



June 2, 2017

Keith McCully, P.E.
Stormwater Division

Dear Mr. McCully

The Duperon FlexRake™ - An Innovative Technology for Wastewater

Thank you for considering the Duperon FlexRake™ for the Indian River County Stormwater application. We enjoy sole source and supplier of choice relationships with several municipalities in the United States. City of Dallas, City of Oxnard, City of Phoenix and others have utilized a sole source status to assure their choice for technology in their stormwater and wastewater applications. The sole source relationship is one in which Duperon Corporation feels honored and is handled with integrity and care.

There are several advantages that the County will receive by having standardized Duperon FlexRake® equipment and lower total cost of ownership including the following reasoning:

1. Benefits for reduced inventory.
2. All units will be identical in fit and function and will maintain uniform look in facility.
3. Maintenance efficiencies by having standardized equipment. No additional training required to learn multiple operating systems. Troubleshooting & upgrades are easier with one system. FlexRake® requires annual visual inspection for maintenance.
4. Consistent performance – satisfied with FlexRake operation.
5. Quick delivery turnaround. Engineering has been completed and can be pushed through production for a speedy delivery.

Other reasons customers choose to sole source are varied.

1. The FlexLink™ system allows for specific advantages such as no carryover of debris into downstream processing, due to its front-cleaning, front-return style.
2. The link system bends in one direction only, forming a bar that becomes the unit's frame and bending to become its own lower sprocket below. No underwater maintenance, no confined space entries are very important to our customers.
3. This FlexLink™ technology also provides the ability to flex around large objects. The FlexRake™ in Phoenix removed a 300 lb. sewer plug with a long length of chain attached as easily as the debris it normally removes. Also, customers tell us it removes 2-3x more volume than their previous equipment.
4. Its adaptability is another asset – when Phoenix had a stone problem, an accessory was created and weights were placed on the scrapers - that handled the issue.
5. Another attraction for Phoenix is the savings of over a million dollars in building costs due to the FlexRake's™ low profile.
6. The FlexRake's™ simplicity is what we hear about most, but not simplicity for simplicity's sake. It drastically reduces cost of ownership in decreased installation and maintenance



costs, spare parts requirements, special manufacturer's on-site charges, and expensive rebuilds.

7. Also, this simplicity means easily disassembling a unit designed to breakdown into 2-3 segments in tight retrofit applications often saving the removal of a roof or other costly measures.

Often in a sole source situation, the customer has to assure that "like" technology is not available through other sources. This is true with the FlexRake™, as Duperon Corporation is the inventor, patent owner, and only manufacturer. Often the Owner must define the advantages of the machine and research to be certain that it qualifies as unique enough to justify sole sourcing.

Regardless of the reason that you may wish to go forward as a sole source, I can promise you, that you may rely upon our integrity and care in handling what we consider an honor and privilege. We will support you in any way that we can, and as always, we operate under the standard, ***"you'll like working with us."***

Please do not hesitate to contact me if we can be of further assistance.

Sincerely,

Duperon Corporation

A handwritten signature in blue ink, appearing to read 'Lorene Bruns', is written over a horizontal line.

Lorene Bruns
Regional Sales Manager
Duperon Corporation