

April 12, 2007

Dear Mr. Wandler:

The City of Vancouver would like to thank you for your ongoing support and assistance in sourcing and providing unique, environmental equipment, products, services and programs.

At our request, you have spent time preparing and presenting various sustainable programs to various engineering and operational departments within the City. You have consistently supported us in our mandate to be a leader in providing sustainable alternatives for both municipal and public initiatives. Your participation at the Vancouver Sustainability Forum as a keynote speaker helped tremendously to increase awareness of the many environmental products and programs you offer.

The line of Rea "Saturno" dry steam equipment and mobile units are of great interest to the City. There is increased focus to find environmentally-friendly cleaning and graffiti removal alternatives to high pressure, high volume water cleaning systems that can require heavy use of chemicals. A fleet of mobile and versatile turnkey units especially in high visibility areas, where heavy water usage is a concern, would be very effective.

The McGard asset security line of products you represent, such as manhole cover locks and hydrant locks, will also be useful tools in ensuring optimal safety. The fact that these same products were used at the Atlanta and Salt Lake City Olympics also offers credibility, as many initiatives we implement are duplicated from past Olympic successes.

The commercial water metering systems you provide are an interesting and innovative alternative to the flat-fee system we currently operate at the City. We acknowledge the many water theft issues and hydrant-tampering occurrences. The per-usage PIN system your method utilizes could prevent these issues within the City.

The Wach's line you represent is a premium industrial equipment manufacturer used throughout the City of Vancouver in a variety of applications. We are pleased to have you as our exclusive, local supplier for their products.

We are most excited about Protocol's Concrete Treatment Technology. As discussed previously, there are several issues of constant and costly concern within the City. Preservation, repair and maintenance of aging infrastructure, such as bridges, roadways and buildings, as well as protection of new construction are key and extremely costly. Because we often meet with Purchasing Managers from other cities in the Lower Mainland, we know these are problematic issues for other municipalities as well.

The potential application for your concrete treatment products is well-endorsed by others within the City. We have tried many products over the years, but your product line has met the claims that were proposed.

With the dramatic increase in new construction, we see an increased demand for your product as an admixture. Because it creates a stronger, easier to maintain concrete with improved longevity, your concrete technology is beneficial for green building design and construction projects.

New construction aside, the most essential application for your concrete treatment technology is the millions of square meters of existing concrete construction the City currently maintains. The cost of treating existing infrastructure to increase its use and longevity, significantly out-weigh the costs of replacement. Providing an environmentally friendly technology that helps to dramatically reduce high maintenance costs, while increasing longevity, will be of tremendous advantage to the City of Vancouver.

We look forward to continued support from Protocol Environmental Solutions and yourself to implement and promote products, programs and technology that have significant and extensive application to so many City initiatives and mandates.

Larry Berglund, CPP, MBA
Manager, Materials Management