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***Chairman of the Board,
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District of So. Calif.***
Randy A. Record

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Lemieux & O'Neill

Feb 23, 2016

Subject: Longobart and Ross Consulting

Dear Mr. Longobart and Ms. Ross

Working with LRC to re-develop the Vehicle and Equipment Replacement Criteria and Guidelines for Eastern Municipal Water District has been a pleasure and great benefit. You were very sensitive and responsive to our busy schedules that seem to change daily. Your every concern was driven by our needs and making sure we were happy with the end product. You did not just offer a canned, one size approach. This was very refreshing.

I stepped into this position a short time ago and recognized the need to update the replacement criteria of our vehicles and equipment. After discussing this with several other Fleet Managers and reviewing the many systems out there I came to realize there was not a one size fits all replacement system. Many systems called for much more very accurate historical data and resources than we had available.

I reviewed a version of your system in the past and recognized it as customizable to available resources while demonstrating the costs involved of deferring replacement. LRC was already familiar with our software systems and already had established relationships with our software vendors. Together we were able to solve the challenges of developing a system far better than the District had previously while leaving room for further development as our other systems are updated.

I welcome the opportunity to discuss our experience with other clients as you find the need. Thank you for all of your help.

Yours Truly,

Danny Lehman
Fleet Manager

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