



## METER READERS, LLC

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Portland, OR. 97224

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[www.meterreaders.com](http://www.meterreaders.com)

Date: 2/5/24

City of Wilsonville  
Attention: Keith Katko  
Address: 29799 SW Town Center Loop, Wilsonville, OR 97070

RE: Price Increase

Dear: Keith

We wanted to thank you for your continued business for allowing Meterreaders to be your water meter reading provider for all these years.

Over the last 3 years, due to inflation, our costs to operate as a company have changed tremendously. Unfortunately, the small CPI rate increase we have passed on to you has not been covering our expenses anymore. Our profit in 2023 has dropped in the last 12 months by 34% compared to 2022.

Within the last several weeks we have received the biggest hit to our company. Without notice, our insurance provider for our scooters has told us they would not renew our auto policy as they are no longer providing coverage to businesses that use scooters. Our insurance broker has reached out to all the viable companies, and no one is insuring scooters for business use. However, he found two companies that are willing to provide coverage, but the rate they quoted is 1190% greater than what we are paying.

The use of scooters is integral to how we do business. It has allowed us to be extremely affordable for decades. The use of scooters allows our readers to read on average 750 - 1000 meters per day. In comparison to a person walking or using an automobile, they can only read on average 300 meters per day. Scooters have really been the calling card of our business.

In order to continue to serve our customers we will need to implement a 37-cent increase in our current billing, per meter. Even with this rate increase we believe we can still save the city nearly 50% on reading costs versus the costs of reading it by foot or by automobile.

We'd also like to take this time to offer you another opportunity to look at our new AMI leasing program, with no upfront costs to the city. This program will allow you to reap the benefits of AMI and have a projected savings of \$5,000,000 over the course of a 20 year period.\* If interested we'd be glad to provide you with more information.

Thank you for your time and we look forward to talking with you soon regarding some of the changes to our business.

Respectfully,

*Bruce Reid*

Bruce Reid  
Sales & Technical Director

*\*Data for the projected savings was taken from the Arcadis 2020 AMI Cost-Benefit Analysis Report fro WSSC Water District – Dated October 20, 2020, Pages 7-8*