



Statement of Qualifications

History

FLUTE was founded in 1996 by Carl Keller, current owner and principal scientist. The original purpose of the company was to develop and prove the unique measurement concepts using flexible liners. In the last ten years the company has grown into a major supplier of underground measurement methods to the environmental industry with 20 full time employees. FLUTE holds 17 patents on underground measurement methods, 16 using everting liners. FLUTE has patents in 13 foreign countries. FLUTE methods are in use in 47 of the 50 States, plus Canada, Japan, Denmark, France, UK, Israel, Australia, South Korea, South Africa, Germany, and Spain. The FLUTE flexible liner technology received the *R&D 100 award* in 1994 and the **NGWA technology award** in 2008.

FLUTE sales have been growing over the past 5 years as acceptance has been gained in the environmental market as demonstrated by major sales to the EPA, State of New Jersey, and many other states, and for use at many other sites under regulatory control.

Customers

FLUTE customers are usually environmental contractors in service to major manufacturing corporations with ground water contamination problems involving TCE, and other DNAPLs, petroleum products, mining and smelting wastes, or other kinds of ground water contamination in both the saturated and the vadose zones. Whereas we do not claim endorsement by our customers, we can list some of our major customers as follows:

HydroQual (Honeywell)
Cummings Ritter (Viacom)
GSC (IBM)
CH2M Hill (NASA)
Environ (DOE)
GES (Exxon Mobile)
HydroQual (EPA/NJDEP)
MWH (Boeing)
Malcolm Pirnie (EPA)

Each of the above projects ranged from \$0.25 to >\$1M in FLUTE services.

FLUTE facilities

FLUTE systems are manufactured in the Santa Fe, NM plant and in the Albuquerque, NM facilities. The main office is at 6 Easy Street, Santa Fe, NM 87506 (888-333-2433). FLUTE's main office and facilities have been in Santa Fe at the same address since 1998. FLUTE also has an office with staff and equipment in Warminster, PA for service to East

Coast projects. An administrative office is in Pound Ridge, NY. Fielding staff are primarily at the Albuquerque and Warminster offices.

FLUTE field installations

FLUTE field personnel install all Water FLUTE systems and perform all hydraulic conductivity measurements to assure the best possible service and performance. A one hour training video teaches the customer to install blank flexible liners if he desires.

FLUTE products and warranty

The major FLUTE products are described in detail at the FLUTE web site www.flut.com.

FLUTE warrants all of its products to be free of manufacturing or material defects. FLUTE will remove and repair or replace, at its expense, those systems found to be defective. This warranty does not extend to damage to the liner systems caused by puncture in the borehole due to sharp objects such as pipe, tools or sharp rocks in the borehole. Damage due to extreme hydrologic conditions not brought to FLUTE's attention in writing is not covered by this warranty. The successful use of FLUTE products has been published in many technical conferences and juried journals.

FLUTE insurance

FLUTE carries a full suite of liability insurance for its activities.

FLUTE training

FLUTE personnel are trained for their particular duties from fabrication to field installations. Each of the fielding staff and the production management staff have received the hazardous site 40 hour training required for most sites. In addition, formal accident awareness and prevention classes have been taught to those involved in FLUTE activities. In 11 years of operation, FLUTE has had no reportable OSHA incidents. All FLUTE production and fielding activities are conducted according to established written procedures.

Address questions about FLUTE qualifications to Carl Keller at 888-333-2433. Resumes of FLUTE's management staff are available upon request.

Summaries and references are available for explicit experience areas (e.g., Water FLUTES at Superfund sites), or for particular customers (e.g., US Army Corps of Engineers) upon request to info@flut.com.