

Long term Demineralizer Trailer installation.

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To: earlmcwilliams@hotmail.com <earlmcwilliams@hotmail.com>;

Cc: REYES, Michael <michael.reyes@veolia.com>;

Mr McWilliams:

Thank you for contacting Veolia Water Technologies, through your inquiry on our website last week.

With regard to your question, ...

- From a technical standpoint, there are no issues with long term installation of a demineralizer trailer, assuming proper operational and maintenance support during that time. In this regard, the equipment would function similarly to a permanently installed system.
- From an economic standpoint, due to the long term accumulation of rental fees that a customer would incur over 10-15-20 years, ... the ROI would favor a permanent installation be considered. I have copied Michael Reyes on this e-mail, who runs our Mobile fleet, but I have never had a client prefer to operate a mobile system for that period of time, due to this.
- From a practical standpoint, normal contractual agreements with clients are based on 3 factors:
 - Emergency rental - to provide water under emergency conditions to keep a plant operating
 - Planned Temporary - during planned maintenance or downtime on a client's permanent system, or to provide additional capacity until a permanent solution can be found.
 - Long Term Contracts - typically not more than 2-3 years (per the ROI comment above), for clients that may be cash strapped for Capital monies, or do not have a strategy developed for the longer term.

I hope that helps answer your question, ... please feel free to contact Michael if you need additional detail.

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Regards,

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