



## THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

MEMORANDUM

**To: Patti McLauchlin, City Manager  
Christina Bervaldi, Finance Director**

**From: John Wilkins, Parking Director**

**Date: November 23, 2022**

**Reference: Purchase of eight (8) Cale CWT Compact Multi-space Meters**

Pursuant to purchasing Code 2-844 relating to Brand Name Specifications, "Since use of a brand name specification is restrictive of product competition, it may be used only when the Purchasing Agent makes a written determination that only the identified brand name item will satisfy the City's needs."

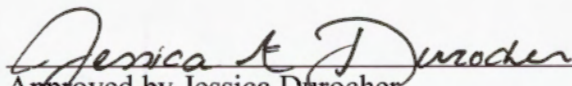
The City of Key West currently has in operation 101 Cale CWT Compact Multi-Space Meters. The Cale brand being selected for the additional purchase of eight (8) multi-space meters will satisfy the City's needs. These Cale brand paystations allow our Meter Technicians to continue service with no additional training as they are already manufacturer certified to service the Cale CWO paystations. From a maintenance perspective, our Meter Technicians have in-depth experience with the service of this brand and model and by purchasing the same paystation it will afford us considerable service-related benefits as there will be only one set of parts and supplies to maintain and it gives us a full first-year warranty. Additionally, the selection of the same brand is compatible with our current operating and reporting software as it will continue to be from the same company and our current customers who are already familiar with the City's paystations can continue to identify with the same the style meter and purchase process they already using citywide.

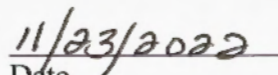
Additionally, "The Purchasing Agent shall seek to identify sources from which the designated brand name item can be obtained and shall solicit such sources to achieve whatever degree of price competition is practicable. If only one source can supply the requirement, the procurement shall be made under the sole source procurement provisions of section 2-797".

In this case, the sole source vendor, Cale America, Inc. directly supplies the pay stations, parts, software, and services.

Purchasing Code 2-797 (1) b. states, "A contract may be awarded without competition when the department head makes a written determination and the purchasing agent verifies that, after conducting a good faith review of available sources, there is only one source for the required commodity or contractual service."

After a good faith review, this confirms that purchasing the (8) CALE CWT Compact multi-space meters from Cale America, Inc. is both the brand name that will satisfy the City's needs and is being purchased by the only vendor able to provide the meter/services for our City's Parking Program.

  
Approved by Jessica Durocher  
Purchasing Agent

  
Date



November 23, 2022

RE: Sole Source Letter for Cale America, Inc.

To Whom It May Concern:

Cale America Inc. directly supplies The City of Key West with our line of parking pay stations and related parts, software and services. Cale America, Inc is the only vendor able to provide the CWT Touch multi-space meter, back-office web communication, support, servicing, and standardized parts for these meters. These standardized parts include printers, coin selectors, coin canisters, ID tech readers and meter casings.

Cale America, Inc. is the only vendor able to provide the services listed above; Cale back-office web communication is proprietary and is not compatible with other vendor's meters and other vendors web communication is not compatible with Cale meters and other vendor's meters are not compatible with Cale America's back-office web communication.

We thank you for the opportunity to supply our products and services to the City. Please contact me at your convenience if I can provide any further information, or if you have any questions.

Sincerely,

Kenneth J Beattie

Controller