

From: [Ivan Vargas](#)
To: [Edgar Cristo](#)
Subject: RE: [EXT]RE: Current Liability Insurance (PCI Updated Pricing)
Date: Wednesday, March 20, 2024 9:45:10 AM
Attachments: [image001.png](#)
[image002.png](#)
[image008.png](#)
[City of Hollywood PCI Pricing.xlsx](#)

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Hey Edgar,

Hope all is well I spoke to our team here and attached is the revised price increase for 3% appreciate your patience and let me know if I can be of further assistance.

From: Edgar Cristo <ECristo@hollywoodfl.org>
Sent: Wednesday, March 13, 2024 12:06 PM
To: Nelson Penalver <NelsonP@surfpci.com>
Cc: Blanca Rosado <BROSADO@hollywoodfl.org>; Eugene Saint Jean <eugenest@surfpci.com>; Patricia Cerny <PCERNY@hollywoodfl.org>; Simone Knight <SKNIGHT@hollywoodfl.org>; Shawn Burgess <SBURGESS@hollywoodfl.org>
Subject: RE: [EXT]RE: Current Liability Insurance (PCI Updated Pricing)

Good Morning Nelson,

Thank you for providing the new COI. I was looking over the updated pricing for the line items and I noticed all of the lines increased a lot more than the 3% agreed upon below :

1.96 COST ADJUSTMENTS

The cost for all items as quoted herein shall remain firm for the first term of the contract. Costs for any extension term shall be subject to an adjustment only if **increases** occur in the industry. However, unless very unusual and significant changes have occurred in the industry, such **increases** shall not exceed 3% per year or, whichever is less, the latest yearly percentage **increase** in the All Urban Consumers Price Index (CPI-U) (National) as published by the Bureau of Labor Statistics, U.S. Dept. of Labor. The yearly **increase** or decrease in the CPI shall be that latest index published and available ninety (90) days prior to the end of the contract year then in effect compared to the index for the same month one year prior. Any requested cost **increase** shall be fully documented and submitted to the City at least ninety (90) days prior to the contract anniversary date. Any approved cost adjustments shall become effective upon the anniversary date of the contract. In the event the CPI or industry costs decline, the City shall have the right to receive from the Contractor reduction in costs that reflect such cost changes in the industry. The City may, after examination, refuse to accept the adjusted costs if they are not properly documented, **increases** are considered to be excessive, or decreases are considered to be insufficient. In the event the City does not wish to accept the adjusted costs and the matter cannot be resolved to the satisfaction of the City, the contract can be cancelled by the City upon giving thirty (30) days written notice to the Contractor.

See attached spreadsheet highlighted in **blue** are the percent increases. Please review pricing. Hope to hear from you soon.

Thank you

Edgar Cristo
Records Manager

City of Hollywood
Records & Archives Division
2600 Hollywood Blvd
P.O Box 229045
Hollywood, FL 33022-9045
Ecristo@hollywoodfl.org
(954)921-3545



From: Nelson Penalver <NelsonP@surfpci.com>
Sent: Thursday, March 7, 2024 2:32 PM
To: Edgar Cristo <Ecristo@hollywoodfl.org>
Cc: Blanca Rosado <BROSADO@hollywoodfl.org>; Eugene Saint Jean <eugenes@surfpci.com>
Subject: [EXT]RE: Current Liability Insurance

You don't often get email from nelsonp@surfpci.com. [Learn why this is important](#)

Dear Edgard,

Thank you for your recent email.

We are thrilled to learn that the City of Hollywood has chosen to renew its partnership with PCI. Attached to this message, you will find the requested insurance documents as well as the updated pricing details for the next agreement period.

Warm regards,.

From: Eugene Saint Jean <eugenes@surfpci.com>
Sent: Thursday, March 7, 2024 11:19 AM
To: Edgar Cristo <Ecristo@hollywoodfl.org>; Nelson Penalver <NelsonP@surfpci.com>
Cc: Blanca Rosado <BROSADO@hollywoodfl.org>
Subject: RE: Current Liability Insurance

Good Morning Edgar,

I hope all is well!
[@Nelson Penalver](#) will be able to provide further assistance.

Best Regards,

| Eugene Saint Jean

Line	Description	UOM	CURRENT Price	NEW Price	Released Amount	Released Quantity	Percent increase
1	Barcode and Sorting (-1 & 3.5 oz) Letter Size Mail	Each	0.0036	0.003708	0.00		3%
2	Barcode and Sorting - (over 3.5 oz up to 11 oz) Flat Mail	Each	0.019	0.01957	27.30	1,437.	3%
3	National Change of Address (NCOA)	Each	0.003	0.0031	0.00	0.	3%
4	Processing (E-Certified)	Each	0.007	0.70	0.00	0.	
5	Postage Charges (E-Certified Mail)	Each	5.75	6.2675	0.00	0.	
6	Processing (Certified Mail)	Each	0.085	0.0875	0.09	1.	3%
7	Postage Charges (Certified Mail)	Each	5.75	6.2675	0.00	0.	
8	Processing (Priority Mail)	Each	0.012	0.0124	0.00	0.	3%
9	Postage (Priority Mail) -	Each	1.00	0.00	0.00	0.	
10	Meter (Letters & Flats) -	Each	0.0035	0.00361	134.43	38,409.	3%
11	Postage Charges Letters	Each	0.389	0.424	0.00	0.	
11	Postage Charges Flats	Each	0.00	0.6289	0.00	0.	
12	Postage Charges (International Mail)	Each	0.71	0.00	0.00	0.	
13	Pick Fee		0.00	35.00			
14	Print 8.5 x 11 Simplex in Color - specialty paper with micro perf	Each	0.0485	0.05	0.00	0.	3%
15	Trifold 1 pc, Insert 1 pc, Seal, Print Indicia, Sort and Barcode	Each	0.039	0.0402	0.00	0.	3%
16	Postage Charges	Each	0.389	0.424	0.00	0.	
17	Perf (3.5 inch from bottom)	Each	0.025	0.02575	0.00	0.	3%
18	Purchase of No. 10 window envelopes	Each	0.0249	0.0272	0.00	0.	
19	Purchase of No. 9 BRE envelopes	Each	0.0242	0.0264	0.00	0.	
20	Address Return Verification	Each	0.003	0.00309	0.00	0.	3%
21	Tabbing (3 tabs)	Each	0.019	0.01957	0.00	0.	3%
22	Fee for address service correction -	Each	0.003	0.00309	6.31	2,104.	3%
23	Fee for address for forwarding address	Each	0.003	0.00309	69.62	23,205.	3%
24	Printing	Each	0.021	0.02163	0.00	0.	3%
25	Folding	Each	0.025	0.02575	0.00	0.	3%
26	Labeling	Each	0.019	0.01957	0.00	0.	3%
27	Inserting 1 piece	Each	0.0025	0.002575	0.00	0.	3%
28	Inserting - 2 pieces	Each	0.005	0.00515	0.00	0.	3%
29	Inserting - 3 pieces	Each	0.0075	0.007725	0.00	0.	3%
30	Ink Jetting Address and/or Indicia	Each	0.012	0.01236	0.00	0.	3%
31	Postage Upgrade for Various Levels	Each	0.419		0.00	0.	
32	Postage Upgrade for Various Levels (Flats)	Each	1.02		0.00	0.	
33	Seal by Hands / Flat	Each	0.03	0.0309	330.99	11,033.	3%
34	Tab Sealing, One Tab	Each	0.003	0.00309	0.00	0.	3%
35	Tab Sealing, Two or More Tabs	Each	0.0035	0.003605	0.00	0.	3%
36	Postage (Full Rate Letters)	Each	0.55		0.00	0.	
37	Postcards	Each	0.285		0.00	0.	
38	Mailing Services Costs		0.00		508,310.41		
39	Processing Fee	Hour	55.00		5,170.00	94.	

Green Equals to Postage
Orange New Fee