

**W**ATER  
**S**PECIALISTS  
**T**ECHNOLOGIES LLC

1515 Kastner Place, Sanford, FL 32771 \* 407-321-7910 \* fax: 407-321-3098

DATE: March 2, 2017  
TO: City of Clearwater  
ATTN: Public Utilities Department  
SUBJ: TR-50

Water Specialists Technologies is the sole source and manufacturer of TR-50, the City of Clearwater's long-standing waste water treatment chemistry. We hold patent number 4,943,377 for Thio-Red, a method for removing dissolved heavy metals from waste oils, industrial wastewaters, or any polar solvent. Thio-Red is the primary ingredient in TR-50, and Water Specialists Technologies is the sole manufacturer of this product.

We do not currently have any other TR-50 distributor within the state of Florida. The shipping costs provided to Water Specialists Technologies by our LTL carriers are in turn reflected in Clearwater's lower in-state freight charges.

Your sales representative (and Water Specialists Technologies' owner), Dean Schmelter, has held Clearwater's discounted price for this chemistry at or below our distributors' pricing for many years. It reflects both our arrangement for the return of your used totes (an offer that is not extended to any of our other customers), and our continued regard of Clearwater as a preferred customer.

Current pricing of TR-50 in 2580 pound 275 gallon totes remains at \$0.55/lb.

Please call if you have any questions, or if there is anything else you need to set up a blanket purchase order with us again this year. We look forward to continuing to serve you in the future, and appreciate your business.

Pam McKenzie  
Business Manager