

LEE COUNTY BOARD OF COUNTY COMMISSIONERS
AGENDA ITEM SUMMARY **BLUE SHEET NO: 20041253-UTL**

1. REQUESTED MOTION:
ACTION REQUESTED:

Approve for acceptance, and filing with the Clerk's Office, Minutes Department, an after-the-fact Emergency under Resolution 03-07-08 for the purchase of a Master Meter Automated Reading System for the San Carlos area, formerly GES area, from the most qualified bidder, Hughes Supply, Inc., in the amount of \$145,000.

WHY ACTION IS NECESSARY:

Board approval is required for purchases over \$50,000.00.

WHAT ACTION ACCOMPLISHES:

Provides after-the-fact approval under the emergency GES resolution for Purchase Order #53904 for the purchase of an Automated Meter Reading System for the GES area.

2. DEPARTMENTAL CATEGORY: 10
COMMISSION DISTRICT #: 5

C10A

3. MEETING DATE: 11-09-2004

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED: _____

5. REQUIREMENT/PURPOSE:

- (Specify)
- STATUTE
 - ORDINANCE
 - ADMIN. CODE
 - OTHER Approval

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER: _____
- B. DEPARTMENT: Lee County - Public Works
- C. DIVISION/SECTION: Utilities Division
- BY: Rick Diaz, P.E., Director
- DATE: 9/28/04

7. BACKGROUND:

On July 1, 2003, the Lee County Board of Commissioners approved Resolution 03-07-08, Bluesheet No. 20030669, declaring a limited, temporary, emergency due to the acquisition of the Gulf Utilities System (GES) in South Fort Myers for the purposes of allowing the County to expedite the procurement of vendors and materials needed for certain immediate improvements needed to the water and wastewater system in the public's interest and the customers' convenience.

On May 11, 2004, the Lee County Board of Commissioners approved the amendment of Lee County Resolution No. 03-07-08, Blue Sheet No. 20040441, adding certain additional Lee County Utilities projects and extending the term of the Resolution to December 31, 2004.

Therefore, Lee County Utilities proceeded with the purchase of an Automated Meter Reading System for the GES area. Presentations were given to LCU staff by several Sales Representatives from Itron, DataMatic, Neptune, and Master Meter. LCU felt that Master Meter met all the critical requirements that were needed.

This Automated Meter Reading System was needed because there are about 600 meters in the older San Carlos GES area that are not easily accessible for reading because of fences, locked gates, dogs, etc. All of these conditions make it extremely difficult, time-consuming, and hazardous to the safety of LCU's employees.

Funds were available in Account No. 20726448730.506310.
 Attachments: Purchase Order 53904 and Quotes

MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL

(A) DEPARTMENT DIRECTOR	(B) PURCH. OR CONTRACTS	(C) HUMAN RESOURCES	(D) OTHER	(E) COUNTY ATTORNEY	(F) BUDGET SERVICES				(G) COUNTY MANAGER
					OA	OM	Risk	GC	
 J. Lavender Date: 10-15-04	 J. Sheehan Date: 10-18-04	N/A Date:	 B. Dearborn Date: 10/15/04	 Date: 10/18/04	 Date: 10-18-04	 Date: 10/19/04	 Date: 10/19/04	 Date: 10/19/04	 J. Lavender Date: 10-15-04

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
 Date: 10/18/04
 Time: 3:35
 Forwarded To:
 10/18/04

RECEIVED BY
 COUNTY ADMIN
 10/18/04
 4:25 pm sut
 COUNTY ADMIN
 FORWARDED TO:
 10/18/04
 10:22 am

PURCHASE ORDER

Page No.: 1

LEE COUNTY BOARD OF COUNTY COMMISSIONERS
DIVISION OF PURCHASING
PO BOX 398
FORT MYERS, FL 33902 - 0398
(239) 344-5450 TELEPHONE (239) 344-5460 FAX

BILL TO: LEE COUNTY FINANCE DEPARTMENT
PO DRAWER 2238
FORT MYERS, FL 33902-2238
(239) 335-2300

AN EQUAL OPPORTUNITY AFFIRMATIVE ACTION EMPLOYER

FLORIDA SALES TAX EXEMPTION NO. 46-07-052104-53C

Any person or affiliate as defined by statute who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid or a contract to provide any goods or services to the County; may not submit a bid on a contract with the County for the construction or repair of a public building or a public work; may not submit bids or leases of real property to the County; may not be awarded or perform work as a contractor, supplier, subcontractor, or a consultant under a contract with the County; and may not transact business with the County in excess of \$25,000 for a period of 36 months from the date of being placed on the convicted vendor list.

VENDOR: 103291

HUGHES SUPPLY INC
WATER AND SEWER
8091 SUPPLY DRIVE
FT MYERS, FL 33912

SHIP TO: LEE CO UTILITIES-COLLEGE BILLING
COLLEGE PKWY -BILLING
7401 COLLEGE PARKWAY
FT MYERS, FL 33907

BUSINESS PHONE: 239 437.9444
FAX NUMBER: 239 693-8381

REQUISITIONER: MILLERKA
BUYER: CICCARKL

P.O. NO.: 53904

ORDER DATE: 12/10/2003

FREIGHT TERMS: NONE

DELIVERY DATE: 12/10/2003

CONFIRM TO:

INSTRUCTIONS:

QUOTE/CONTRACT NO.: EE030630

BRANCH/PLANT : UTILCIPOP

1000 EA 5/8" X 3/4" BOTTOM LOAD MJ USG DIALOG 3G RF REGISTER METERS
FOR THE NEW GES AREA
THREE QUOTES ATTACHED
CIP 7264
REQUESTED BY CAROLYN ANDREWS, 936-0247
PROJECT EE030630
BOARD DATE 7/1/03
BLUESHEET 20030669 (COPY ATTACHED)
EXPIRATION DATE: 6/30/04
DEPT TO HANDLE
KM
12/9/03

Line	Rev	Item	Description/Account	Ordered	UOM	Unit Price	Extended Price	Req. No.	Type
1.000	0	89044	METERS, WATER WATER METERS / GES AREA 20726448730.506410	1000	EA	145.0000	145,000.00	00449261	OR

Total Order: 145,000.00

PURCHASING AUTHORIZATION: JANET K. SHEEHAN



Lee County
SOUTHWEST FLORIDA

**INTEROFFICE MEMORANDUM
FROM
PUBLIC WORKS
UTILITIES**

Date: December 3, 2003

To: **Rick Diaz, P.E., Utilities Director
Orlando Figueroa, Fiscal Manager**

From: **Carolyn Andrews, Utility
Manager
Judy Carlson, Supervisor
Meter Services**

SUBJECT: AUTOMATED METER READING SYSTEM-AMR

An evaluation of the critical Meter Services needs for reading and maintaining the meters in the former Gulf Environmental Services area is complete. The most pressing issue we have encountered is reading the approximately 600 meters connected to the water mains extending through the middle of several blocks in the older section of San Carlos Park.

Customers have installed fences that block access to the meters, and often the customer's meter is in another customer's fenced-in back yard. Locked gates, dogs, or even absence of a gate hinders accessibility; the only access is through the home. All of these conditions make it difficult and time consuming to read the meters. But most importantly, these conditions jeopardize the safety of the meter reader.

An automated reading system, would allow the meter reader to scan the measuring devices without the need to obtain admission to the customers' backyards. The only time the meter would need to be accessed is if maintenance was required to repair leaks at the contraption, or to replace the meter, box or lid. We felt the more critical elements of the right AMR system would include:

- 1) Acquiring reads through water and meter, and equipment protection from water damage,**
- 2) Obtaining reads through cast iron boxes,**
- 3) Compatibility with LCU's Orcom Enterprise Customer Information System, (ECIS), Software,**
- 4) Tampering detection,**
- 5) Acquiring readings from the street, without interference by obstructions,**
- 6) Ease of meter installation using existing boxes and lids, no special lids or boxes needing to be purchased,**
- 7) Minimal maintenance requirements of the meters once installed, and that they operate within the licensed exempted ISM Band 902-928 MHZ, and**
- 8) Transmission of the actual meter reading, no need for external coordination between meter and antenna.**

Memorandum-Automated Meter Reading

Page 2

Sales representatives from Itron, Neptune, DataMatic and Master Meter have given presentations and demonstrations of their equipment and technology. Several of LCU's Staff Members have attended various presentations and field demonstrations including, Carolyn Andrews, Judy Carlson, DeWayne Tagg, Larry Clifford and Don Grim. Field demonstrations were observed at Collier County Utilities (Itron), Lee County Utilities and Villages at Royal Palm, in West Palm Beach. Staff spoke with customers of the various companies, especially those operating in the state of Florida.

Master Meter met all of the critical requirements and also provides a product, which does not have an external antenna with wiring, which would require continued maintenance. This wiring often gets caught outside the box and lid and may be damaged by lawn mowers. All radio equipment is self-contained in the meter, which is hermetically sealed, preventing water damage. Tampering is minimized because there is no wiring to cut. The Master Meter Dialog 3G meter has an internal antenna and emits a continuous signal, not requiring a "wake-up call" from the receiving equipment. No special boxes or lids are required, so all existing undamaged meter boxes and lids may be used, even cast iron boxes and lids. The meter is installed in the same method as a standard Neptune water meter, with no special equipment or wiring required. A leak detection code is transmitted if water has registered for 24 hours straight as well as tamper detection alerts. The date of the water leak and the type of tampering are also reported.

The other vendors required wiring from the meter to an antenna, which was mounted in a special lid, inside of the box or on top of a special lid. None of the other vendors had equipment capable of reading through a cast iron box, under water, and through obstructions. The other vendor's equipment was "alerted/awakened" by the receiving equipment.

Southern California Water Company (SCWC) has had 8,000 Master Meters in service for the last 1.3 years. SCWC's customer information system is Orcom ECIS. The Company uses Armor Cast, cast iron boxes. They read the meters under water to about 300 feet. Normal range is 3 miles. They report wonderful support and customer service is excellent. This utility was the first pilot program for Master Meter and served as a test site. The contact person with SCWC is John Standi, Water Loss Supervisor, phone no. (714)-535-7711 ext. 220.

Judy Carlson and DeWayne Tagg visited Villages at Royal Palm, in West Palm Beach. They observed the Master Meters being read and report that reads were reported as far away as 3 miles. Attached are pictures taken during this visit, of a meter and a meter installation. The utility also gave a good report on the ability to obtain readings through water at 300 feet range, normal receiving range-3 miles, easy installation and normal maintenance.

As a result of our investigation we recommend that Lee County Utilities purchase the Master Meter AMR system, a drive-by system. Attached is their proposal for 1,000 meters, software and laptop with antenna and one handheld receiver, \$145,000.00.

Memorandum-Automated Meter Reading

Page 3

Cost comparison of all systems viewed:

<u>Supplier</u>	<u># Meters</u>	<u>Cost</u>	
Master Meter	1,000	\$ 145,000.00	
Neptune	1,000	\$ 156,500.00	
Itron	1,000	\$ 85,264.00	Not drive-by, promotional only
DataMatic	1,000	\$ 125,304.00	



Quotation

Printed: 11/5/2003
Page 1 of 2
Writer Code: R60
Branch: 0060

Quote ID: richard.fountain2003110509505613

To: LEE CO BD OF CO COMM
PO BOX 2238
FORT MYERS, FL 33902-2238

From: FT MYERS WATER & SEWER
8091 Supply Dr-HSI #0060
FT. MYERS, FL 33912

Job:
Engineer/Architect:

Bid Date:
Quote Expires 12/5/2003

5/8" X 3/4" METER

Qty	Description	Unit Price	Total Price
1,000	5/8" X 3/4" BOTTOM LOAD MJ USG DIALOG 3G RF REGISTER	\$145.00	\$145,000.00

Notes: Section Total: \$145,000.00

RADIO READ SYSTEM

Qty	Description	Unit Price	Total Price
1	RADIO READ HARDWARE SYSTEM	\$0.00	\$0.00

Notes: Section Total: \$0.00

Notes: Quote Total: \$145,000.00

Term Net 30 Days Subject to Terms and Conditions of Sale

Accepted By:

Quoted By:



Quotation

Printed: 11/17/2003

Page 1 of 2

Writer Code: R60

Branch: 0060

Quote ID: richard.fountain2003110509505613

To: LEE CO BD OF CO COMM
PO BOX 2238
FORT MYERS, FL 33902-2238

From: FT MYERS WATER & SEWER
8091 Supply Dr-HSI #0060
FT. MYERS, FL 33912

Job:
Engineer/Architect:

Bid Date:
Quote Expires 12/5/2003

5/8" X 3/4" METER

Qty	Description	Unit Price	Total Price
600	5/8" X 3/4" BOTTOM LOAD MJ USG DIALOG 3G RF REGISTER	\$145.00	\$87,000.00

Notes: Section Total: \$87,000.00

RADIO READ SYSTEM

Qty	Description	Unit Price	Total Price
1	RADIO READ HARDWARE SYSTEM	\$0.00	\$0.00

Notes: Section Total: \$0.00

Notes: Quote Total: \$87,000.00

Term Net 30 Days Subject to Terms and Conditions of Sale

Accepted By:

Quoted By:

Hughes Supply, Inc.
8091 Supply Drive
Ft. Myers, Florida 33912
T 239 437 9444
F 239 437 9969



11-5-03

To: Lee County Utilities

Re: Master Meter Radio Read System

Description is as follows:

1 Ea Panasonic Toughbook Model 48/ 3G Drive-By Radio Read System

Includes:

- Panasonic Toughbook Semi-Rugged Notebook Computer
- Gamber Johnson Notebook Computer Pedestal Mount
- Master Meter MMR Mobile Receiver
- Antenna, antenna base, antenna cable, all power connections
- Greentree Drive-By RMS-Win Software- Includes custom interface to existing billing software.
- 3 days onsite installation, training, travel and expenses

Product Quality Leadership Market Engineering Award

FROST & SULLIVAN

Market Engineering Award Recipient

Product Quality Leadership 2003

AWARD DESCRIPTION

Frost & Sullivan bestows the Market Engineering Award for Quality Control Leadership upon the company that has demonstrated superior quality control over their existing competitors in product manufacturing. Quality control is an essential element of satisfying customers, increasing repeat buying behavior, and assuring long-term market survival.

RESEARCH METHODOLOGY

To choose the award recipient, the analyst team tracks all products and research and development projects within the industry. This is accomplished through interviews with all market participants, end-users, distributors, and extensive secondary and technology research.

MEASUREMENT CRITERIA

In addition to the methodology described above, there are specific criteria used to determine final competitor rankings in this industry. The award recipient has excelled based on one or more of the following criteria:

- Lowest defect percentage per batch of units produced by suppliers in current base year
- Product ability to fulfill customer needs, in terms of functionality and user friendliness
- Number of breakdowns or services required per year
- Degree of connectivity
- Level of product support end-users receive from their vendors or suppliers

AWARD RECIPIENT: MASTER METER

Master Meter has quietly revolutionized the water segment of the AMR market with its third generation AMR product called Dialog 3G, a wireless system fully integrated into the register of the water meter. Utilities now have a welcome alternative mobile RF AMR system at very attractive prices that has been rated as excellent by the utilities.

The Master Meter AMR and meter are manufactured as one hermetically sealed unit with the RF transceiver inside the standard register which prevents water from damaging the AMR meter module. It also eliminates the need for external connections, reducing the opportunity for tampering by cutting wires. Utilities indicated that with some AMR systems, the performance is good at first and then degrades over time.

The degradation in performance has not been observed with the Master Meter system, and utilities attribute the



continued high performance to the manufacturing process utilized by the company. Rather than house the transceiver in plastic, the company chose to use only glass and stainless steel. The end result is a product that is well suited for the pit environment that is common for water meters. To ease the installation process, Master Meter also preprograms the meter modules at the factory. This is important since the programming devices for AMR meter modules are very intolerant of entry errors. If an error is made during the programming process, the process must be aborted and restarted from the beginning.

Once the water meter is installed, the meter reading staff is pleased that meter readings are retrieved while driving at the posted speed limit, even when the meter pits are full of water. Master Meter has not had any complaints about driving speed. This is critical to utilities with service territories that encompass large tracts of industrial and commercial customers.

The meter module also is indifferent to which way the water flows. If a customer inverts the meter in an attempt to force the meter to run backwards, the meter continues to properly record water usage. To help customers, the system incorporates a leak detection system. If the water usage never stops completely within a 24-hour period, it sets a flag that is retrieved at the time of the meter read. In all, the system provides alerts for leak and backflow detection, and tampering.

Utilities report that Master Meter has been able to supply products on short notice for every size of water meter. Utilities had expressed frustration with shipping and development delays with other suppliers. Master Meter stepped in to fill a need in the water market for reliable service and high-quality products.

Most utilities expressed surprise that the system with the highest performance and best customer service was priced lower than competitor prices by approximately \$25 per endpoint. Although Master Meter prefers to follow a low-key approach to marketing, the water utilities are anything but quiet about the new system. It is being discussed at water utility association meetings as the elite system without an elite price.

TERMS AND CONDITIONS OF SALE

All references in this document to "Seller" shall include each subsidiary or division of Hughes Supply, Inc. whether or not specifically identified herein.

All sales made by Seller are subject to the Terms and Conditions of Sale, which shall prevail over any inconsistent terms of Purchaser's purchase order or other documents. No terms and conditions in any way altering or modifying these provisions shall be binding upon Seller unless they are specifically authorized in writing by Seller's authorized representative. No modification or alteration of these provisions shall result by Seller's shipment of goods following receipt of Purchaser's purchase order, or other documents containing provisions, terms, or conditions in addition to, in conflict with, or inconsistent with these provisions. There are no terms, conditions, understandings, or agreements other than those stated herein, and all prior proposals and negotiations are merged herein.

Prices in quotations made by Seller are subject to change without notice, and all quotations expire and become invalid if not accepted within 30 days from the date of issue, unless otherwise noted by Seller in writing. Price extensions when made, are for Purchaser's convenience only, and they, as well as any mathematical, stenographic or clerical errors, are not binding on Seller. Prices shown do not include any sales, excise, or other governmental tax or charge payable by Seller to Federal, State or local authority. Any taxes now or hereafter imposed upon sales of shipments will be added to the purchase price. Purchaser agrees to reimburse Seller for any such tax or to provide Seller with an acceptable tax exemption certificate.

Seller shall not be liable for delay or default in delivery and all quotations and agreements are contingent upon any cause beyond Seller's reasonable control, including, but not limited to, governmental action, strikes, or other labor troubles, fire, damage or destruction of goods, manufacturers' shortages, inability to obtain materials, fuels, or supplies, acts of God, or any other cause whatsoever beyond Seller's control.

Goods not manufactured by Seller are warranted and guaranteed only to the extent and in the manner warranted and guaranteed to Purchaser by the original manufacturer of such goods.

ALL OTHER WARRANTIES ARE EXCLUDED, WHETHER EXPRESSED OR IMPLIED BY OPERATION OF LAW OR OTHERWISE, INCLUDING ALL IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. SELLER'S LIABILITY HEREUNDER, AND PURCHASER'S EXCLUSIVE REMEDIES HEREUNDER, EITHER IN CONTRACT OR IN TORT OR PURSUANT TO STATUTE, FOR BREACH OF WARRANTY OR FOR NEGLIGENCE, ARE EXPRESSLY LIMITED TO THE GIVING OF CREDIT OR REPLACEMENT. SELLER MUST BE GIVEN WRITTEN NOTICE IDENTIFYING THE DEFECTIVE GOODS AND SPECIFYING THE DEFECT WITHIN TEN (10) DAYS AFTER RECEIPT OF THE GOODS BY PURCHASER. SELLER MUST ALSO BE GIVEN THE OPPORTUNITY TO INSPECT THE ALLEGEDLY DEFECTIVE GOODS, AND IF REQUESTED BY SELLER, THE ALLEGEDLY DEFECTIVE GOODS MUST BE RETURNED TO SELLER. FAILURE TO GIVE REQUIRED NOTICE WITHIN THE TIME PROVIDED, OR FAILURE TO RETURN ALLEGEDLY DEFECTIVE GOODS TO SELLER FOLLOWING SELLER'S REQUEST CONSTITUTES A WAIVER OF ALL CLAIMS AGAINST SELLER. SELLER'S RESPONSIBILITY TO GIVE CREDIT OR REPLACEMENT IS LIMITED TO THE EXTENT THAT SELLER IS ABLE TO OBTAIN EQUIVALENT CREDIT OR REPLACEMENT FROM THE ORIGINAL MANUFACTURER OF SUCH GOODS. PURCHASER AND SELLER AGREE THAT SELLER SHALL NOT BE LIABLE DIRECTLY OR INDIRECTLY FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL OR INDIRECT DAMAGES IN ANY WAY ARISING FROM THE SALE, HANDLING, INSTALLATION, OR USE OF THE GOODS SOLD OR FROM ANY OTHER BREACH OF THIS DOCUMENT, ANY PURCHASE ORDER OR ANY OTHER AGREEMENT BETWEEN PURCHASER AND SELLER.

No credit for goods returned by Purchaser shall be given without Seller's written authorization. All returns are subject to a restocking charge. No claim for shortage of goods or damage to goods shall be allowed unless Purchaser, within ten (10) days after receipt of shipment, gives Seller written notice of the claim for shortage or damage and in such written notice fully describes the shortage and/or damage alleged. Seller's responsibility ceases upon issuance of Bill of Lading. Seller shall not be liable to Purchaser for goods which are damaged or lost while in the possession of a common carrier, and it will be Purchaser's responsibility to recover any and all damage directly from the common carrier.

Any change in quantities or destination may result in a price adjustment by Seller.

Seller assumes no responsibility whatsoever for Seller's interpretation of plans or specifications provided by Purchaser and Purchaser's acceptance must be premised on final approval by architects, engineers, or other third parties, and not in Seller's interpretation.

Unless otherwise stated, payment terms are 10th prox. Payment is due in the form of cash, check, or money order. Seller may apply Purchaser's payment against any open charges within Seller's sole discretion. Purchaser agrees to pay Seller on past due accounts a monthly interest charge equal to the maximum interest charge permitted to be charged by the law governing the account between Purchaser and Seller. The interest rate stated herein shall continue to accrue after Seller obtains a judgment against Purchaser.

Purchaser agrees to pay Seller all costs and expenses of collection, suit, or other legal action, including all actual attorney's and paralegal fees, incurred presuit, through trial, on appeal, or in any administrative proceedings brought as a result of the commercial relationship between them. Any cause of action which Seller may have against Purchaser may be assigned by Seller to Hughes Supply, Inc. or any affiliate thereof without the consent of Purchaser.

Purchaser waives any and all privileges and rights which Purchaser may have relating to venue. Purchaser and Seller agree that any legal action brought by either as a result of the account or business relationship between Purchaser and Seller shall be brought in the venue of the state where the sales from Seller to Purchaser occurred, where Purchaser is located, or at Seller's election, according to the schedule on page 4 of this Document.

If Purchaser fails to comply with these Terms and Conditions of Sale, or Purchaser's credit becomes unsatisfactory in Seller's sole discretion, Seller reserves the right to terminate or restrict any order upon notice to Purchaser. Purchaser certifies that it is solvent and that it will immediately advise Seller if it becomes insolvent. Purchaser agrees to send Hughes Supply, Inc. written notice of any changes in the form of ownership of Purchaser's business within five days of such changes.

PURCHASER AND SELLER AGREE AND INTEND THAT THERE ARE NO THIRD PARTY BENEFICIARIES TO THIS DOCUMENT AND THAT PURCHASER AND SELLER ARE THE SOLE INTENDED BENEFICIARIES OF THIS DOCUMENT.

When applicable, the terms of Executive Order 11246 and 41 C.F.R. part 60-1 shall apply to any purchase made by Purchaser in reliance on this Document.

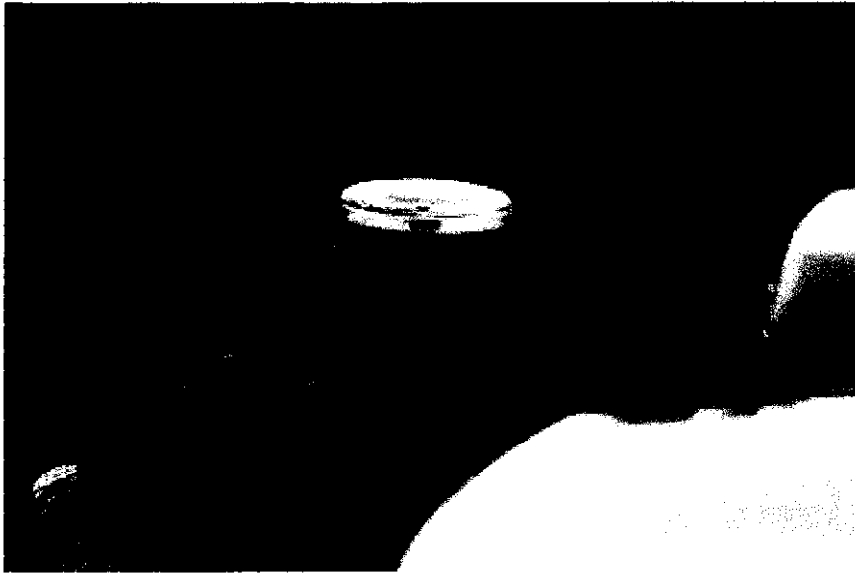
Lori A. Miller - AMR Mater Meter

From: <jcarlson@leegov.com>
To: <MILLERLA@leegov.com>
Date: 12/3/2003 12:36 PM
Subject: AMR Mater Meter

Lori
Can you print these out.







Kodak EasyShare
software

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[Click here to get the software.](#)

How to save a picture

Simply right click on it and select "save image as." MAC users, click and drag the image to your desktop.

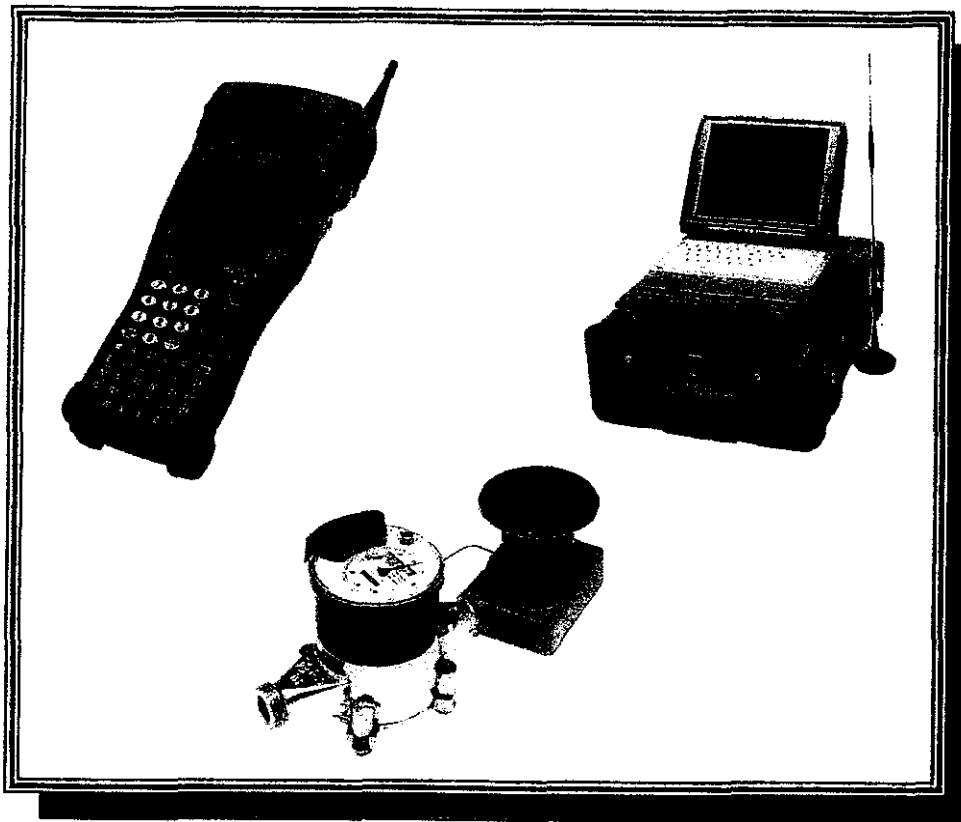


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NEPTUNE-IT.



NEPTUNE.



APPENDIX 3: ORDER FORM FOR THE RESIDENTIAL METER AND REGISTER PROGRAM

Each package includes Encoder meters or registers, R900 MIUs, a complete handheld system (pricing shown includes DAP PC9800), softwareⁱ and training. Large packages contain an EZDrive mobile data collection system.

Customer Name: _____

Distributor Name: _____

Purchase Order #: _____

Please mark the appropriate boxes that apply to your package.

Meter Size	Register Unit of Measure	Bottom Cap Material
<input type="checkbox"/> 5/8"	<input type="checkbox"/> Gallons	<input type="checkbox"/> Cast Iron
<input type="checkbox"/> 5/8" X 3/4"	<input type="checkbox"/> Cubic Feet	<input type="checkbox"/> Bronze
<input type="checkbox"/> 3/4" II	<input type="checkbox"/> Cubic Metres	<input type="checkbox"/> Plastic
<input type="checkbox"/> 1" III	<input type="checkbox"/> Registers Only	

Package Pricing^{iv}

Choose Package Option:	5/8" Meter w/ Wall R900	5/8" Meter w/ Pit R900 ^v	Register w/ Wall R900	Register w/ Pit R900 ^{vi}
NepTune-It Handheld 20	<input type="checkbox"/> \$8,250	<input checked="" type="checkbox"/> \$9,250	<input type="checkbox"/> \$7,750	<input type="checkbox"/> \$8,750
NepTune-It Handheld 50	<input type="checkbox"/> \$10,750	<input type="checkbox"/> \$12,250	<input type="checkbox"/> \$9,750	<input type="checkbox"/> \$11,250
NepTune-It Handheld 100	<input type="checkbox"/> \$14,250	<input type="checkbox"/> \$16,750	<input type="checkbox"/> \$13,250	<input type="checkbox"/> \$15,750
NepTune-It Mobile 250	<input type="checkbox"/> \$45,000	<input type="checkbox"/> \$50,000	<input type="checkbox"/> \$40,000	<input type="checkbox"/> \$47,000
NepTune-It Mobile 500	<input type="checkbox"/> \$65,000	<input type="checkbox"/> \$75,000	<input type="checkbox"/> \$57,000	<input type="checkbox"/> \$72,000

NEW ⇒ Distributor system implementation^{vii} \$1,000.00 discount
 Deduction for DAP PC9300 option \$1,250.00 discount

Total Cost = _____

*\$163 each
add.
meter*

ⁱ The utility is responsible for the Transfer file for their billing EZRouteMAPS software.

ⁱⁱ 3/4" meters available subject to adder of \$20.00 per meter.

ⁱⁱⁱ 1" meters available subject to adder of \$50.00 per meter.

^{iv} Don't forget that we now allow commercial meters to be "I packages. Minimum and maximum order quantities will apply.

^v Pit R900 MIUs are prewired and potted.

^{vi} Same as previous.

^{vii} For implementations conducted by the Level 1 distributor cost will apply.



APPENDIX 7: CUSTOMER PROFILE FORM

Date:	
TM Name:	Territory Number:

CONTACT INFORMATION		
Utility:		
Address 1:		
Address 2:		
City	State:	ZIP:
Primary Utility Contact:		
Tel:	Fax:	
Email:		
Distributor Name(if ordered through distribution):		
OTHER UTILITY CONTACTS:		
Name	Title	Phone/Email
1.		
2.		
3.		

BILLING PACKAGE INFORMATION:		
Billing Company:	<input type="checkbox"/> In House	<input type="checkbox"/> Consultant
Contact:	Title:	
Address:	File Transfer Method:	
City:	State:	ZIP:
Email:		

COMPUTER INFORMATION:	
Mainframe Type:	PC Type:
Import File Size:	Export File Size:
Windows Platform? Y or N	Network? Y or N
Windows Version (circle appropriate): 95 98 2000 NT XP/Pro	

METER INFORMATION:			
Total Connections:	Number of Meter Readers:		
Current Reading Method:	Software used:		
Reading Frequency:			
Residential:	<input type="checkbox"/> Monthly	<input type="checkbox"/> Quarterly	<input type="checkbox"/> Estimated
Commercial:	<input type="checkbox"/> Monthly	<input type="checkbox"/> Quarterly	<input type="checkbox"/> Estimated
Billing Cycles per year:	Registration: <input type="checkbox"/> Ft ³ <input type="checkbox"/> Gallons <input type="checkbox"/> m ³		
Billing Units:	<input type="checkbox"/> 1s	<input type="checkbox"/> 10s	<input type="checkbox"/> 100s <input type="checkbox"/> 1000s



NEPTUNE-IT FOR RESIDENTIAL METERS (5/8" OR 5/8" X 3/4") HANDHELD AND MOBILE OPTIONS

The Program:

The NepTune-It program is an ideal opportunity for utilities to upgrade their inaccurate and hard-to-read meters to the newest technology with a minimal investment.

Whatever your needs, there is a package designed for you.

Each package combines Neptune T-10 meters, ProRead encoder registers, R900 RF MIUs, and handhelds, or mobile meter reading units with EZRouteMAPS software, and Neptune's certified installation and training. Depending on the size of your requirements, you can order as few as 20 meters to qualify for a NepTune-It handheld package or 250 meters for a NepTune-It mobile package. If you already have Neptune meters installed, registers may be purchased instead of meters.

Neptune T-10 Meters

- Captures low flows down to 1/8 gpm at 95% accuracy

Neptune ProRead Encoded Registers

- Absolute encoded reading – no pulses or increments
- Correct reading every time

R900 RF MIUs

- Unlicensed, one-way RF technology
- Both wall or pit versions available
- Works with Neptune and Invensys ECR II and ECR III encoders
- 10-year battery guarantee

DAP PC9300 or DAP PC9800 Handhelds

- Rugged handheld computer holds 1,000 accounts
- Can read keyed, probed, and RF equipped meters

EZDrive

- Vehicle-based meter reading collection device
- Read at speeds of 30 mph or more depending on posted limits
- Works with EZRouteMAPS software

EZRouteMAPS PC Software

- Windows®-based, easy-to-use route management software
- Works with handheld and mobile systems

Contact your local Neptune representative or Authorized Neptune Distributor to find out which NepTune-It package is best for you.



System Quotation

For: Lee County
 Date: May 15 03
 Prepared by: Coleman Roddam- Director of Sales

Section		Qty	Unit	Extended	Annual Mtc
1	System Engineering/Development			\$0.00	
2	ROADRUNNER Handheld Equipment			\$5,085.00	\$762.75
2.1	ROADRUNNER X7 Handheld w/FIREFLY RF -	1	\$4,930.00	\$4,500.00	\$675.00
2.2	ROADRUNNER X7 Handheld -			\$0.00	\$0.00
2.3	Communications Cradle for ROADRUNNER X7	1	\$585.00	\$585.00	\$87.75
2.4	Cradle Controller for ROADRUNNER X7			\$0.00	\$0.00
3	FIREFLY Meter Interface Units			\$44,500.00	
3.1	FIREFLY Meter Interface Unit (MIU) - Sensor	500	\$89.00	\$44,500.00	
3.2	FIREFLY Meter Interface Unit (MIU) - Wire-end			\$0.00	
3.3	FIREFLY MIU LidLock			\$0.00	
4	FIREFLY AMR Hardware			\$1,224.00	\$183.60
4.1	FIREFLY RF Upgrade for ROADRUNNER X7	-		\$0.00	\$0.00
4.2	Programming/Profiling Unit (PPU) with cable - Water/Gas	1	\$544.00	\$544.00	\$81.60
4.3	FIREFLY Configuration Tester with battery	1	\$680.00	\$680.00	\$102.00
4.4	ROADRUNNER Mobile RF Receiving Unit w/ruggedized PC		\$19,900.00	\$0.00	\$0.00
4.5				\$0.00	
5	Application Software			\$1,995.00	\$299.25
5.1	RouteSTAR MVP Route Management Software	1	\$1,995.00	\$1,995.00	\$299.25
5.1.1	RouteSTAR MVP AMR License - Deferred	1	\$5,000.00		\$0.00
6	Installation Services / System Training			\$17,500.00	
6.1	Training - RS MVP/FF AMR Up to 6 days	1	\$4,500.00	\$4,500.00	
6.2	Pre Install Site Visit	1	\$2,500.00	\$2,500.00	
6.3	FIREFLY Installation	500	\$21.00	\$10,500.00	
7	Expenses			\$0.00	
7.1	FIREFLY Shipping			\$0.00	
8	Other Items			\$0.00	
Total System Cost and Annual Maintenance				\$70,304.00	\$1,245.60

Terms/Comments:

Note: This quotation is subject to terms of the Datamatic RouteSTAR Purchase, License and Maintenance Agreement.

This quotation is budgetary until an agreed on performance specification and system information is received. Shipping FOB Plano, TX

End of Quotation



Southeastern Data

C O O P E R A T I V E , I N C .

2100 East Exchange Place, Suite 300, Tucker, GA 30084-5313 704-948-9849 Fax 704-947-8990

“Start your Water AMR Pilot” *A Special Promotion designed for Itron’s MV-RS clients*

The Promotion package is \$3,744.00

Looking for a better way to do your meter reading? Maybe you’re seeking a more efficient process. You’re looking for a more accurate system and wondering how you can improve customer service. Perhaps, your greatest need is for a more cost effective system of meter reading. And you’re wondering about the return on your investment.

Perhaps you’ve been considering moving to AMR but thought it was too expensive to get started. Well now Itron has made it easy to get started with a low cost, industry-proven, AMR system. There’s no better time than now to **Start your AMR pilot.**

- **Start getting greater operational efficiency** as Itron’s AMR system eliminates manually collected readings on difficult to read meters
- **Start getting lower meter reading costs** as your Itron AMR system greatly increases the number of reads that can be collected in a given period of time
- **Start getting greater accuracy** as Itron eliminates data entry errors as well as reduces re-reads
- **Start giving better customer service** as AMR reduces the need to access customers’ property and reduce billing disputes

The Promotion package includes:

- 48 Pit Water ERT 50W-1 modules (ERT and in-line connector wire). (normal list price is \$102/ea)

Additional equipment that can be purchased with this Promotion:

- Customers may order up to five G5R handhelds specially priced with this promotion at **\$3,295** each. This special price includes one (1) G5R, POD, and 1 power supply per 4 handhelds.
- You may purchase one ReadOne Pro, Rapid Charger and Battery at a special price of **\$1,995**. This option is available only when purchased in conjunction with this promotion.
- Additional Water pit ERT’s ordered with this promotion are **\$85/ea**. (Order in boxes of 12).

The Guidelines:

- This offer is for existing Itron MV-RS customers who do not currently have an ERT deployment.
- All products must be shipped directly to the end customer except the ERTs, which may be drop shipped to the Itron Business Partner or meter manufacturer. All products must appear on the same order.
- An FCC License is required for reading Water ERTs. The cost for the Frequency Search and filing of the application is **\$600.00**. This cost is paid directly to the Frequency Search Coordinator when they complete the Search. We assist our clients with the FCC licensing process at no cost.
- The offer is valid on orders received before November 30, 2003 with shipment before December 31, 2003 and cannot be used in conjunction with any other program.



Knowledge to Shape Your Future