CALE
AMERICA

March 22, 2012

RE: Updated Pricing for Key West, FL

Mr. Wilkins;
Here is the updated pricing you requested. Nothing has changed from the last time the City purchased meters from CALE. The following pricing reflects the purchase of 16 MP104 Compact Pay and Display meters. Please call me if you have any questions.

	UNIT PRICE	Ext. Price
CALE MP104	$8,650	$138,400

Price Includes
- Solar Powered with Battery Back-up
- 1 Year Parts Warranty
- Coin Acceptance
- Credit Card Acceptance
- Rate Software
- Stainless Steel Construction
- Standard Black Color with Gray patron interface area
- Wireless Communications Capable
  - Alarm notification / Statistical Reports
- Ground Preparation Hardware

Associated Costs
- **Shipping & Installation – To the prepared ground** $250 $4,000
- **Extended Parts Warranty** $30/meter/month
  Once the City has at least 10 meters under the extended warranty, all monthly fees for the extended warranty will move to this reduced dollar amount. All eligible meters (1 year and 1 day installed) must be under the extended warranty, if the option is chosen.
- **Certified Tech training** $500

Grand Total (Excluding any applicable taxes) $142,900

On-Going Monthly Fees
CALE Web Office $45/Meter/Month
     Wireless service for Alarms, Accounting, Credit Card Validation
     This includes on-line, real-time credit card validation
Extended Parts Warranty $30/meter/month
     Once the City has at least 10 meters under the extended warranty, all monthly fees for the extended warranty will move to this reduced dollar amount. All eligible meters (1 year and 1 day installed) must be under the extended warranty, if the option is chosen.

Please note, for a June installation to take place, we would appreciate receiving the order before April 15th, 2012.

Ryan Bonardi
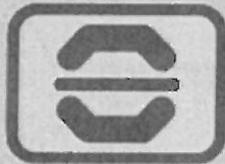Sales Director - Cale America Inc.

CALE America, Inc.

Welcome to CALE

Parking Has Never Been So Easy

- 24/7/365 Technical Help Desk Support
- 10,000 Meters Installed
- History of CALE

24/7/365 Technical Help Desk Support

CALE service and support allow current customers to continually fulfill their meter needs with us. Customers can call the bilingual 24/7/365 Help Desk any time. Prospective customers quickly gain an understanding of CALE's service willingness and capability. Please call any of our existing customers; they are our best salespeople.

10,000 Meters Installed

This year, CALE reached yet another landmark with the installation of its 10,000[th] meter. CALE has experienced substantial growth since its incorporation in 2003, and there is no end in sight. The motivation of the Sales Team, focus of the Production Team, and dedication of the Service Team work hand in hand to make your parking meter installation great.

History of CALE

Globally, CALE meters control more than 800,000 parking spaces in more than 40 countries. To date there are in excess of 85,000 CALE meters installed worldwide. Based in Stockholm, Sweden, CALE Group has more than 50 years of experience in progressive and innovative manufacture and distribution of top-quality parking solutions in multiple countries. CALE expanded to the US market in 2003 with headquarters in Tampa, Florida and continues the tradition of progressive thinking and growth.

For more information, contact the CALE Sales Team at (813) 405-3900 or at sales@caleamerica.com.

WELCOME

CALE Quote Packet

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CALE America, Inc.

MP104 Compact
Specifications
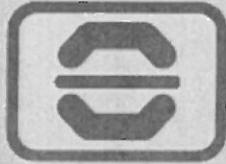
- Pay and Display or Pay By Space Configurations
- ADA and PCI Compliant
- Stainless Steel Construction
- Solar or AC Powered
- Programmable 4-line LCD Display
- Free Access to CALE Help Desk, Open 24/7/365
- Creative Finance Options

Cabinet and Pedestal

Dimensions (HxWxD)	63.5" x 16" x 11.8"
Construction	2mm (0.08") Stainless Steel
Vault Design	
Door	2-Door Security Design
Side Steel	3mm (0.118")
Cash Vault Door	4mm (0.16") Armored Steel
Locking Plates	6 Point Locking Mechanism, Drill Protection
Weight	187-200 lbs.
Paint	Powder-Coated with Anti-Graffiti Paint
Compliance	EN12414

Environmental Conditions

Operating Temperature*	
Solar	-22° to 140° F
with Heater	-31° to 140° F

*Relative Humidity up to 99.9%

Data

Data Storage	1,024KB Static RAM
Transactions Storage	Up to 16MB
Transaction Backup	5,000 Latest Transactions

Electrical Data

Power Consumption	230 V	115 V
Mains Operation	0.2 A	0.4 A
One Heater	0.5 A	1 A
Two Heaters	1 A	2 A
Battery Operation	12 V DC	
Solar Operation	10.5 to 20.5 W	

Interfaces

Standard	2xRS232, 2xPC Card Slots
Optional	1xRS232, 1xRS485 8 Relay Input Circuits 8 Relay Output Circuits

Payment

Magstripe Cards	Swipe and Insertion Readers
Chip/Smart Cards	Supported
Coin Verifier	15 Coin Types, 3 Tolerance Ranges
Coin Slot	Unique Mechanical Coin Slot Shutter with Inductive Loop
Escrow Volume	0.2L (6.8oz.)
Coin Box Volume	4.6L (155oz.), with SW-Controlled Overfill Protection

Operation

Push Buttons	Magnetically Actuated Reed Switches
Keypad	Internal: Mechanical Stroke, External: Piezo
Display	4x20 Characters Light Sensor 2 Programmable LEDs Yellow (warning Red (alarm)

Printer

Type	Thermoelectric
Capacity	Up to 9,000 per Refill
Characters	Proportional Font, up to 80 chars/line
Paper Cutter	Complete Cutting
Take Ticket Sensor	Optional

Communication

GPRS, LAN, Wi-Fi	Supported
Type of Data	Transactions, Blacklists, Tariffs, Parameters, Statistics, Alarms, Etc.

Network

No. of Nodes	Up to 10
Applications	MEMO and Real-Time Payment (shared database)

Central Administration

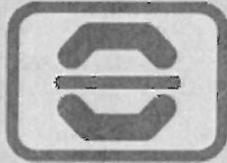|	
Software	WebOffice

CALE

CALE America, Inc.

WebOffice

- PCI Level I Compliant
- Web-Based – No Software Required
- No Credit Card Processing or Middleware Fees
- API Interface
- Flat Monthly Fee for All Services
- Easy Exports to MS Excel

EASY OPERATION FROM YOUR DESKTOP

CALE WebOffice (CWO) is a web-based solution for managing CALE meters. CWO lets users monitor, program, and control CALE meters from any computer using a web browser for simple and quick transfers of information about your meter population. CWO maximizes operational efficiency and service, thereby minimizing costs. CWO also offers flexible, user-friendly parking installation management. Your only requirement to interface with CWO is a computer or Smartphone with an Internet connection.

TOTAL CONTROL

You may determine appropriate levels of access for each member of your staff, as well as monitor meter status, vault balance, revenues, transaction information, and much more on one screen for all your CALE meters.
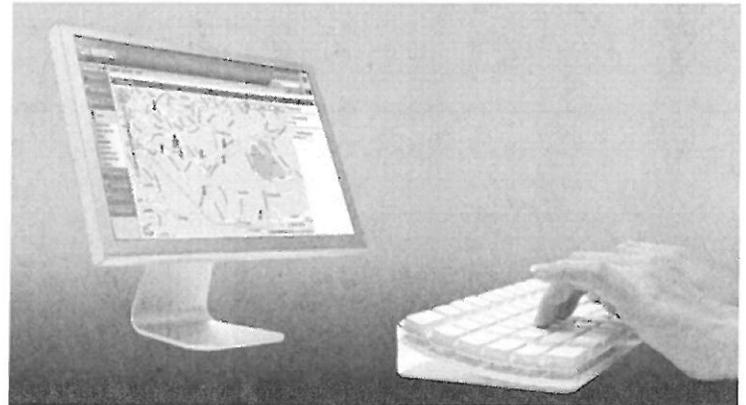
EARLY WARNINGS

CALE meters constantly monitor themselves to maximize profit as well as space availability. When an alarm is triggered, a warning will be sent to any number of technicians via text message or email. These early warnings allow faster responses to potential issues, translating into maximized meter uptime, which has been certified at 99.8% for CALE meters.

For more information, contact the CALE Sales Team at (813) 405-3900 or sales@caleamerica.com.

CALE America, Inc.
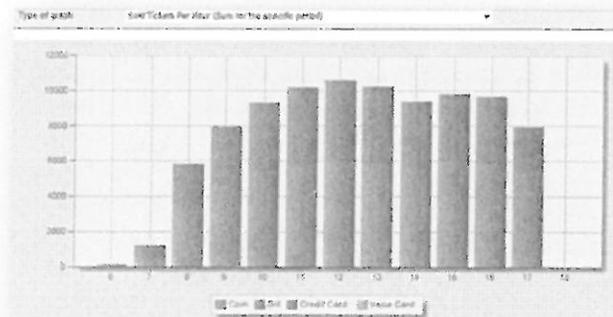
WebOffice

CWO Offers You:

Credit Card Reports

- End of Day Merchant Account Settlement Report
- Online Validation Log
- Credit Card Summary and Details Reports
- Secure Credit Card Transaction Search
- Pay by Phone Daily Settlement Report

End-Of-Day Date	Merchant	VISA	VISA (Qty)	Master Card	Master Card (Qty)	Other	Other (Qty)	Total	Total (Qty)	Currency
2011-04-17	FN-Zone 4	45,138.50	10144	17,926.75	4066	6,187.90	1406	69,253.15	15616	USD
2011-04-16	FN-Zone 4	54,841.55	12551	21,780.85	4958	8,036.70	1844	84,459.10	19353	USD
2011-04-15	FN-Zone 4	46,182.65	11386	21,129.50	4920	8,523.00	1953	77,835.15	18259	USD
2011-04-14	FN-Zone 4	47,690.25	11229	20,989.25	4829	8,671.60	1998	77,551.10	18056	USD

Financial Reports

- Transaction Summary by Meter
- Transactions Detail Reports
- Collections Reports
- Coin Balance Report for Collection Scheduling
- Filter by User-Defined Meter Groups
- Filter by Payment Type
- Trend reports and graphs

WebOffice

CWO Offers You:

Maintenance Reports

- Meter Status and Last Communication Time
- Unresolved Errors
- Events, Alarms and Warnings Logs
- Preventative Maintenance Needed Report
- Warning and Alarm forwarding
  - Low Paper or Battery
  - Coin Balance Warning

Status	Terminal	Communication (User's Time) ▲	Balance	Last Voltage	Events	Collections	Transactions		Currency
	631405	4/18/2011 2:48:18 PM	140	12.6	140	2,084.50 (28)	2,165.25 (730)		USD
	632402	4/18/2011 2:48:18 PM	52	12.6	134	3,224.25 (80)	3,083.75 (822)		USD
	901402	4/18/2011 2:48:19 PM	101	12.6	121	2,983.55 (93)	3,051.30 (869)		USD
	907413	4/18/2011 2:48:19 PM	208	11.8	133	9,153.50 (104)	9,239.00 (2355)		USD
	250406	4/18/2011 2:48:20 PM	200	12.5	137	11,966.35 (107)	12,131.10 (2570)		USD

Terminal	Location	Terminal Group	Status	Received (User's Time)	Manual Reset	Alarms & Warnings
205105	3036 N PULASKI	Area 205		4/18/2011 3:08:07 PM	⊖	Paper near end
436113	3538 W FULLERTON	Area 436		4/18/2011 1:25:06 PM	⊖	Paper near end
465108	1050 W WILSON	Area 465		4/18/2011 2:35:10 PM	⊖	Paper near end

Pay by Space Reports

- Real Time Space Paid Status (Enforcement)
- Space Management Page
- Historical Data
- Online Merchant Validation Module
- Mobile Site for SmartPhones and App for Windows Mobile Devices
- An Affordable Enforcement Solution Compared to Dedicated Enforcement

CALE America, Inc.

WebOffice

CWO Highlights:

- **Total Monitoring of All Meters** – The meter overview functions allows users to monitor all CALE meters on one comprehensive screen.

- **Web-Based Solution**
  - Assistance from application specialists is not required, thereby minimizing overhead.
  - New applications and functions are launched centrally without requiring any customer resources for installation, upgrades, configuration, or troubleshooting.
  - The use of ordinary computers and smartphones eliminates the need for investment in expensive equipment.

- **Pay by Space Enforcement** – An affordable alternative to dedicated enforcement solutions. From the space management page, users can monitor space paid status in real time and review historical data.

- **Simple, Clear Statistics** – CWO offers many administrative and financial advantages. The financial function allows uers to generate statistical reports of issued tickets, revenue, and much, much more.

- **Security** – CWO has the highest level of built-in security – PCI Level One. Security is the highest priority when implementing and using CWO. Protecting information from unauthorized access is one of the fundamentals on which the system is based.
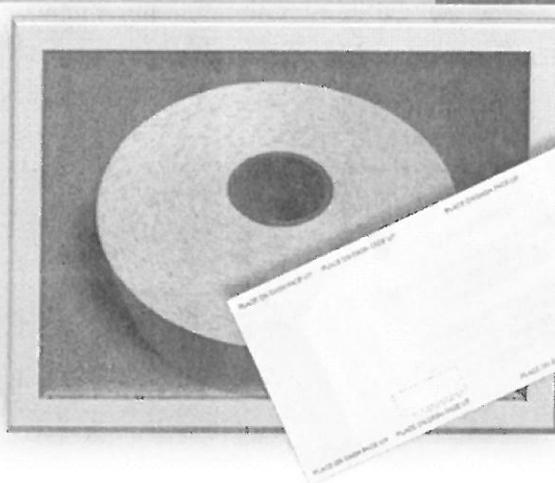
For more information, contact the CALE Sales Team at (813) 405-3900 or sales@caleamerica.com.

Receipt Paper

CALE AMERICA

- High Resistance to Moisture
- Paper Performance Certified by CALE
- Printer Extended Warranty Option

STANDARD PAPER

Pay by Space (Blank) $20.50/Roll
·Non- perforated/ Approximetly 4,000 tickets
·No printing customization

Pay & Display $25.00/ Roll
·Perforated / Approximately 3,000 tickets per
·Standard P&D text on the front and back

Custom Paper $25.00/ Roll*
·Perforated and Non-perforated paper, see options below

ADDITIONAL OPTIONS

Please Note: A one-time setup fee of $195 applies to all custom orders. All custom paper orders have a base price of $25.00/roll, a 100-roll minimum order, plus these optional costs:

Pre-printed numbers on front	$0.50/roll
Pre-printed numbers on both sides	$1.00/roll
Custom text on back only	$0.50/roll
Custom text on both sides, including customer logo	$1.00/roll

EXTENDED PRINTER WARRANTY

CALE customers using CALE certified paper will be eligible for an optional extended printer warranty. Please contact the Help Desk for extended printer warranty pricing.
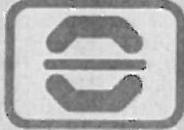
ADDITIONAL INFO

- Minimum order of 1 box (5 rolls) for standard orders, sold in 1 box increments
- Minimum 100 roll order with any of the other options
- Shipping cost is not included

For more information, contact the CALE Parking Help Desk at 877-620-2253 or helpdesk@caleamerica.com.

CALE America, Inc.
LED Light Bar

- Retro fits on any MP104 meter
- Gives patrons light to use meter in dark settings
- Works with Solar-powered meter application

Paying for Parking at Night Just Got Easier

Without Light Bar
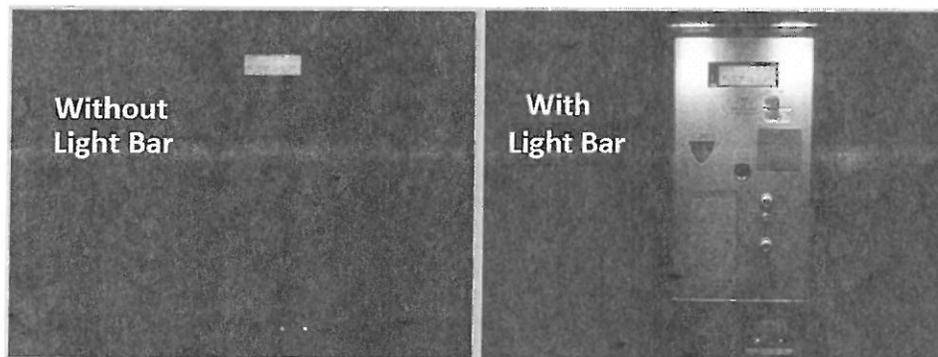
With Light Bar

CALE America, Inc. has developed a light bar that greatly assists a City's parking patrons to make payments during evening enforecment hours or in low-light areas. CALE offers to sell this product to the City with detailed instructions on how to properly install it to your existing meter population or we can schedule an installation of this feature for you.

Key Features of the light bar:

- Allows parking patron to easily read instructions on the face of the meter.
- Allows parking patron to easily view the complete layout of the meter interface.
- Allows maintence staff two free hands while servicing the meter at night.
- Will work with both A/C and solar powered meter configurations.
- Light bar is powder coated to match the existing color of meter.
- Motion sensored to keep power consumtion down.
- Constructed from a solid block of aluminum.

For more information, contact the CALE Sales Team at (813) 405-3900

or sales@caleamerica.com.

Survey Name: Apr 11 2011 Survey
Response Status: Completed
Filter: None
4/20/2011 9:29 AM EDT

✳
What is your organization?

Answer	0% 100%	Number of Response(s)	Response Ratio
Municipality		13	61.9 %
College/University		3	14.2 %
Private Operator		2	9.5 %
Airport		0	0.0 %
Hospital		1	4.7 %
Other		2	9.5 %
No Response(s)		0	0.0 %
	Totals	**21**	**100%**

✳
What is your experience in the Parking Industry?

Answer	0% 100%	Number of Response(s)	Response Ratio
Less than 5 years		3	14.2 %
5 to less than 10 years		3	14.2 %
10 to less than 15 years		3	14.2 %
15 years or more		12	57.1 %
No Response(s)		0	0.0 %
	Totals	**21**	**100%**

* Do you currently or have you previously operated Multi Space Meters?

Answer	0% 100%	Number of Response(s)	Response Ratio
Yes		16	76.1 %
No		5	23.8 %
No Response(s)		0	0.0 %
	Totals	21	100%

* I currently use or have used these Multi Space Meters for OFF street parking. May select more than one

Answer	0% 100%	Number of Response(s)	Response Ratio
Cale		8	50.0 %
Digital		7	43.7 %
Duncan		4	25.0 %
Metric		2	12.5 %
Parkeon		6	37.5 %
Schlumberger		4	25.0 %
Ventek		5	31.2 %
No, I do not currently have off street Multi Space Meters		0	0.0 %
Other		0	0.0 %
	Totals	16	100%

* Identify what Multi Space Meter method you use or have used for OFF street parkingMay select more than one* If you have answered NO to the previous question please select N/A

Answer	0% 100%	Number of Response(s)	Response Ratio
Pay and Display		12	75.0 %
Pay by Space		10	62.5 %
Pay by Licence		1	6.2 %
N/A		1	6.2 %
Other		0	0.0 %
	Totals	16	100%

*

I currently use or have used these Multi Space Meters for ON street parking.   May select more than one

Answer	0%	100%	Number of Response(s)	Response Ratio
Cale			9	56.2 %
Digital			6	37.5 %
Duncan			3	18.7 %
Metric			1	6.2 %
Parkeon			5	31.2 %
Schlumberger			3	18.7 %
Ventek			2	12.5 %
No, I do not currently have on street Multi Space Meters			3	18.7 %
Other			1	6.2 %
		Totals	16	100%

* Identify what Multi Space Meter method you use or have used for   ON street parkingMay select more than one* If you have answered NO to the previous question please select N/A

Answer	0%	100%	Number of Response(s)	Response Ratio
Pay and Display			11	68.7 %
Pay by Space			5	31.2 %
Pay by Licence			1	6.2 %
N/A			4	25.0 %
Other			0	0.0 %
		Totals	16	100%

TextBlock:

You are almost done!For the remaining 4 questions rate ONLY based on your direct experience with Multi Space Meters

Initial Quality of the Platforms:

1 = Poor, 2 = Fair, 3 = Good, 4 = Excellent

Answer	1	2	3	4	Number of Response(s)	Rating Score*
Cale					11	3.5
Digital					10	2.7
Duncan					6	2.5
Metric					0	0.0
Parkeon					7	3.0
Schlumberger					4	2.8
Ventek					4	2.5
If your equipment is not listed indicate the brand and model you use in the box below					0	0.0

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Price of the Platforms:

1 = Poor, 2 = Fair, 3 = Good, 4 = Excellent

Answer	1	2	3	4	Number of Response(s)	Rating Score*
Cale					10	3.5
Digital					9	2.4
Duncan					4	2.2
Metric					1	4.0
Parkeon					6	2.7
Schlumberger					4	3.0
Ventek					4	2.2
If your equipment is not listed indicate the brand and model you use in the box below					0	0.0

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Reliability of the Platforms:

1 = Poor, 2 = Fair, 3 = Good, 4 = Excellent

Answer	1	2	3	4	Number of Response(s)	Rating Score*
Cale					10	3.7
Digital					9	2.7
Duncan					4	1.5
Metric					2	3.0
Parkeon					6	3.2
Schlumberger					4	2.5
Ventek					3	2.7
If your equipment is not listed indicate the brand and model you use in the box below					0	0.0

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Post Sales Service of the Platforms:

1 = Poor, 2 = Fair, 3 = Good, 4 = Excellent

Answer	1	2	3	4	Number of Response(s)	Rating Score*
Cale					10	3.8
Digital					9	2.7
Duncan					4	1.5
Metric					1	3.0
Parkeon					6	2.3
Schlumberger					4	1.5
Ventek					3	2.7
If your equipment is not listed indicate the brand and model you use in the box below					1	3.0

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.