

Luis Menchaca
Parks Maintenance Coordinator
Olivehurst Public Utility District
1970 9th Ave
Olivehurst, CA 95961

September 24, 2020

Re: Rain Master Laguna/DX3 Estimated Cost of ownership

Dear Luis,

Please consider the following controller *list prices*, projected communication cost and overall cost of operation for the various communication paths available on Rain Master DX3 controllers. For reference, I'm using a 24 station controller in a stainless-steel, top-entry pedestal. I'm also using a 20 year depreciation life-span of the controller for communication cost estimates. The Rain Master part number is listed for reference.

Ethernet – DX3-SPED24

• List Price	\$ 6,600
• Included Communication	N/A
• <u>Communication Cost for 20 Years of Service</u>	<u>N/A*</u>
Total Cost of Operation over 20 Years of Service	\$ 6,600

Note: Hardwired Ethernet communication must be provided to the controller cabinet.

* Does not include third-party cost for internet service

Cellular – DX3-SPED24M8C

• List Price	\$ 8,550
• Included Communication	10 years of LTE Cellular Data Service
• <u>Communication Cost for 20 Years of Service</u>	<u>\$ 1,200**</u>
Total Cost of Operation over 20 Years of Service	\$ 9,750

** Future cost of LTE cellular service is not to exceed \$120 per year, but could change based on market conditions and advancement in technology. Communication packages to “lock in” cellular communication cost at \$120.00 per year are available.

UHF Radio – DX3-SPED24M8U / EV-ANT-F

• List Price Controller	\$ 8,800
• List Price High-gain Antenna Assy.	\$ 975
• Included Communication	N/A
• <u>Communication Cost for 20 Years of Service</u>	<u>N/A</u>
Total Cost of Operation over 20 Years of Service	\$ 9,775***

***A DX3 UHF Base Radio is required for UHF radio communication with new DX3 controllers. This is a one-unit, one-time purchase, though as the system expands additional UHF Radio Repeaters may be needed. List price \$3,000

Note: a high-gain antenna is recommended for controllers more than 2 miles from the base radio or repeater.

The full Rain Master 2020 Price List is available at http://rainmaster.com/PDF/RainMaster_PriceList_2020.pdf.

The water conservation and operational efficiency potential of a controller using Laguna software is the same for all DX3 controllers regardless of communication path. However, new features like the ProMax Connect and future development will be deployed principally on “*Cloud Connected*”, *Ethernet communicating DX3 controllers*. This includes Cellular communication. Therefore, given the lower up-front cost and similarity in long-term cost of operation, Rain Master recommends Ethernet or Cellular communication on new systems whenever possible.

I’m looking forward to the conversation on the 29th. In the meantime, please give me a call with any questions.

Sincerely,

A handwritten signature in cursive script that reads "Michael Smith".

Michael Smith
Specification Sales Manager
Rain Master/The Toro Company