

July 27, 2010

City of Key West Department of Transportation Attn: Mr. Ben Gibson

RE: Sole Source

Dear Mr. Gibson,

In accordance with your request for information relative to the sole source nature of a data system available from GFI Genfare for the fare collection equipment in use at City of Key West, GFI uses proprietary custom coding and encryption as part of the security system used in the data system. This will assure system compatibility so that the equipment continues to perform at the required level of reliability and accuracy.

GFI sells fareboxes and its related parts exclusively to transit authorities. Due to the nature of our product, GFI can be considered to be a sole source supplier of such equipment and systems. It is to be noted that the prices quoted to you represent "Most Favored Customer Prices" and GFI warrants that the prices charged will be equal to or less than prices charged to other customers for similar equipment and systems.

If you should have any questions please do not hesitate to contact me.

Respectfully,

Roy Purnell Sales Manager

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