



January 29, 2013

City of Key West  
 3140 Flagler Ave  
 Key West, FL 33040

Attn: Jay Gewin

**RE: Piggyback letter utilizing City of Deerfield Beach, FL: ITB # 2011-12/18**

Dear Jay:

On behalf of Rehrig Pacific, I want to express my appreciation for the opportunity to partner with the City of Key West in the future. Therefore, Rehrig Pacific is pleased to extend the pricing options and terms for your single stream rollout and truckload quantities that have been outlined in ITB # 2011-12/18 for the City of Deerfield Beach, FL. Rehrig Pacific was awarded this contract on July 10, 2012 through the competitive bidding process and currently has the contract through July 31, 2015. We are pleased to be able to offer this agreement as a piggy back option for the City of Key West's future cart purchases. Please see the pricing and contact information below:

Product	Product Description	Quantity	Price	TOTAL
65 Gallon Roll Out Cart	Your color choice with city logo	13,000 648 (per TL)	\$41.63 ea.* <b>includes</b> (cart, freight, RFID)	\$541,190.00
A&D Assembly & Distribution	Delivery and Assembly of carts to individual residents using Rehrig's CARTS software	13,000	\$4.00 ea.	\$52,000.00
In Mold Label	"8X12" 4-color In Mold Label (IML)	13,000	\$1.10ea.	\$14,300.00
Additional Freight from Deerfield Beach to Key West, FL \$650 per truck load		20 truckloads total	\$1.00 per cart	\$13,000.00
<b>TOTAL ALL IN PRICE</b>			<b>\$ 47.73 per cart</b>	<b>\$620,490.00</b>
C.A.R.T.S. Software Subscription	Tracking software – Work Order/Inventory Module	1 subscription - includes 2 barcode handhelds	\$900.00 monthly ** \$10,800.00 annually  <b>** If the city of Key West chooses to only have 1 barcode handheld the monthly rate will be \$700.00 per month equal to \$8,400 annually. One handheld should be ample but this is determined based on the number of technicians you have performing work orders in the city</b>	



\*Per the city of Deerfield Beach contract section 3.14.1 Adjustments-Cart, pricing can be adjusted to reflect changes in resin upward or downward based on the industry periodical, Chemical Data (CDI) and the HDPE resin index. Industry CDI Index had resin at the time of the Deerfield Beach bid at \$.635 per pound (June 2012). The current resin index is at \$.715 (January 2013). Per the City of Deerfield Beach contract resin can be adjusted to meet the rise and fall of the resin index. The \$.08 per pound difference for the 65 gallon cart equates to an increase of \$2.20 per cart (\$.08 \* 27.5 pounds of plastic). The adjusted pricing is included in the above proposal. If, at the time of final approval, resin has changed from the original resin pricing from the original bid, the city of Key West and Rehrig Pacific can discuss if pricing adjustments should be made. If resin increases from today's date and the time of production, Rehrig Pacific is willing to hold the above pricing for the City of Key West. If resin goes down Rehrig will pass on the cost savings to the city.

For further contract information please contact David Santucci, Purchasing Manager, with the City of Deerfield Beach at [dsantucci@deerfield-beach.com](mailto:dsantucci@deerfield-beach.com) or (954) 480-4380.

We greatly appreciate the opportunity to offer the City of Deerfield Beach agreement as a purchasing option for your upcoming container and software needs for the estimated timing of a February/March/April rollout. If you have any questions or would like additional information, please contact me at [reck@rehrigpacific.com](mailto:reck@rehrigpacific.com) or (352) 461-3788.

Sincerely,

*Rob Eck*

Environmental Services Manager – South Region

## **Detailed Cost Information for Asset Management & Inventory Software**

### **C.A.R.T.S. Summary/Overview**

The pricing listed in this proposal will be honored if the City of Key West manually enters the work orders directly into the custom City of Key West C.A.R.T.S. website or an export/import data transfer is set up from the city's current system directly into C.A.R.T.S. If the City of Key West requires system integration beyond what was mentioned above, additional startup costs may apply and these costs will be determined based on the level of integration needed and negotiations with the City of Key West.

All reporting fees are included in each specific module of the C.A.R.T.S. monthly subscription fee and satisfy the requirements as discussed with the City of Key West for tracking cart movement and inventory levels (work order reports, inventory reports etc). *Additional reporting is available through the collection data tracking module if RFID truck systems are purchased.* Additional reporting would include participation and non-participation reporting and others listed below. Customized reports may be subject to a nominal one time set up/creation fee if required by the City of Key West and not already available.

Pricing is based on a minimum one year subscription agreement and includes the use of two handheld readers (barcode) for the City of Key West to use for Cart Maintenance and Work Order management through our web based software. If only one handheld was required pricing would be adjusted accordingly as indicated on the pricing proposal.



## C.A.R.T.S. Software Subscription

### Set Up Fee

**WAIVED (no set up fee)**

- Set up fee is waived for any program that uses CARTS for assembly and distribution and subscribes to it immediately following the delivery.
- Set up fee includes:
  - One (1) Address/Database Scrub to Import into CARTS
  - Creation of Customer Specific CARTS Portal
  - Creation of Customer Specific Problem and Resolution Codes
  - Standard Auto Work Order Routing (Groups Street Names)
  - Set up of passwords and user names
  - Two (2) training sessions for hardware set up and work order, inventory and collection data tracking module training

### Work Order/Inventory/Asset Management Module     **\$500.00 per month**

#### Monthly Subscription Includes:

- Online Access to custom City of Key West C.A.R.T.S. portal
- Phone and Internet Support for software related questions and troubleshooting
- **Work Order Module**
- **Inventory/Asset Management Module**
- *Tracks container movement and container inventory levels as requested in the bid documents*
- All standard Rehrig Pacific C.A.R.T.S. updates
- Server and data hosting fees
- All Reports listed below
  - **Asset Reports**
    - Inventory Detail by Location – Type, Size, Serial Number and RFID Value detail by a specific address location
    - Inventory Summary – Type, Size and Status by Location-Yard Location, Single Family Homes, Multi-Family, Commercial, etc.
  - **Work Order Reports**
    - Work Order Routing Reports – Uses C.A.R.T.S. standard AutoRouting Logic that puts all work orders into one route sorted by street address name and house number.
    - Work Order Search with Reporting Feature – Identifies types of work orders by address, type of work order, status and date range
    - Closed Work Order Report
    - Open Work Order Report
    - Open/Closed Combined Work Order Report
    - Work Order Attempt Metrics Report



**Collection Data Tracking Reporting Module**

**Pricing Available Upon Request**

**Monthly Subscription Includes:**

- Online Access to custom City of Key West C.A.R.T.S. portal
- Phone and Internet Support for software related questions and troubleshooting
- **Collection Data Tracking Reports Module**
- All standard Rehrig Pacific C.A.R.T.S. updates
- Server and data hosting fees
- All Reports listed below
- RFID Service Verification & Participation tied to specific address and cart serial number
- *Requires truck mounted RFID Systems to populate the data (readers, antennas, cabling)*
  - **Collection Data Tracking Reporting, Storage and Support**
    - Collection Address History Report – Search by address all of the tip records
    - Collection Cart History Report – Search by specific serial number all of the tip records
    - Collection Metrics Route Report - detailed tip record analysis by route
    - Collection Metrics Truck Report – detailed tip record analysis by truck
    - Collection Report - Recycling/Refuse Participation
    - Non-Collection Report – Recycling/Refuse Non Participation
    - Collection Time Management Report by Truck - (Average Time Between Stops)

**NOTE:** For the purposes of the City of Key West’s program, RFID Truck Systems are required for collection data tracking reporting. The Collection Data Tracking Reporting, Storage and Support per month cost **DOES NOT APPLY** until truck systems are available or until a manual data collection option is chosen.

**Hand Held Reader Options**

**Price per month per hand held**

**Barcode Hand Held Device**

**\$200.00 per month per hand held**

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| <ul style="list-style-type: none"> <li>• Bar code hand held for City use</li> <li>• Pre-loaded with C.A.R.T.S. software</li> </ul> | <ul style="list-style-type: none"> <li>Included in the cost above</li> <li>Included in the cost above</li> </ul> |
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**What is not included in the subscription fee:**

- Customized Reports- **Priced Per Project**
- Custom Integrations with Back Office Systems- **Priced Per Project**
- Collection Data Reports – **See Above**
- E-mailed Reports- **Nominal Set Up fee May Apply**
- Onsite Visits- **Priced Per Project**
- General Coding and/or Website Programming- **Priced Per Project**