

Exhibit - O

Clarification on Required Materials

A statement was emailed to the Lake County Office of Procurement by a representative of AccuDock requesting clarity regarding **Section 4.12** of this project's scope stating:

"...Aluminum float (fully welded aluminum float frame filled with solid polyurethane foam core covering all bottom of the dock, no substitutions). High Density Polyethylene (HDPE) float and Polystyrene foam are not acceptable materials."

The representative of AccuDock asked:

"...We ask that you please reconsider your decision to allow AccuDock [polystyrene] to be an approved equal [...] If the ruling stands, then could you please explain why."

Response:

There is a formal procedure for requesting consideration for equal product outlined in **Section 20** of this projects scope. During that process, vendors have opportunity demonstrate and promote their products.

Additionally, Lake County has in past, utilized expanded polystyrene foam as well as solid polyurethane. With these products being utilized in juxtaposition, the County has found that the polyurethane has faired better than the polystyrene in specific instances which are similar to this project in scope.

While there are pros and cons to each product, the County is basing it's decision to utilize polyurethane over polystyrene on it's favorable performance in historic projects executed by Lake County.

If AccuDock offered solid polyurethane foam as an alternate or optional material in their products, then Accudock would not be excluded. The County will accept products from qualified vendors as long as the materials used in production meet the requirements that are set.