

SANTA



MONICA

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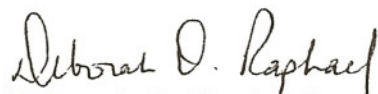
September 11, 1996

Dr. Rob Whiteman
ABS, Inc
3070 F Business Park Drive
Norcross, CA 30071

Dear Dr. Whiteman,

The City of Santa Monica has long been committed to the purchase of environmentally preferable products in all areas of City operations. In particular, our Fleet Management Division has spent a great deal of time researching and testing relevant alternative products used to service and clean City vehicles. The use of petroleum based parts washers has been one area of concern due to the potential for exposure of workers to hazardous ingredients (i.e. known carcinogens) and due to air quality issues related to VOC emissions. We were very pleased to be made aware of the Zymo parts washing system. Use of bio-remediating bacteria and surfactant based cleaners addresses both our human health and environmental concerns. Further, on site testing of the unit has demonstrated its efficacy and the unit has even overcome the natural scepticism of our team of mechanics. Due to the availability and cost effectiveness of this alternative technology, the City plans to phase out the use of petroleum based parts washers and will begin purchasing Zymo units as replacements.

We look forward to a productive relationship with your company and support the development of this type of innovative and environmentally sensitive technology.


Deborah O. Raphael
Environmental Analyst


Ralph Merced
Fleet Maintenance Superintendent