

VILLAGE PRESIDENT
Ray Danford

VILLAGE CLERK
Jerry Menard

VILLAGE TRUSTEES
Rita Baker
Seth Speiser
Charlie Mattern
Ray Matchett, Jr.
Steve Smith
Mike Blaies

VILLAGE OF FREEBURG

FREEBURG MUNICIPAL CENTER
14 SOUTHGATE CENTER, FREEBURG, IL 62243
PHONE: (618) 539-5545 • FAX: (618) 539-5590
Web Site: www.freeburg.com

VILLAGE ADMINISTRATOR
Dennis Herzing

VILLAGE TREASURER
Bryan A. Vogel

PUBLIC WORKS DIRECTOR
Ronald Dintelmann

POLICE CHIEF
Melvin E. Woodruff, Jr.

VILLAGE ATTORNEY
Weilmuenster Law Group, P.C

February 11, 2013

NOTICE MEETING OF THE ELECTRIC COMMITTEE (Blaies/Smith/Matchett)

An Electric Committee Meeting of the Village of Freeburg will be held at the Municipal Center, Executive Board Room, **Wednesday, February 13, 2013, at 5:30 p.m.**

ELECTRIC COMMITTEE MEETING AGENDA

I. Items to be Discussed

A. Old Business

1. Approval of January 9, 2013 minutes
2. Franchise Fee (Ameren)
3. HAPS
4. Portable Generator replacement
5. Arc Flash
6. Safety Training
7. Digger truck
8. Charter Agreement
9. Wiegmann's project/Grade school project
10. Shed
11. Lighting on Kessler Road
12. Spreadsheet of agreements
13. Risk assessment conducted by insurance company
14. Combustion turbine
15. APPA Legislative Rally
16. Spill Containment
17. Doors at old power plant

B. New Business

1. Wiegmann replacement transformer

C. General Concerns

D. Public Participation

E. Adjourn

At said Electric Committee Meeting, the Village Trustees may vote on whether or not to hold an Executive Session to discuss the selection of a person to fill a public office [5 ILCS, 120/2 - (c) (3)], litigation [5 ILCS, 120/2 - (c)(11)] personnel [5 ILCS, 120/2 - (c) (1)]; or real estate transactions [5 ILCS, 120/2 - (c)(5)].

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ELECTRIC COMMITTEE MEETING
Wednesday, February 13, 2013 at 5:30 p.m.

The meeting of the Electric Committee was called to order at 5:30 p.m. on Wednesday, February 13, 2013 by Chairman Mike Blaies. Committee members present were Chairman Mike Blaies, Trustee Steve Smith, Trustee Ray Matchett, Public Works Director Ron Dintelmann, Assistant Public Works Director John Tolan and Office Manager Julie Polson.

A. OLD BUSINESS:

1. Approval of January 9, 2013 Minutes: Trustee Ray Matchett motioned to approve the January 9, 2013 minutes and Trustee Mike Blaies seconded the motion. All voting aye, the motion carried.
2. Franchise Fee (Ameren): Ron stated he has not done anything with this. He will discuss contacting the customers about this with Dennis.
3. HAPS: Ron said we are waiting on the permit.
4. Portable Generator Replacement: Ron is obtaining prices on a replacement generator. He believes we are better off looking for a rebuilt generator rather than taking our portable ones apart.
5. Arc Flash Study: Ron said we still need to do the cutout on the doors.
7. Safety Training: Ron said we have our CPR training in February. He showed the committee the personal voltage detectors we purchased for the linemen. He is hoping to have money in the budget to purchase enough for the rest of the public works employees. We would also like to get one for the police department. We have also started a new policy where each employee signs off on receipt of safety equipment as well as the training on that equipment. John said he is holding sessions to review safety procedures every couple of weeks. Ron reported Tyler Isaak passed his second lab and will now start working on Step 3.
8. Digger truck/demo: John said the bucket truck is scheduled for its final inspection before painting on February 26-27th. We will send two linemen to inspect it and should have it two weeks after that.
9. Charter Agreement: Nothing new.
10. Wiegmann's project/Grade School project: The Wiegmann's project is ongoing. John said we have a meeting with them tomorrow morning to go over some of their issues. He said the guys have been busy with tree trimming but we should be

able to get Shane and Clark out there soon to work on the project. The school needs to bid their portion of the work.

11. Shed: The shell and roof are up. Ron is getting prices on the gutters and downspouts which will be the first thing we have to take care of. He is also getting a price to see how much it would cost to have someone do the concrete floor. The cost to install radiant heating in the floor is about \$12,000. That does not include the water supply costs. Ron checked with Grainger on hanging heaters and they cost about \$2,000 - \$2,500 for a 25,000 BTU. We would probably need 3 of those. Ron has Pat Netemeyer drawing up some sketches of the plumbing.
12. Spreadsheet of agreements: The spreadsheet was updated to reflect the refinancing of the electric bond, the sewer machine payments, uniform agreement. Julie will get the new sewer loan on the spreadsheet which will replace the sewer loan paid off in February.
13. Lighting on Kessler Road: John said the project is done and the item can be taken off the agenda.
14. Risk assessment conducted by insurance company: Ron is working on the inspection books for both switchyards. Ron said he talked to IMEA about having them conduct the infrared testing. That unit is out for repair right now but we will get that scheduled. John is meeting with the insurance company representative tomorrow to take pictures, etc. We are still going to have BHM&G send us a letter with their recommendations and discuss those with our insurance company.
15. Combustion turbine: Nothing new.
16. APPA Legislative Rally: Julie hasn't heard from anyone. Item will be taken off the agenda.
17. Spill containment: Spill containment areas are done.
18. Doors at old power plant: Ron said the contract was awarded to Thermo Door and they will be replacing 5 doors.

B. **NEW BUSINESS:**

1. Wiegmann replacement transformer: Ron said Wiegmanns' 1000 kva transformer went out a couple of weeks ago. We had to replace it with a 500 kva used transformer from Mascoutah because we didn't have a backup transformer on hand. We paid about \$5600 for that transformer. We need a spare in case anything like that happens again and included quotes from Dakota \$14,900, Solomon \$10,950 and T&R \$12,085. All are remanufactured copper primary and secondary. He then received a quote from Dakota in the amount of \$8,500 for a used remanufactured unit made with copper primary and aluminum secondary. He also checked on prices to sell the 1000 kva from Wiegmanns and Solomon bid \$3.00 per kva or \$3,000.

Trustee Steve Smith motioned to recommend to the full Board to accept Solomon's bid in the amount of \$10,950 for the purchase of a 500 kva remanufactured transformer and Trustee Ray Matchett seconded the motion. All voting aye, the motion carried.

Trustee Steve Smith motioned to recommend to the full Board that we surplus the 1,000 kva transformer back to Solomon at \$3.00 per kva and Trustee Ray Matchett seconded the motion. All voting aye, the motion carried.

Ron advised the committee he talked to Tyler Urbanski's instructor from Indiana and also IMEA regarding his training. We are going to send him back to Indiana to finish his apprentice lineman training. Once he does, the Department of Labor will then transfer him from Indiana to Illinois. Tyler will attend the next class in September.

C. GENERAL CONCERNS: None.

D. PUBLIC PARTICIPATION: None.

E. ADJOURN: Trustee Steve Smith motioned to adjourn at 6:32 p.m. and Trustee Ray Matchett seconded the motion. All voting aye, the motion carried.



Julie Polson
Office Manager

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ELECTRIC COMMITTEE MEETING
Wednesday, January 9, 2013 at 5:30 p.m.

VILLAGE ADMINISTRATOR
Dennis Herzing

VILLAGE TREASURER
Bryan A. Vogel

PUBLIC WORKS DIRECTOR
Ronald Dintelmann

POLICE CHIEF
Melvin E. Woodruff, Jr.

VILLAGE ATTORNEY
Weilmuenster Law Group, P.C

The meeting of the Electric Committee was called to order at 5:30 p.m. on Wednesday, January 9, 2013 by Chairman Mike Blaies. Committee members present were Chairman Mike Blaies, Trustee Steve Smith (absent), Trustee Ray Matchett, Public Works Director Ron Dintelmann, Village Administrator Dennis Herzing and Office Manager Julie Polson. Guest present: Janet Baechle (5:55 p.m.).

A. OLD BUSINESS:

1. Approval of December 12, 2012 Minutes: Trustee Ray Matchett motioned to approve the December 12, 2012 minutes and Trustee Mike Blaies seconded the motion. All voting aye, the motion carried.
2. Franchise Fee (Ameren): Dennis had Jane print a list of utility customers that have our water but not our electric. Upon a brief review of the list, it looks like we have 10 – 15 customers that it might be worth going to Ameren and charging a franchise fee for them. Dennis is concerned that those customers are most likely paying more than our electric customers and doesn't want to increase their bill by another 5%. Another option we should consider is contacting these customers to see if they would be interested in becoming a Village of Freeburg electric customer. We already have an agreement with Ameren in place. It would just be a matter of figuring out the costs. Dennis and Ron will work on contacting those customers.
3. Highway lighting: Ron said this project is done and asked the trustees if they wanted additional lighting. The plan was to install additional lighting once we had more growth along the highway north of town. The committee agreed to take the item off the agenda until that area builds up.
4. HAPS: Ron said we are waiting on the permit.
5. Portable Generator Replacement: Ron has not checked with the insurance company yet. Ron is looking into taking the generator out of the portable one in for repair at Burr Oak and putting it into the portable one at the north power plant.
6. Arc Flash Study: Ron said all the relays are done. We still need to do the cutout on the doors. Ron said Chuck from BHM&G advised us not to do the cutouts since the locks on the door are not arc flash rated. Both Ron and Dennis feel the cutouts are still a good thing to do and will only cost about \$500 in materials.
7. Safety Training: Ron has we have flagger training in January and CPR training in February.

8. Digger truck/demo: We are now expecting a February delivery on the truck.
9. Charter Agreement: Dennis said Attorney Manion needs to review the proposed contract.
10. Wiegmann's project/Grade School project: The Wiegmann's project is ongoing. The school needs to bid their portion of the work.
11. Shed: The property has been staked and Dennis said the lot is pretty flat and it won't take much to get it ready. We have not received the shop drawings. Mike would like to have the doors at the old plant added to the agenda.
12. Security at North Power Plant: Nothing new. Item can be taken off the agenda.
13. Lighting on Kessler Road: Ron said the project is ongoing. Everyone on Westview has been switched and we are ready to trench.
14. Spreadsheet of agreements: A copy of the spreadsheet was included in the packet. Julie will get it updated for the next committee meeting.
15. Risk assessment conducted by insurance company: Ron said BHM&G reviewed the insurance company's recommendations and does not agree with some of them. Chuck will be sending us a letter on that which will include the industry standards that he thinks we should follow. Ron said we are going to have to put some money in the budget to address some of the issues.
16. Combustion turbine: Nothing new.
17. APPA Legislative Rally: If anyone is interested in attending, Julie would like to get them registered as soon as possible.
18. Spill containment: Don Gass will be placing the concrete blocks around the spill containment area at the old plant. The spill containment at the north power plant worked out very well. Kohnen is going to come out and move the concrete vessels to the area that has been set aside for the containment. Ron has instructed the guys on how to drain the area if it needs it. Verbal from BHM&G is going to write up the spill containment plan.
19. Bucket truck repair: The quote from Drake Scruggs was attached. It will cost \$10,418.68 to repair/replace the inner boom hoses, hose bearing, extension chains, etc. There is an additional cost of \$1,000 to reseal the extension cylinder and Ron thinks that should be done when the other repairs are being taken care of. We probably won't have the repair done right now in case of inclement weather. Ron will contact Drake Scruggs to insure the price will remain the same until we want the work done.

Trustee Ray Matchett motioned to recommend to the full Board the 2001 Reach All Bucket Truck be repaired at a cost not to exceed \$12,000.00 and Trustee Mike Blaies seconded the motion. All voting aye, the motion carried.

B. NEW BUSINESS: Ron said we have two trenchers and he would like to surplus the old one. There are some issues with it and it is not working well. Item will be taken to the Water/Sewer committee.

C. GENERAL CONCERNS: None.

D. PUBLIC PARTICIPATION: None.

E. ADJOURN: *Trustee Ray Matchett motioned to adjourn at 6:25 p.m. and Trustee Mike Blaies seconded the motion. All voting aye, the motion carried.*



Julie Polson
Office Manager

Agreements In Effect

Agreement	Term	Payments *Figures as of 2/10/12
Ameren Gas Franchise Ameren pays in August	8/15/2011 - 8/15/2021	2012: \$14,985 2013: \$12,475 2014: \$ 9,965 2015: \$7,455 2016-21: \$4,950
American Tower request to negotiate lease	Purchase price of \$86,000; perpetual easement	1/18/99 - 1/17/19 \$6,900 (thru 2010) \$7,935 (thru 2015) \$9,125 (thru 2019)
AT&T Land Line Contract	3 year term expires 12/23/2012	None, discount received on monthly bill
Charter - cable franchise	1/18/99 - 1/17/19; being negotiated	3% of gross revenue (\$18,000/yr)
Charter Pole Rental Agreement	\$5.00 per pole/800 poles	\$4,000.00 yearly
C.J. Schlosser & Company (audit)	3/31/11 - 3/31/13	\$9,050 (2011) \$9,300 (2012) \$9,550 (2013)
CellNet - Ameren/Landis & Gyr (Pole Meter Agreement)	6/6/11 - 6/5/13	\$480 yealy pole rental + utility cost
Citizens Bank	1/9/12 - 1/9/15	3 annual payments of \$12,864.59 beginning on 1/9/13 for 2011 Case backhoe
Citizens Bank	Pool loan - pending (approximately \$250,000)	
Citizens Bank	Sewer machine loan (\$46,000)	two payments of \$24,216.71
Citizens Bank	Electric digger truck	\$175,000; not financed yet.
Clean Uniform	3/1/12 - 2/28/18	Public works uniform agreement
IDOT Traffic Signal Master Agr.	7/1/11 - 6/30/21	No payments to us
IEPA - Wastewater Project L17-1760	Total due \$618,589.02; paid \$334,827.30 to date.	\$283,761.72 owed to be paid off in 18 semi annual payments of \$15,764.54 on 10/21/20
IEPA - Drinking Water L17-1284	Total due \$140,179.80; paid \$86,656.35 to date.	\$53,523.45 owed to be paid off in 15 semi annual payments of \$3,568.23 on 3/1/19
IEPA - Wastewater Project L17-0039	Total due \$177,39.84; paid \$164,252.16 to date.	\$13,687.68 owed to be paid off in three semi annual payments of \$4,562.56 on 2/25/13
KDL/Windstream (fiber through town)	6/6/11 - 6/5/16	Invoiced yearly \$10 pole/50 poles - \$500.00
North Power Plant Bond Issue	Refinanced \$4,780,000; have paid \$303,995.17 as of 12/12	\$440,000 paid yearly (principal & interest); ends December, 2025

Agreements In Effect

Real Estate Tax Abatements	Tax year 2011 Tax year 2014 year 2022	Tax \$2,982.13 \$226.67 \$1410.75
Swimming Pool Bonds	\$550,000 - 15 year term	\$50,000 per year through 2026
TIF Bonds	\$2,050,000	Approximately \$170,000 annual debt service, ends 2028
TIF Notes related to the First Amendment to the TIF Agreement	Expires 12/31/2028 or sooner if notes are paid off	\$365,692.60 - relocation costs; \$248,062.00 - traffic light

T+R Electric

Remanufactured
500 KVA Transformer \$12085⁰⁰

Buy Transformer
1000 KVA 3.00 per KW \$3000⁰⁰

FPWD

From: "Cassi Cook" <
To: "FPWD" <FPWD@FREEBURG.COM>
Sent: Tuesday, January 29, 2013 8:09 AM
Subject: RE: Village of Freeburg, IL (500 KVA Padmount Quote)

Sorry Ron,

We are interested in the padmount. We can pay \$3.00 per KVA for your 1000 KVA Padmount.

I apologize that I did not get back to you sooner about this.

Please let me know if there are any questions!

Thank you!!

Cassi Cook

Sales Assistant

Solomon Corporation

1-800-234-2867, ext. 480

ccook@solomoncorp.com

From: FPWD [mailto:FPWD@FREEBURG.COM]
Sent: Tuesday, January 29, 2013 8:06 AM
To: Cassi Cook
Subject: Re: Village of Freeburg, IL (500 KVA Padmount Quote)

Are you not interested in it if it's not from you?

----- Original Message -----

From: [Cassi Cook](#)
To: 'FPWD'
Sent: Thursday, January 24, 2013 10:15 AM
Subject: RE: Village of Freeburg, IL (500 KVA Padmount Quote)

Thank you. If the unit was purchased from Solomon, we should be able to look up the serial number and find if it was copper wound or aluminum wound.

Cassi

From: FPWD [mailto:FPWD@FREEBURG.COM]
Sent: Thursday, January 24, 2013 10:02 AM
To: Cassi Cook
Subject: Re: Village of Freeburg, IL (500 KVA Padmount Quote)

OK I'll have to get it.

----- Original Message -----

From: [Cassi Cook](#)
To: 'FPWD'
Cc: [Heath Funston](#) ; [Nick Hartzell](#)



SOLOMON CORPORATION

Powerful Transformer Solutions

Established 1971

103 West Main Street
Solomon, Kansas 67480

www.solomoncorp.com

785-655-2191
FAX 785-655-2502
Toll Free 800-234-2867

January 23, 2013

Village of Freeburg
Freeburg, IL
Attn: Ron Dintelmann

Solomon Corporation offers the following quotation for your consideration:

- 1) 500 KVA Three Phase Padmount Transformer **\$10,950.00**
HV: 4160Y/2400 x 12470Y/7200 (95 KV BIL)
LV: 480Y/277 (30 KV BIL)
65 Degree C Rise, OA, 60 Hertz, Standard Impedance
2-2.5% FCAN & BN Taps on 12470Y/7200 side
6) Wells & Inserts Primary Bushings - Loop Feed
4-Hole Spade Secondary Bushings
Bayonet Fusing with Bayonet Drip Guards
Liquid Level Gauge
Drain Valve with Sampler, Pressure Relief Device
New Copper Primary & Secondary Windings!!
Standard Padmount Accessories
New Oil, Certified Non-PCB

SHIPMENT: 4-5 Weeks ARO

WARRANTY: 36 Months

FOB: Freight Allowed to Illinois

TERMS: Net 30 Days with prior approved credit

(Unit quoted subject to availability.)

~ Pricing good for 30 days!

Please call me at 1-800-234-2867 (ext. 193) if you have any questions.

Thank you,

Heath Funston - Territory Manager
email: hfunston@solomoncorp.com
1-800-234-2867 ext. 193

HF/cdc



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www.solomoncorp.com

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FAX 785-655-2502
Toll Free 800-234-2867

Standard Terms and Conditions of Sale Updated, May 2011

Terms of Offer: This quotation constitutes an offer to sell according to the terms included. The offer is good for 30 days from the date of quotation and shall be deemed accepted upon receipt and acceptance of a purchase order. The buyer will be deemed to have assented to all terms and conditions contained herein

Payment terms: Standard payment terms are net 30 days, pending credit approval of the buyer. Solomon Corporation reserves the right to require prepayment or progress payments for products and services of substantial size or financial risk. Any extension beyond these standard payment terms must be approved in writing prior to acceptance of an order. In the event Buyer fails to make payment when due, the buyer's entire account becomes immediately due and payable, and all amount are subject to service charges at the maximum contract rate permissible by law.

Order Cancellation: Orders cancelled after the acceptance of buyer's purchase order will be subject to appropriate cancellation or re-stocking charges. The charges will be dependent on the amount of labor and material expense, including design, engineering and administrative work, that has been completed at the time of order cancellation.

Shipments: All products are shipped FOB buyers designated delivery point unless otherwise specified. Freight charges are included in the purchase price unless otherwise specified in the price quotation. The buyer is responsible for providing labor and equipment to unload Solomon Corporation's truck. Solomon Corporation at its discretion may contract transportation and delivery with outside carriers.

Rescheduled or delayed shipments: Buyer may delay or reschedule shipment without penalty if the delay is within 30 days of the original scheduled delivery date. Delays beyond 30 days may require invoicing, payment and storage charges per Solomon Corporation's Storage policy.

Seller will make a good faith effort to complete delivery of the products and services on the scheduled date, but seller assumes no responsibility or liability for inability to deliver for reasons beyond the control of the Seller, unless otherwise agreed to in writing. **The Seller is not liable for any incidental, consequential or liquidated damages arising from delays or failure to give notice of delay.**

Inspection and acceptance: the Buyer shall have seven days from the date of delivery to report any damage, defects or nonconformance that is discernable at the time of inspection. After seven days the buyer is deemed to have accepted the product.

Warranties: Solomon Corporation warrants, to the original purchaser only, that the products and services provided will be free from defects in material or workmanship. The duration of the warranty is one year from the date of delivery or completion of services, unless otherwise specified in the quotation. In the event that the product or service does not conform to specification or is defective in material or workmanship, Solomon Corporation will make the necessary repairs at its own expense. If Solomon Corporation is unable to successfully resolve the issue after a reasonable number of attempts, Solomon Corporation will provide at its option, replacement products, or a full refund of the purchase price. These are the purchaser's exclusive remedies for breach of warranty.

In the event that all or a portion of the products purchased are manufactured by others, the buyer's warranty is with the original manufacturer of those products and subject to the warranty terms and conditions of that manufacturer. Solomon Corporation, as a seller of products manufactured by others, will assist buyer in remediation of warranty claims, but in no circumstance is liable to fulfill the warranty obligation of those manufacturers or to cover expenses that are not covered by original manufacturers' warranty.

Solomon Corporation does not warrant:

- 1) Any product, not manufactured by Solomon Corporation
- 2) That the specification provided by the purchaser are accurate, or fit for a particular use
- 3) Damage caused by failure to provide a suitable installation environment
- 4) Damage caused by use for purposes other than those for which it was designed
- 5) Damage caused by accidents or disasters such as fire, flood, wind and lightning
- 6) Damage caused by unauthorized attachments or modification
- 7) Damage caused by vandalism

Solomon Corporation shall in no event be liable for incidental or consequential damages. The seller makes no warranty of the merchantability, or fitness for a particular purpose or any other warranty either expressed or implied.

#

FPWD

From: "Christy Hanson" <
To: <fpwd@freeburg.com>
Sent: Wednesday, February 13, 2013 9:39 AM
Subject: FREEBURG ILL REQUEST FOR QUOTE FOR 500 KVA THREE PHASE PAD MOUNT UNIT.
RON,

GOOD DAY, I HOPE ALL IS WELL. AT THIS TIME HERE ARE THE PRICES THAT WE @ DAKOTA AMERICAN TRANSFORMER CAN OFFER YOU FOR THE UNIT THAT YOU ARE IN NEED OF.

500 KVA THREE PHASE PAD MOUNT
4160Y / 2400 X 12470Y / 7200 480Y / 277

DEAD FRONT, LOOP FEED, WITH WELL'S AND INSERTS, BAYONET FUSE, DRAIN VALVE WITH A SIDE SAMPLER, OIL LEVEL GAUGE, 6 HOLE SPADE SECONDARY/ OR / STUD AS REQUESTED. (ALL BRAND NEW COMPONENTS)
THIS UNIT WILL BE FILLED WITH BRAND NEW OIL, SANDED, PAINTED, UNDERCOATED, WITH ALL NEW DECALS AND COMPANY NUMBER IF REQUESTED. THIS UNIT WILL HAVE A FULL 3 YR. WARRANTY FROM THE DATE OF PURCHASE.

PRICES AS FOLLOW,
PER YOUR REQUEST: **ALL NEW COPPER RE-WIND PRICE \$ 14,900.00 (DELIVERED PRICE) 6 - 8 WEEKS**
DELIVERY DATE FROM TIME ORDER IS PLACED.

THE OTHER OPTION WE CAN PROVIDE TO YOU:
RECONDITIONED UNIT WITH COPPER PRIMARY AND ALUMINUM SECONDARY
ALL THE SAME SPEC'S AS THE ABOVE UNIT WITH A FULL 3 YR. WARRANTY.
PRICE : \$ 8500.00 (DELIVERED) **4-6 WEEKS DELIVERY DATE FROM TIME ORDER IS**
PLACED.

IF YOU HAVE ANY QUESTIONS PLEASE CONTACT US AT ANYTIME.
IF YOU WOULD LIKE TO ORDER THIS UNIT, PLEASE GET BACK TO ME WITH YOUR PO# THAT YOU WOULD LIKE TO USE.

SINCERELY,

CHRISTY HANSON
DAKOTA AMERICAN TRANSFORMERS
101 SOUTH INDUSTRIAL RD.
FLANDREAU, SD 57028
P- 1-855-240-2510
F- 1-605-997-2534
CHECK US OUT ON GOOGLE !
DAKOTA AMERICAN TRANSFORMER
Thank you for the opportunity to do business with you.