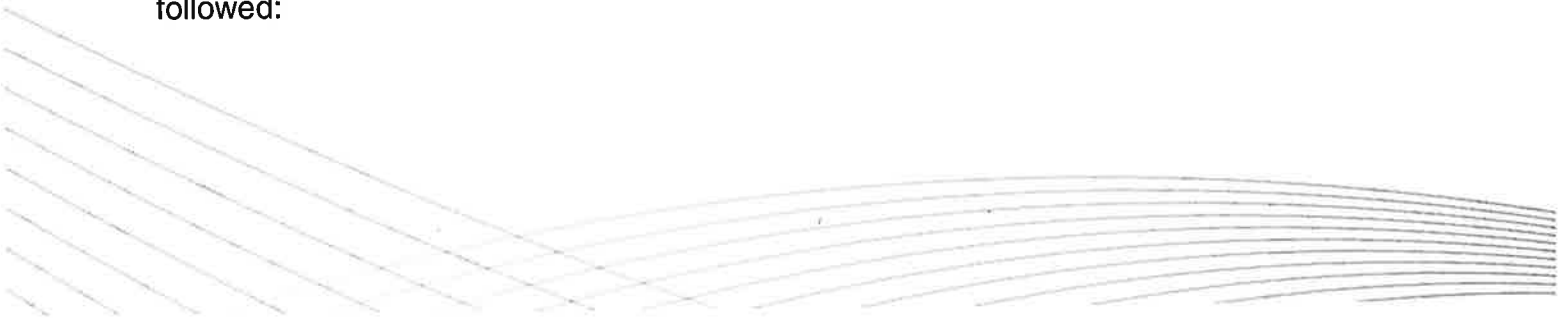
Water test results are used to verify the ability of the control equipment to maintain proper cycles. They are also used to alert operators of developing problems.

If test results are inaccurate, time is wasted and improper actions may be taken. Follow sampling procedures carefully to obtain a representative sample. Follow test procedures exactly as written.

Flush sample line thoroughly to insure representative sample. Sample bottles should be rinsed twice prior to obtaining sample to be tested.

WATER SAMPLE TESTING

Obtaining reproducible tests from water sample testing is easy when procedures are followed:



- * Keep work table tops, glassware, stirring rods, sample bottles, graduated cylinders, casseroles, etc., very clean.
- * Use only fresh reagents. Discard outdated reagents. A fresh supply of reagents is obtained by using the reagent and test equipment form to call in your order to Nalco. Place the new reagents behind those already on the shelf to insure that old reagents are used first.
- * Carefully measure the correct amount of test reagent to be used. Either an insufficient amount or an excessive amount can cause errors in test results.
- * The test results in titrations are valid only if the endpoint is obtained using a dropwise addition of titrant. When you are close to the endpoint, one drop of titrant with sufficient stirring will produce the color change. If the titrant is added too quickly, the test results will be erroneously high.
- * Rinse all glassware thoroughly with distilled after use. A small amount of distilled water to wash the surface is sufficient.

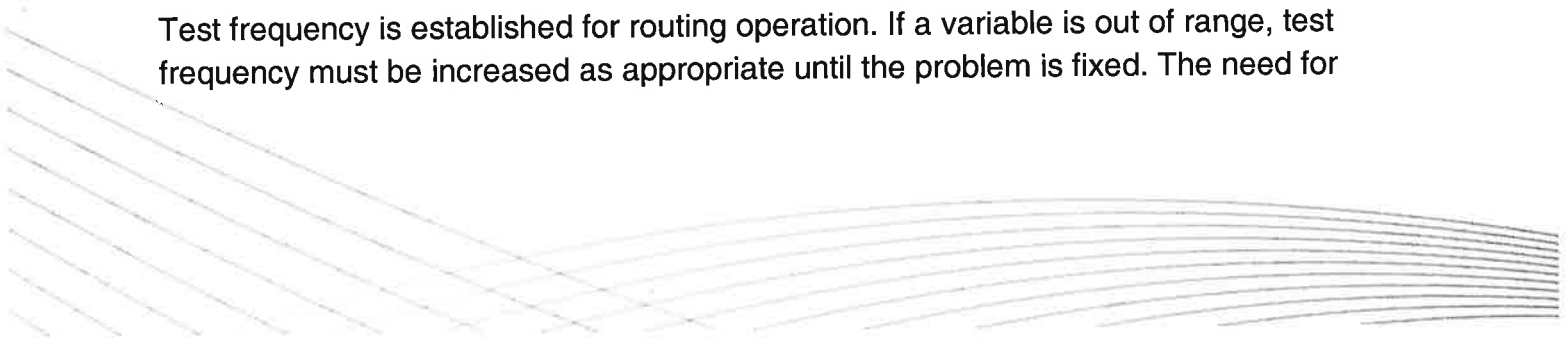
TEST FREQUENCY

The test frequency given in the log sheet is the minimum frequency needed to detect a problem in a timely manner. If you have questions about the logic behind this frequency, please consult with Nalco.

As conditions change, it may be acceptable to reduce frequency. If you have a test where you believe there is excessive testing, please inform Nalco and a review will be made.

As conditions change, it may be necessary to increase test frequency. This change, if needed, will be communicated to you through the log sheet.

Test frequency is established for routing operation. If a variable is out of range, test frequency must be increased as appropriate until the problem is fixed. The need for



additional tests in an out of range condition is a judgement between the operator and shift supervisor.

TROUBLESHOOTING GUIDE

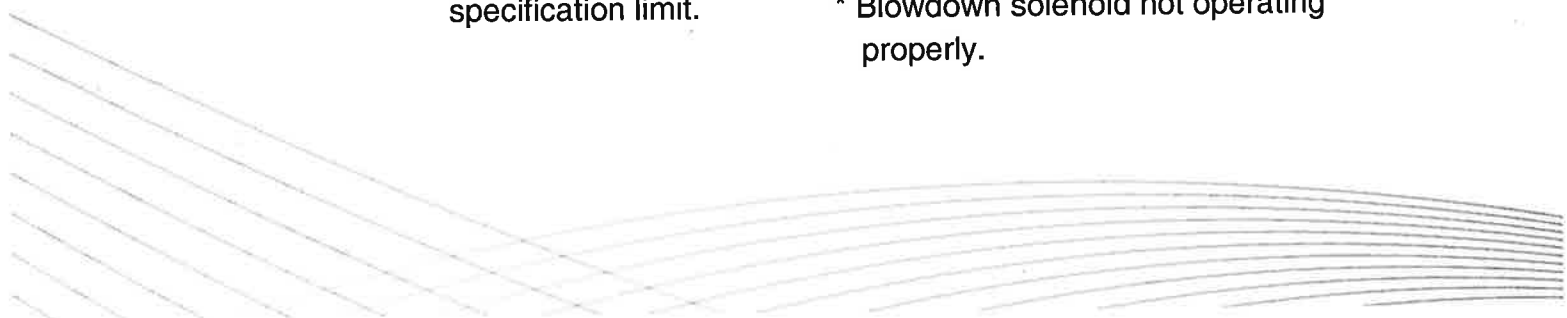
The purpose of this section is to provide operations with the information necessary to properly respond to an upset condition. An upset condition is defined as a condition where one of the control parameters is out of specification.

Upsets can be caused by process variability, equipment failure, human error, incomplete or incorrect training, or a combination of these factors. This Troubleshooting Guide is designed to help you identify the cause of the upset and take initial corrective action. Follow-up may be necessary to take steps to prevent the problem from recurring.

On the following pages, we have provided your Troubleshooting Guide. Run the required tests in the order of priority as listed. Implement corrective action prior to proceeding to the next test. If the test result indicates that the system is not in control, always repeat the test prior to taking any action.

The following table outlines various upset conditions and the possible causes of these conditions.

Test	Result	Possible Cause
Conductivity	Reading less than lower specification limit.	<ul style="list-style-type: none"> * Controller needs calibrating. * Blowdown solenoid stuck in open position. * Bottom blowdown valve open. * Possible leak in system. * Change in incoming city water conductivity reading.
	Reading above upper specification limit.	<ul style="list-style-type: none"> * Controller needs calibrating. * Blowdown solenoid not operating properly.

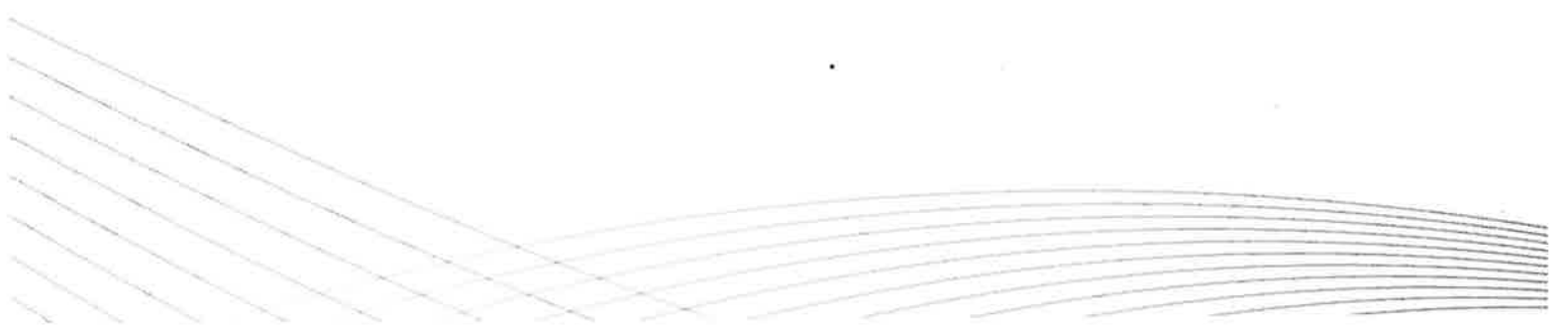


- * Solenoid blowdown not adequate to maintain conductivity at required range.
- * Change in incoming city water conductivity reading.

Test	Result	Possible Cause
"M" Alkalinity	Reading less than lower specification limit.	<ul style="list-style-type: none"> * Controller needs calibrating. * Blowdown stuck in open position. * Bottom blowdown valve open. * Possible leak in system. * Change in incoming city water "M" alkalinity reading.
	Reading above upper specification limit.	<ul style="list-style-type: none"> * Controller needs calibrating. * Blowdown solenoid not operating properly. * Solenoid blowdown not adequate to maintain conductivity at required range. * Change in incoming city water "M" alkalinity reading.

NOTE: When a test result indicates that the system is out of control, always repeat test prior to taking action. The test may actually be in range and you might have made a mistake when testing.

Test	Result	Possible Cause
Hardness	Reading above specification limit.	<ul style="list-style-type: none"> * Softener upset * No salt in brine tank * Missed regeneration * Softener needs repairs



Test	Result	Possible Cause
Nalco 23234 Reading	Less than lower specification limit.	* Chemical feed rate may be too low. * TRASAR unit in alarm *TRASAR needs calibration
	Above upper specification limit.	* Chemical feed rate may be too high. * TRASAR unit in alarm *TRASAR needs calibration

NOTE: When a test result indicates that the system is out of control, always repeat test prior to taking action. The test may actually be in range and you might have made a mistake when testing.

MEDICAL EMERGENCY

MEDICAL EMERGENCY RESPONSE PROGRAM

In case of the unlikely event of a chemical spill or an injury and you require information on the Nalco products, we have a 24-hour emergency response phone number.

THE EMERGENCY RESPONSE PHONE NUMBER IS: 1-800-IM-ALERT

Nalco's Emergency Response Program has served industry for over ten years. The 24-hour, 7-days per week response system keeps our Environmental Health and Safety professionals in contact anywhere in the United States. These professionals are provided with a satellite paging system and car phones so that our medical people can provide information on Nalco products during a medical accident promptly. This system coupled with our Material Safety Data sheets provides you with the most comprehensive chemical handling and safety program in the industry.

