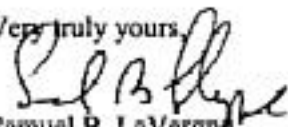


Consistent with industry practice, you can lease our buildings. Moreover, we have set our building lease rates equal to or less than the daily rate of wood frame trailers so that it will make economic sense for you to replace every wood frame trailer in your plant. Up until now, the best that you can do is to move wood frame trailers to remote locations where blast risks are not as high. Those areas are always far away from the process and add to your labor costs. Although you move trailers to low blast overpressure areas, the trailers will still suffer significant damage in a blast because at 1.0-psi, "isolated buildings overturn...[and] roofs and walls collapse." See Table 4, *API Recommended Practice 752*. Our units have a peak free-field, not reflective, capacity of 5.0 to 8.0-psi. Therefore, you can locate our units deep within process areas and still avoid placing your personnel at risk.

Other applications for our buildings include:

- Operator shelters (layout enclosed),
- Office complexes (layout enclosed),
- Control rooms,
- Tool rooms, and
- Analyzer and process control equipment shelters (layout enclosed).

This makes sense to us. We would like to know what you think. I will call you in a few days to get your thoughts on our product. In the meantime, call me if you have any questions.

Very truly yours,  
  
 Samuel B. LaVergne

## ***Nautica Buildings*** **Price Sheet**

### **5.0-psi Rated Modular Blast Building**

Three (3) standard office floor plans tailored to petrochemical applications. Each MBB includes top quality construction that has a blast rating of up to 5.0-psi; Class I, Division II HVAC components and exterior lighting; Category V wiring with data and telephone ports at each workstation, interior and exterior access interfaces, and fiber optic ready.

#### **Purchase**

Price per MBB
\$ 89,500

#### **Short and Medium Term Leasing Options**

Lease Term	Rate Per Unit
	Per diem
Month to Month	\$72.00
1 to 4 years	\$66.00

#### **Long Term Leasing Options**

Lease Term	Rate Per Unit	Residual Purchase Price*
	Per diem	Per Building
5 Year	\$ 60.50	\$43,417
6 year	\$ 44.75	\$40,407
7 Year	\$ 40.70	\$37,511
8 Year	\$ 37.68	\$34,489
9 Year	\$ 35.36	\$31,421
10 Year	\$ 33.35	\$26,309

\*Lease purchase options are available with a two month prepayment fee and are able to be exercised at the end of years 5-10 with the listed residual price.

#### **Other Options**

- 8.0-psi Overpressure Capacity
- Positive pressure system
- Gas detection
- Custom desks, cabinetry and workstations

**\$33/day**