

## Schumacher, Dave

---

**From:** Luers, Megan  
**Sent:** Friday, November 12, 2021 12:46 PM  
**To:** Schumacher, Dave  
**Subject:** FW: Legal Approved—HACH REVIEW (T&Cs) -- CITY OF AURORA IL, 11/10/2021, \$200,000, 12 Points - Approval  
**Attachments:** HACH\_Terms\_and\_Conditions\_-\_Nov 2021 Aurora IL.pdf

---

**From:** Rogers, Andrea <andrea.rogers@hach.com>  
**Sent:** Friday, November 12, 2021 12:44 PM  
**To:** Luers, Megan <LuersM@aurora.il.us>; Angiello, Donny <dangiell@hach.com>; Hach East Central Support <eastcentralsupport@hach.com>  
**Subject:** Legal Approved—HACH REVIEW (T&Cs) -- CITY OF AURORA IL, 11/10/2021, \$200,000, 12 Points - Approval

*Warning! This e-mail originated outside the organization. **DO NOT** click links or open attachments unless you confirm the incoming address of the sender and know the content is safe.*

Megan,

We have received approval from legal for the attached. I appreciate your patience. Donny will get you the quote for the turb early next week.

Thanks,

Andrea

Get [Outlook for iOS](#)

---

**From:** Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Sent:** Friday, November 12, 2021 9:08 AM  
**To:** Angiello, Donny; Rogers, Andrea  
**Subject:** FW: HACH REVIEW (T&Cs) -- CITY OF AURORA IL, 11/10/2021, \$200,000, 12 Points - Approval

Donny & Andrea,

Per Troy Hall we can use the attached T&Cs for the upcoming 2 year period as requested by the customer.

**MICHELLE MATHEWSON** | [Manager, Sales Support](#)  
P 970.278.4933 | M 970.617.6867 | F 970.619.5125

---

**From:** Hall, Troy A <[TroyH@mccrometer.com](mailto:TroyH@mccrometer.com)>  
**Sent:** Wednesday, November 10, 2021 1:04 PM  
**To:** Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Subject:** RE: HACH REVIEW (T&Cs) -- CITY OF AURORA IL, 11/10/2021, \$200,000, 12 Points - Approval

Hello Corrie,

The properly negotiated and prior approved 2018 terms are approved to use for the current renewal.

Thank you.

Cheers,  
Troy



**Troy Hall | Contracts Manager**

McCrometer, Inc. | [www.mccrometer.com](http://www.mccrometer.com)



Feedback? Click [here](#) to let us know how we're doing.

---

Confidential - Company Proprietary

---

**From:** WQG-Contracts <[contracts@dhwaterquality.com](mailto:contracts@dhwaterquality.com)>  
**Sent:** Friday, November 5, 2021 2:36 PM  
**To:** Hall, Troy A <[TroyH@mccrometer.com](mailto:TroyH@mccrometer.com)>; Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Cc:** WQG-Contracts <[contracts@dhwaterquality.com](mailto:contracts@dhwaterquality.com)>  
**Subject:** HACH REVIEW (T&Cs) -- CITY OF AURORA IL, 11/10/2021, \$200,000, 12 Points

Hi **Troy**,

This is one of the requests that you assisted Hach with during the Legal Help ½ Hour.

- City of Aurora, IL
- \$200,000
- Due Wednesday, November 10

Hi **Corrie**,

Contracts Manager Troy Hall will be able to review this and we'll plan to have it back to you by Wednesday, November 10.

Thanks,  
Vickie

**VICKIE BROCKWAY** | Legal Administrator, Danaher Water Platform  
☎ 970.663.1377 ext 2423 | ☎ 970.663.9771 direct  
[Vickie.Brockway@dhwaterquality.com](mailto:Vickie.Brockway@dhwaterquality.com)

---

Confidential - Company Proprietary

---

**From:** Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Sent:** Friday, November 5, 2021 8:33 AM  
**To:** WQG-Contracts <[contracts@dhwaterquality.com](mailto:contracts@dhwaterquality.com)>  
**Subject:** CITY OF AURORA IL, 11/15/2021, \$200,000, 12 Points

Hello,

- Hach Company
- Customer is asking us to accept their T&Cs (attached). We negotiated and approved these in 2018 and they would like to extend for another 2 years. Troy Hall reviewed during the legal hours and said it should be fine, can he review and approve ASAP if possible? Thank you!

Thank you and have a great day!

**CORRIE MILLER** | Sales Support Specialist  
P 970-278-4931 | [eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)  
Hach Company | [www.hach.com](http://www.hach.com)

**Be confident in your water analysis. Be right with expert answers, outstanding support, and reliable, easy-to-use solutions from Hach.**

---

Confidential - Company Proprietary

---

**From:** Hach East Central Support  
**Sent:** Thursday, November 4, 2021 1:43 PM  
**To:** Mathewson, Michelle L <[mmathews@hach.com](mailto:mmathews@hach.com)>  
**Subject:** Signature Needed | FW: Hach quote number 100707007v1

Hi Michelle,

May I get your signature on the attached T&C's Titled **HACH\_Terms\_and\_Conditions\_-\_Nov 2021 Aurora IL.pdf** for P&S Quote 100707007v1?

This is a renewal of previously agreed on T&C's. Legal approved us going this route on one of their help hours, as it is very low risk. Thank you!  
Type 5 Contract: Total of Quote \$38,740.70

Thank you and have a great day!

**CORRIE MILLER** | Sales Support Specialist  
P 970-278-4931 | [eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)  
Hach Company | [www.hach.com](http://www.hach.com)

**Be confident in your water analysis. Be right with expert answers, outstanding support, and reliable, easy-to-use solutions from Hach.**

---

Confidential - Company Proprietary

---

**From:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>  
**Sent:** Thursday, October 28, 2021 8:34 AM  
**To:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Cc:** Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Subject:** RE: Hach quote number 100707007v1

I have attached the previous T&Cs that we have used since 2018. Please let me know if we can continue with them.

Thanks

Megan Luers

Laboratory Manager  
Water Production Division  
City of Aurora, IL  
630.256.3255 Office  
630.291.3929 CELL PHONE

---

**From:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Sent:** Thursday, October 28, 2021 9:02 AM  
**To:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>  
**Cc:** Hach East Central Support <[eastcentralsupport@hach.com](mailto:eastcentralsupport@hach.com)>  
**Subject:** RE: Hach quote number 100707007v1

*Warning! This e-mail originated outside the organization. **DO NOT** click links or open attachments unless you confirm the incoming address of the sender and know the content is safe.*

Hey Megan,

I've CC'd Corrie here. Is there anything specific the city takes exception to? We need to know this as part of our review process. If we came to terms before, I don't see why we can't just keep them, but we have to ask at renewal. Any idea?

Best,

**DONNY ANGIELLO** | Regional Sales Manager-Municipal Illinois  
P 970.669.3050 ext 2148 | M **630.659.7532** | F 970.461.3916  
Hach Company | [www.hach.com](http://www.hach.com) | [dangiell@hach.com](mailto:dangiell@hach.com)

The graphic is a promotional banner for the Hach SC4500. On the left, there is a circular diagram with four segments: 'Process Management' (top-left, teal), 'Instrument Management' (top-right, green), 'Data Management' (bottom-right, orange), and 'Claros' (center, blue). To the right of this diagram, the text reads 'Eliminate Uncer', 'Increase Conf', and 'See the Po' followed by 'Clar' in large blue letters. Further right is a photograph of the SC4500 device, a rugged handheld unit with a screen and buttons. To the right of the device, the text 'SC4500' is in large blue letters, followed by 'Ready for Now' and 'Ready for the Future' in orange.

Confidential - Company Proprietary

---

**From:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>  
**Sent:** Thursday, October 28, 2021 8:54 AM

**To:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>

**Subject:** RE: Hach quote number 100707007v1

This is the service contract that we are currently under. It expires December of this year. I have to have the new contract with terms and conditions to council early next month so that we can have one for 2022/2023.

*Megan Luers*

*Laboratory Manager*

*Water Production Division*

*City of Aurora, IL*

*630.256.3255 Office*

**630.291.3929 CELL PHONE**

---

**From:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>

**Sent:** Thursday, October 28, 2021 8:51 AM

**To:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>

**Subject:** RE: Hach quote number 100707007v1

*Warning! This e-mail originated outside the organization. DO NOT click links or open attachments unless you confirm the incoming address of the sender and know the content is safe.*

Megan,

Verifying. As far as the physical service contract, Can you send me the one you're working off of now by chance? Does it expire soon? Or is this preemptive?

Thanks!

-Donny

---

Confidential - Company Proprietary

**From:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>

**Sent:** Wednesday, October 27, 2021 4:55 PM

**To:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>

**Subject:** Re: Hach quote number 100707007v1

If the previous T&Cs could be continued and if there was a new quote available for the service contract. I was hoping we could do the two year contract again.

Other non rush items would be adding handling to the pick and ship. Shipped was already added. And how would I go about trading in a pH probe that is under two years old but will not calibrate. Last thing would be pricing for the turb with auto flush for this year possibly.

Thanks. Sorry to keep bugging you.

Megan Luers

Laboratory Manager  
Water Production Division  
City of Aurora, IL  
630-256-3255  
630-291-3929 Cell Phone

---

**From:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Sent:** Wednesday, October 27, 2021 4:43:22 PM  
**To:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>  
**Subject:** RE: Hach quote number 100707007v1

*Warning! This e-mail originated outside the organization. **DO NOT** click links or open attachments unless you confirm the incoming address of the sender and know the content is safe.*

Hey Megan,

We are extra slow this year, like most of the world. I can send in again and try to ask for faster assistance. Sorry!  
Basically, you want to know if we are going to keep the status quo T&C we've used with Aurora previously, correct?

Best,  
Donny

Confidential - Company Proprietary

---

**From:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>  
**Sent:** Monday, October 25, 2021 9:41 AM  
**To:** Angiello, Donny <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Subject:** FW: Hach quote number 100707007v1  
**Importance:** High

---

**From:** Luers, Megan  
**Sent:** Wednesday, October 20, 2021 10:20 AM  
**To:** DONNY ANGIELLO ([dangiell@hach.com](mailto:dangiell@hach.com)) <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Subject:** FW: Hach quote number 100707007v1  
**Importance:** High

Hi Donny

Just wondering if there's been any head way on the service contract and terms and conditions. I will need to get this to council early next month so that we can continue with our normal service plan.

Megan Luers

Laboratory Manager  
Water Production Division  
City of Aurora, IL  
630.256.3255 Office  
**630.291.3929 CELL PHONE**

---

**From:** Luers, Megan  
**Sent:** Wednesday, October 13, 2021 2:22 PM  
**To:** DONNY ANGIELLO ([dangiell@hach.com](mailto:dangiell@hach.com)) <[dangiell@hach.com](mailto:dangiell@hach.com)>  
**Subject:** FW: Hach quote number 100707007v1  
**Importance:** High

Hi Donny

Any chance that they could add on the handling costs too? Shipping was added to the pick and ship quote but not handling (\$51.84 per quarter). Have you heard anything on the service contract or the terms and conditions?

Also I have a pH probe that we would like to trade in towards a new one. The probe is under two years old and will not calibrate. The S/N is 1907441797. Could you let me know what needs to be done?

Thanks

Megan Luers

Laboratory Manager  
Water Production Division  
City of Aurora, IL  
630.256.3255 Office  
**630.291.3929 CELL PHONE**

---

**From:** [comiller@hach.com](mailto:comiller@hach.com) <[comiller@hach.com](mailto:comiller@hach.com)>  
**Sent:** Monday, October 11, 2021 12:40 PM  
**To:** Luers, Megan <[LuersM@aurora.il.us](mailto:LuersM@aurora.il.us)>; [dangiell@hach.com](mailto:dangiell@hach.com)  
**Subject:** Hach quote number 100707007v1

*Warning! This e-mail originated outside the organization. **DO NOT** click links or open attachments unless you confirm the incoming address of the sender and know the content is safe.*

Hello Megan,

On behalf of Donny and Hach Company, thank you for your interest in Hach products. The attached quotation is valid for sixty (60) days.

**PLACING AN ORDER: REFERENCE YOUR QUOTE NUMBER: 100707007v1**

PHONE: 800-227-4224 extension 6100, for urgent orders

E-MAIL: [orders@hach.com](mailto:orders@hach.com)

FAX: 970-669-2932

WEB: [www.hach.com](http://www.hach.com)

If you have any questions or need additional information, please contact Donny at 630-659-7532 or via e-mail [dangiell@hach.com](mailto:dangiell@hach.com)

We appreciate your business and look forward to offering you the quality products and services we are proud to deliver to our customers.

Sincerely,

Corrie Miller | [www.hach.com](http://www.hach.com)

East Central & Distribution Support Specialist

P 800.227.4224 | F 970-669-2932

Be confident in your water analysis. Be right with expert answers, outstanding support, and reliable, easy-to-use solutions from Hach.

Please be advised that this email may contain confidential information. If you are not the intended recipient, please notify us by email by replying to the sender and delete this message. The sender disclaims that the content of this email constitutes an offer to enter into, or the acceptance of, any agreement; provided that the foregoing does not invalidate the binding effect of any digital or other electronic reproduction of a manual signature that is included in any attachment.

Please be advised that this email may contain confidential information. If you are not the intended recipient, please notify us by email by replying to the sender and delete this message. The sender disclaims that the content of this email constitutes an offer to enter into, or the acceptance of, any agreement; provided that the foregoing does not invalidate the binding effect of any digital or other electronic reproduction of a manual signature that is included in any attachment.

Please be advised that this email may contain confidential information. If you are not the intended recipient, please notify us by email by replying to the sender and delete this message. The sender disclaims that the content of this email constitutes an offer to enter into, or the acceptance of, any agreement; provided that the foregoing does not invalidate the binding effect of any digital or other electronic reproduction of a manual signature that is included in any attachment.

Please be advised that this email may contain confidential information. If you are not the intended recipient, please notify us by email by replying to the sender and delete this message. The sender disclaims that the content of this email constitutes an offer to enter into, or the acceptance of, any agreement; provided that the foregoing does not invalidate the binding effect of any digital or other electronic reproduction of a manual signature that is included in any attachment.



Please be advised that this email may contain confidential information. If you are not the intended recipient, please notify us by email by replying to the sender and delete this message. The sender disclaims that the content of this email constitutes an offer to enter into, or the acceptance of, any agreement; provided that the foregoing does not invalidate the binding effect of any digital or other electronic reproduction of a manual signature that is included in any attachment.