



**MEMORANDUM**

**Date:** September 13, 2019

**To:** Paula Schumacher, Village Administrator

**Cc:** Todd Dowden, Finance Director  
Scott Skrycki, Assistant Village Administrator

**From:** Kevin DeRoo, Golf Course Superintendent

**Re:** Golf Course Capital Equipment Purchase

Approved in the 2019-2020 golf course maintenance capital outlay budget is the purchase of two (2) Riding Triplex Mowers. These two (2) items will be funded through the Village Vehicle Replacement Fund Program.

The City of Tucson, Arizona has publicly solicited and awarded an agreement for **Parks and Golf Grounds Maintenance Equipment to the Toro Company**. This cooperative purchasing agreement (Contract #1135740) is available to public agencies and non-profit entities nationwide via the National Intergovernmental Purchasing Alliance (National IPA). Currently the State of Illinois does not offer any type of cooperative purchasing program for governmental agencies.

To take advantage of this purchasing program staff was required to solicit pricing from our area Toro distributor, Reinders, Inc. of Franklin Park, Illinois. Reinders, Inc. not only quoted a National IPA price on two (2) New Riding Triplex Mowers but also offered up a second option and price on purchasing two (2) Demo Riding Triplex Mowers. The pricing options are as follows:

<b>Distributor</b>	<b>2-triplex new mowers</b>	<b>2- triplex demo mowers</b>
Reinders, Inc.		
Mundelein, Illinois	\$ 73,626.86	\$ 67,624.20

The quoted price for two (2) New Riding Triplex Mowers from Reinders, Inc. of Franklin Park, Illinois in the amount of \$ 73,626.86 for two (2) New 2019-Toro Model Greensmaster TriFlex Hybrid 3320. The second option of purchasing two (2) Demo units of the same year/models price was \$ 67, 624.20. Also, included in the quote was an allocation for taking our one (1) 1991 -Toro Model Greensmaster 3100 and one (1) 2003-Toro Model Greensmaster 3150 triplex mowers in on trade. The trade-in allocation amount given was \$ 1,400.00, bringing the total

cost of the two (2) Demo 2019-Toro Model 3320 Greensmaster TriFlex Hybrid Mowers to \$ 66,224.20.

Considering all factors, I would recommend the Village of Bartlett purchase the two (2) Riding Triplex Mowers demo units of the same make/model year and accept the quoted prices in conjunction with the National IPA from Reinders, Inc. of Franklin Park, Illinois in the total amount of \$ 66,224.20. A total of \$ 69,000 was budgeted for the purchase of these two items bringing the total cost \$ 2,775.80 below budget.

Please place this on the next available Village Board Agenda.

Respectfully submitted,

Kevin DeRoo, Golf Course Superintendent

#### **MOTION**

I move the passage of 2019 - \_\_\_\_\_ a resolution to approve the purchase of golf course maintenance equipment through the National Intergovernmental Purchasing Alliance (National IPA) for two (2) Demo 2019 Toro Model 3320 Greensmaster TriFlex Hybrid Mowers at a total purchase price with trades in the amount of \$ 66,224.20.

RESOLUTION 2019 - \_\_\_\_\_

**A RESOLUTION WAIVING BIDS AND APPROVING OF  
THE PURCHASE OF GOLF COURSE MOWERS AND  
THE TRADE-IN OF SURPLUS PROPERTY**

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**WHEREAS**, the Village Board has approved in the 2019-2020 golf course capital budget the purchase of two riding tri-plex mowers in the amount of \$69,000 to be funded through the Village Vehicle Replacement Fund Program; and

**WHEREAS**, the Village of Bartlett (the "Village") is a governmental unit within the meaning of Section 1 of the Governmental Joint Purchasing Act (30 ILCS 525/1); and

**WHEREAS**, Section 2 of the Governmental Joint Purchasing Act expressly authorizes governmental units to purchase personal property, supplies and services jointly with one or more other governmental units (30 ILSC 525/2); and

**WHEREAS**, Section 4.2 of the Governmental Joint Purchasing Act expressly authorizes any governmental unit to procure personal property, supplies and services under any contract let be the State of Illinois without violating any bidding requirement otherwise applicable to it (30 ILCS 525/4.2); and

**WHEREAS**, Section 2, of the Governmental Joint Purchasing Act expressly provides that the provisions of any other Acts under which a unit of government operates pertaining to purchasing procedures are superseded by the Governmental Joint Purchasing Act (30 ILCS 525/2); and

**WHEREAS**, the two new mowers are not currently available for purchase through the Illinois Department of Central Management Services ("CMS"), and are therefore not available for joint purchasing through the State of Illinois; and

**WHEREAS**, Section 3 of the Governmental Joint Purchasing Act contemplates situations where the State of Illinois is not a party to a joint purchase agreement or a participant state, but goods and services are nevertheless procured through a competitive selection process; and

**WHEREAS**, Article VII, Section 10, of the 1970 Illinois Constitution and Section 3 of the Intergovernmental Cooperation Act (5 ILCS 220/3) allow joint purchase activities beyond the scope of the Governmental Joint Purchasing Act; and

**WHEREAS**, the City of Tucson, Arizona, went through a competitive bidding process for Toro parks and golf grounds maintenance equipment, attachments and accessories and entered into a certain Master Intergovernmental Cooperative Purchase Agreement (the "Master Agreement") with the National Intergovernmental Purchasing Alliance (the "NIPA") for national aggregate pricing resulting in significant discounts and

immediate cost saving opportunities available only to public agencies and not-for-profit entities nationwide through the NIPA; and

**WHEREAS**, the City of Tucson solicited bids for, among other things, the 2019 Toro Model Greensmaster TriFlex Hybrid 3320 mowers (the “New Mowers”); and

**WHEREAS**, the sole source manufacturer of the New Mowers is Toro, which has a territorial distributor and authorized dealer, Reinders, Inc. of Franklin Park, Illinois (“Reinders”), that will sell the New Mowers at the discounted prices solicited and awarded by the City of Tucson, Arizona utilizing NIPA, and which territorial distributor and authorized dealer is authorized to make warranty and other repairs to the New Mowers in the future; and

**WHEREAS**, because of the territorial distributor and dealership structure in place for Toro grounds and turf maintenance equipment, the purchase of the New Mowers does not lend itself to competitive bidding other than as executed by the City of Tucson, Arizona where set NIPA discounts off the manufacturer’s retail price are binding on Toro’s dealers for eligible buyers; and

**WHEREAS**, the NIPA discounted bid price for the New Mowers is \$73,626.86 from Reinders, Inc. of Mundelein, Illinois (“Reinders”) but Reinders also has in stock two 2019 Toro Model Greensmaster TriFlex Hybrid 3320 demo mowers (the “Replacement Demo Mowers”) that it is willing to sell to the Village for \$67,624.20 (the “Negotiated Price”), which is more than \$6,000 lower than the NIPA discounted price for the New Mowers; and

**WHEREAS**, in addition to the Negotiated Price for the New Demo Mowers, which is below the NIPA discount for the New Mowers, Reinders has offered a trade-in sum of \$1,400 for the Village’s two old mowers being replaced, specifically a 1991 Toro Model Greensmaster 3100 and a 2003 Toro Model Greensmaster 3150 TriPlex mower (the “Old Mowers”), which have been heavily used and are beyond their useful life, and are surplus personal property of the Village; and

**WHEREAS**, the Negotiated Price for the Replacement Demo Mowers with the trade-in credit is \$2,775.80 below budget; and

**WHEREAS**, staff nevertheless solicited additional quotes from other vendors for both the New Mowers, and for demo mowers of the same make and model, but none of the other vendors had 2019 demo models of the make and model sought for sale, and the prices quoted for New Mowers by the other vendors were more than \$6,440 higher than the Negotiated Price for the Replacement Demo Mowers;

**WHEREAS**, Section 8-9-1 of the Illinois Municipal Code (65 ILCS 5/8-9-1) and Section 1-8A-5E of the Bartlett Municipal Code provide that bidding requirements may be waived by a vote of two-thirds of all of the Trustees then holding office; and

**WHEREAS**, the corporate authorities have determined that the purchase of both the New Mowers and the Replacement Demo Mowers are not adaptable to public bidding as the manufacturer, Toro, has only two distributor/dealers authorized to sell and service the New Mowers in this geographic area, and after the Village staff negotiated prices for the two Replacement Demo Mowers, Reinders, Inc., the cost thereof was lower in price than the two New Mowers when utilizing the NIPA discount, which was arrived at after it was publicly and competitively bid by another governmental agency, namely the City of Tucson, Arizona; and that it is in the public interest to purchase the two Replacement Demo Mowers utilizing the trade-in allowance/credit offered by Reinders, Inc. of Franklin Park, Illinois;

**NOW, THEREFORE, BE IT RESOLVED** by the President and Board of Trustees of the Village of Bartlett, Cook, DuPage and Kane Counties, Illinois, as follows:

**SECTION ONE:** The Board of Trustees hereby technically waives competitive bidding and advertising for bids in connection with the purchase of the Replacement Demo Mowers, having found that the Negotiated Price therefor is lower in cost than the bid prices procured by the City of Tucson, Arizona utilizing the NIPA discount, and further finds that the purchase price thereof from Reinders, Inc. has resulted in significant savings to the Village, and the said Board does hereby approve of the purchase of the Replacement Demo Mowers from Reinders, Inc. at a total purchase price with trade-in of \$66,224.20.

**SECTION TWO:** The Village Administrator is hereby authorized to sign the Reinders, Inc. quote or purchase order to purchase the Replacement Demo Mowers at the price approved in Section One of this Resolution, and to execute a Bill of Sale to Reinders, Inc. for the trade-in of the Old Mowers, and such other documents necessary to complete the purchase of the Replacement Demo Mowers and the trade-in of the Old Mowers.

**SECTION THREE: SEVERABILITY.** If any section, paragraph or provision of this Resolution shall be held to be invalid or unenforceable for any reason, the invalidity or unenforceability of such section, paragraph or provision shall not affect any of the remaining provisions of this Resolution.

**SECTION FOUR: REPEAL OF PRIOR RESOLUTIONS.** All prior Ordinances and Resolutions in conflict or inconsistent herewith are hereby expressly repealed only to the extent of such conflict or inconsistency.

**SECTION FIVE: EFFECTIVE DATE.** This Resolution shall be in full force and effect upon its passage and approval.

ROLL CALL VOTE:

AYES:

NAYS:

ABSENT:

PASSED:

APPROVED:

\_\_\_\_\_  
Kevin Wallace, Village President

ATTEST:

\_\_\_\_\_  
Lorna Giles, Village Clerk

#### CERTIFICATION

I, the undersigned, do hereby certify that I am the Village Clerk of the Village of Bartlett, Cook, DuPage and Kane Counties, Illinois, and that the foregoing is a true, complete and exact copy of Resolution 2019 - \_\_\_\_\_ enacted on \_\_\_\_\_, 2019, approved on \_\_\_\_\_, 2019 as the same appears from the official records of the Village of Bartlett.

\_\_\_\_\_  
Lorna Giles, Village Clerk

# Reinders



Acct #: 303335

Bartlett Hills Golf Club  
800 W Oneida Avenue  
Bartlett, IL 60103-6608

Attn: Kevin DeRoo

Grant Rundblade, SCPS  
Territory Manager  
911 Tower Road  
Mundelein, IL 60060  
Cell (815) 988-6303  
Fax (847) 678-5511  
[grundblade@reinders.com](mailto:grundblade@reinders.com)

<u>Quote ID</u>	Quotes Good for 30 days
<u>Quote Date</u> 6/19/19	Tax Not Included In Quote

## PRICE QUOTATION

Qty	Model #	Description	Total
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**(2) Demo Greensmaster TriFlex Hybrid 3320**

8 Blade Cutting Unit  
Wide Wiehle Roller



Sale Price: \$67,624.20

- \* Less than 300 hours per machine
- \* Full 2 year/1500hr warranty

Proposal Summary and Agreement

I am pleased to submit the attached proposal for your consideration

This is a proposal on the goods named, subject to the following conditions: The prices and terms on this proposal are not subject to verbal changes or other agreements unless approved in writing by the seller. All proposals and agreements are contingent on availability of product from the manufacturer. Typographical errors are subject to correction.

All prices quoted include delivery to your facility unless otherwise stated. The preceding pricing is valid for 30 days unless otherwise stated. Prices include assembly where applicable and accessibility to parts and service manuals. Timing at delivery may vary and is subject to manufacturer's availability. Purchaser is responsible for applicable taxes. All financed items will require lease documentation be returned to the finance company and approved for shipment by the lessor before delivery can be completed.

**ORDER ACCEPTANCE AGREEMENT**

By signing below, I am authorizing Reinders, Inc. to proceed with fulfilling the product order based on the quote I.D.# noted and that I have reviewed the quote in its entirety. Unless otherwise indicated I agree to accept delivery on the earliest date that this product can be shipped to our location(s). Any and all trades associated with this order will be ready for pick up at time of delivery of this order. **A 2.5% service fee will apply for all credit card transactions.**

Quote I.D. # \_\_\_\_\_ Accepted Equipment Delivery Date \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

Grant Rundblade, SCPS  
Territory Manager  
Reinders, Inc.



**Count on it.**



Grant Rundblade, SCPS  
 Territory Manager  
 911 Tower Road  
 Mundelein, IL 60060  
 Cell (815) 988-6303  
 Fax (847) 678-5511  
[grundblade@reinders.com](mailto:grundblade@reinders.com)

Acct #: 303335  
 Bartlett Hills Golf Club  
 800 W Oneida Avenue  
 Bartlett, IL 60103-6608

<b>Quote ID</b> 6042019	<b>Quotes Good</b> for 30 days
<b>Quote Date</b> 6/4/19	<b>Tax Not Included</b> In Quote

Attn: Kevin DeRoo

**PRICE QUOTATION**

Qty	Model #	Description	Total
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**(1) Greensmaster TriFlex Hybrid 3320**

Narrow Wiehle Roller (.200 Inch Spacing) (Set of 3)  
 Universal Groomer Drive  
 Soft QC Grooming Brush (21 Inch)  
 11 Blade Cutting Unit  
 Light Kit - LED

\* Energy Smart Labeled Machine



NIPA Sale Price: \$42,493.10



**(1) Greensmaster TriFlex Hybrid 3320**

Narrow Wiehle Roller (.200 Inch Spacing) (Set of 3)  
 11 Blade Cutting Unit  
 Light Kit - LED

\* Energy Smart Labeled Machine



NIPA Sale Price: \$36,813.43



**(2) Greensmaster 3150-Q**

8 Blade Cutting Unit  
 High HOC Kit  
 Wide Wiehle Roller (.92 Inch Spacing) (Set of 3)  
 Light Kit - LED

\* Currently owned Toro cutting units and Verti cutters will fit the GR 3150-Q's to be used as back up units

NIPA Sale Price: \$62,756.72

Package Subtotal Price: \$142,063.25

**Trade In**

- (1) Used Toro 3100 Triplex with Cutting Units
- (1) Used Toro 3100 Triplex with Cutting Units ( New Engine)
- (2) JD 2500 Greens Mowers

Trade In Value: (\$1,250.00)  
 Trade In Value: (\$2,500.00)  
 Trade In Value: (\$2,000.00)

NIPA Package Price: **\$136,313.25**

<b>Finance Option</b> Municipal 3 Payments at 0% (\$250 doc fee applies)
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On Delivery: \$45,437.75  
 12 Months: \$45,437.75  
 24 Months: \$45,437.75

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All prices quoted include delivery to your facility unless otherwise stated. The preceding pricing is valid for 30 days unless otherwise stated. Prices include assembly where applicable and accessibility to parts and service manuals. Timing at delivery may vary and is subject to manufacturer's availability. Purchaser is responsible for applicable taxes. All financed items will require lease documentation be returned to the finance company and approved for shipment by the lessor before delivery can be completed.

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Quote I.D. # \_\_\_\_\_ Accepted Equipment Delivery Date \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

Grant Rundblade, SCPS  
Territory Manager  
Reinders, Inc.



**Count on it.**