



04-08-2022

City of Port St. Lucie  
121 SW Port St. Lucie Blvd  
Port St. Lucie, FL 34984

**City of Port St. Lucie Emergency PO – Environmental Carts and Rollout**

Esteemed Executive Assistant:

My name is Rodrigo Bernal and I represent a family owned and operated company, Rehrig Pacific. Our company has a history of doing business with the City of Port St. Lucie.

Our company, located in Florida, provides roll out carts for the recycling collection program. In recent months, the City has had several articles scrutinizing the waste collection program. Rehrig Pacific is positioned to assist the City in rolling out trash carts to each home in preparation for another City-wide collection contract after this one is terminated.

Recently our company has been working with Dave Peters – our understanding is that within a 3 week span the Neighborhood Services dept has determined that the lowest cost provider, Schaffer, is a better solution than Rehrig Pacific's. While we understand price is a key consideration, the longevity & success of this cart roll out is paramount to the City's reputation and will affect the next waste hauling contract.

Rehrig Pacific has many benefits over our competition and in this case, we respectfully view the decision to be solely on price and does not consider the following:

1. The most accurate delivery of 80,000 new assets, Rehrig has a proven method that is best in class.
2. With recent scrutiny of the City, we provide a dedicated Rehrig project manager to ensure the project goes smoothly.
3. During the roll out the City will have full view through a portal, of the program's progress. Combined with the rollout information provided by the Neighborhood Services dept.
4. Rehrig is setting the City up for a scalable program that can be wound into your next hauling contract. City would have the ability to monitor the haulers collection success on a daily basis.
5. Rehrig Pacific would be manufacturing these in Florida – affecting our local economy for 3-4 months of employment.

As a resident of Florida, I implore you to look beyond just price and think about the long-term effect of a large project going smoothly with roll out carts and the benefits that Rehrig is able to offer that our competitor cannot.

Rehrig is more than happy to offer the **same price** as our competitor in order to see that the City has its needs being met now and in the future.

Respectfully submitted,

*Rodrigo Bernal*

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Rehrig Pacific - Environmental Sales Rep  
Rbernal@Rehrig.com  
(386) 265-8078

