



October 22, 2020

City of Pinellas Park,
Attn: Will Herbert
5141 78th Ave
Pinellas Park, FL 33781

Ref: Exclusive Distribution

Mr. Herbert,

Empire Pipe & Supply is currently Master Meter's exclusive and only approved distributor in the state of Florida. All pricing, inquiries and sales opportunities of Master Meter products must be handled through Empire Pipe & Supply.

Empire Pipe & Supply was selected as our exclusive distributor due to their location and willingness to maintain inventory, which allows them to better service Master Meter customers in that area. They have made a commitment to stocking products for the various customers in the area and to providing ongoing support and the sales effort needed to grow our business.

Exclusive agreements are very common in our industry today due to the complexity of products being sold. The knowledge needed to properly support a product line such as water meters and electronics is essential to servicing our customers. Working exclusively with one distributor in an area makes it easier to properly track the movement of product and is critical to our ability to respond when a problem occurs.

Please feel free to contact me if you should have any questions. Master Meter and Empire Pipe & Supply look forward to having the opportunity to work with you and thank you for your business.

Respectfully,

A handwritten signature in black ink that reads 'Brandon Foster'.

Brandon Foster
Vice President of Sales – Eastern Region
Master Meter Inc.
bfoster@mastermeter.com
Office (817) 842-8108
Cell (706) 594-5763

cc: David Reas, RSM
Sean Seibert, Empire

**Customer**

PINELLAS PARK
PO BOX 1100
PINELLAS PARK, FL 33780-1100

EMPIRE PIPE - ORLANDO
EMPIRE PIPE & SUPPLY - ORLANDO
2301 ALTON ROAD
BIRMINGHAM, AL 35210

Telephone: 407-295-2400

~~Bid expires on 11/22/20~~

10/22/20 Bid ID: 5008470 3G ANNUAL METER PURCHASE

Page 1

Line	Quantity	Sell Per	Description	Net Price	Extended Price
10	246	EA	5/8X3/4 BL MTR NL 3G USG PB	210.00	51,660.00
20	230	EA	5/8X3/4 BLMTR NL 3G REC USG PB	210.00	48,300.00

Subtotal: 99,960.00

Tax: .00

Bid Total: 99,960.00

All purchases are subject to a 1.5% service charge after due date. It is specifically understood and agreed that the title parts and materials listed or included on above delivery receipt shall remain the property of Empire Pipe & Supply Co. until full payment of same has been received. The purchaser agrees to pay all costs of collection, including a reasonable attorney's fee in the event it becomes necessary to enforce payment thereof. RETURNS: MUST HAVE OUR PRIOR CONSENT, ORIGINAL INVOICE NO. WITH DATE MUST BE FURNISHED, RESTOCKING, RECONDITIONING & FRT. CHARGES ARE APPLICABLE ON ALL RETURNS.

THIS DELIVERY TICKET EVIDENCES A SALE ON THE FOLLOWING TERMS AND CONDITIONS. Buyer's assent thereto shall be deemed expressed either: (a) by Buyer's acceptance of the goods delivered pursuant hereto, or (b) by Buyer's separate written agreement with Seller that all sales to Buyer are governed by and subject to the terms hereof. Empire Pipe and Supply Company (Seller) makes no representations or warranties, expresses or implied, with respect to the goods described on this delivery ticket except as specifically set forth on a separate written product warranty provided to the original purchaser of such goods. Such warranty, if any, run solely to the original purchaser and not to any person or entity that purchases such goods. Seller specifically excludes and disclaims any implied warranty of merchantability and any implied warranty of fitness for a particular purpose. No one is authorized to make any warranty, create any obligation or assume any liability for or on behalf of Seller in connection with goods to be delivered hereunder. Seller's liability is limited to actual replacement of any product proven to have been defective at the time Seller's delivery hereunder. Seller's liability is limited to actual replacement of any product proven to have been defective at the time of Seller's delivery, or the product's specific net purchase value at the time of delivery, whichever is less. In no event will Seller be liable for damages that occur to its product after delivery has been made. In no event will Seller be liable to buyer for any business expenses, loss of profits, penalties or incidental or consequential damages, however caused, whether by Seller's sole or concurrent negligence or otherwise.

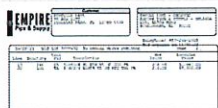
Will Herbert <wherbert@pinellas-park.com>
to Gary, Marty

10:32 AM (4 hours ago)

Hello Gary,
Here is the annual CIP meter quote and sole source from Empire pipe. Please review and let me know if we can proceed with sending to council for agen

Will Herbert
City of Pinellas Park
Utilities Supervisor
Office (727) 369-5737
Cell: (727) 214-7845
Fax: (727) 369-5797
wherbert@pinellas-park.com

2 Attachments



PDF pinellas park - 50...



PDF Sole Distributor-F...



Gary Moskaluk
to me

1:00 PM (1 hou

Good afternoon Will,

As in the past, the electronic meters from Master Meter are a sole sourced item available only from Empire Pipe and Supply.

Please proceed with your agenda item for purchase of the electronic meters.

Thank you.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711



Will Herbert <wherbert@pinellas-park.com>
to Gary

1:28 PM (1 hou

Thank you Gary.