



800 Arthur Avenue  
Elk Grove Village, IL 60007  
[www.genfare.com](http://www.genfare.com)

September 10, 2019

Mr. Rogelio Hernandez  
City of Key West  
627 Palm Ave.  
Key West, FL 33040

Reference: Sole Source Letter

Dear Mr. Hernandez,

In accordance with your request for information relative to the sole source nature fare collection equipment available from Genfare for collecting and maintaining passenger fares at City of Key West, Genfare 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.

Genfare also manufactures all of the parts and components used in the fare collection system equipment in use at City of Key West. Many of these parts and components are custom made by Genfare using special production techniques, tooling and set-ups. The mechanical and electrical components and parts are made to our exact specifications and tested by Genfare to assure optimum performance and the highest level of reliability.

For these reasons, it is important that only genuine Genfare parts and components are used in the fare collection system to assure that the system continues to perform at the required level of reliability and accuracy.

Genfare sells fareboxes and their related parts exclusively to Transit Authorities. Due to the nature of our product, Genfare is considered to be sole source supplier of this equipment and their related maintenance parts/service. It is to be noted that these prices represent "Most Favored Customer Prices" and Genfare warrants that the prices charged to the City of Key West will be equal to or less than prices charged to other customers for similar parts or components.

Please note that Genfare is the "**Sole Manufacturer and Distributor**" of this equipment and the "**Sole Supplier**" of the proprietary software required to interface the TRiM and MCR to the Farebox and GENFARE Fare Collection System. Further, the TRiM and MCR

is the only product providing these features that can interface to the Genfare CENTSaBILL Electronic Registering Farebox and Fare Collection System.

All prices quoted are FOB Elk Grove Village, Illinois. Standard method of shipment is UPS Ground. If air shipments are requested, customer will be liable for air charges. Genfare payment terms are Net 30 Days.

Respectfully,

**GENFARE** 

*Roy Purnell*

Roy Purnell  
Director of Sales, Southeast Region