



Department of Tourism and Special Events

TO: The Honorable Mayor and City Council

FROM: Doug McCarty, Director of Tourism and Special Events

DATE: February 25, 2020

SUBJECT: Mower Rental Agreement

DISCUSSION: The City owns and maintains over 75 properties ranging from Riverfront Park, Levee District, EastSide and many other City owned properties and Right of Ways. With the number of hours put on the mowers to keep these properties maintained, owning the mowers has proven over time not to be the most efficient option based on the purchase price, useful life of the mower and maintenance costs associated. Entering into a rental agreement allows the City more flexibility to do the work that needs to get done at an affordable cost. Four proposals were submitted. The low bid for (4) Exmark mowers came from Martin Sullivan, Inc. The agreement is for two years at a cost of \$2,150 per year/per machine. The price includes servicing and warranty inspection. It also includes the free pickup and delivery and use of a loaner when the machines are in the shop. The machines will be swapped out for new ones for the 2021 season. The other bids came from German Bliss Equipment (\$3,050 per machine/per year); Wieland's (\$4,744.17); Midwest Equipment (\$4,753.11).

RECOMMENDATION: Approve the 2-year mower agreement with Martin Sullivan, Inc.

RESOLUTION NO. 1920-120

East Peoria, Illinois
_____, 2020

RESOLUTION BY COMMISSIONER _____

WHEREAS, the City of East Peoria (the "City") is in need of four Exmark mowers (the "Mowers") for the Tourism & Special Events Department for mowing of over seventy-five City-owned properties and Right-of-Ways; and

WHEREAS, the most efficient option based upon purchase price, useful life of the mower, and maintenance costs associated is rental of the Mowers;

WHEREAS, the City obtained four bids for the rental of the Mowers; and

WHEREAS, the low bid was received from Martin Sullivan, Inc. in the amount of \$2,150.00 per machine per year for the first 300 hours of use with a cost of \$8.00 per hour above the 300 hours per year; and

WHEREAS, it is in the best interests of the City to enter into a Mower Rental Agreement with Martin Sullivan, Inc. for the rental of the Mowers and associated equipment in substantially the form attached hereto labeled as "Exhibit A" (hereinafter referred to as the "Mower Rental Agreement");

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF EAST PEORIA, TAZEWELL COUNTY, ILLINOIS, THAT: the Mayor or his designee is hereby authorized and directed to enter into a Mower Rental Agreement with Martin Sullivan, Inc. containing such terms and conditions as the Mayor in his discretion may approve to enter into the Mower Rental Agreement at a total cost of \$2,150.00 per machine per year for the first 300 hours of use with \$8.00 per hour above the 300 hours per year; provided, however, that the City shall have no obligation under the terms of this resolution until an executed original of such Mower Rental Agreement has been delivered to Martin Sullivan, Inc.

APPROVED:

Mayor

ATTEST:

City Clerk

From: Dan Grebner 0140 <DGrebner@martinsullivan.com>
Sent: Monday, January 13, 2020 3:52:57 PM
To: Rieker, Joel
Subject: Martin Sullivan Exmark Mower Bid

Joel,

Attached is the completed Bid Packet for the (4) Exmark 60 and 72" Zero-turn mowers for 2020/2021 to the City of East Peoria Eastside Center Sports.

Agreement based on a Yearly Fee of \$2,150 / Year / Unit to be billed out either Up-front, Quarterly, or semi-annually (your preference). 2 Year Agreement.

Deal configured around a total of (4) mowers with some combination of 60" and 72" units (just not all four one size). Usage of 300 Hrs/Year – excess use fee of \$8/Hr for hours over 300.

Deal also includes a Servicing of an engine oil/filter as needed.

All municipal deals with Martin Sullivan also automatically include the following:

- **Free initial Delivery as well as Free Pick Up and Free Delivery on any Service related issue for length of the agreement.
- **Free usage of a comparable Loaner Zero-turn should you have a rental unit go down
- **Martin Sullivan quality support on Parts, Sales, and Service that I believe is the highest quality and timeliest in the industry

If you have any questions regarding my Bid Packet or anything at all please give me a call!

Respectfully submitted,

Dan Grebner

Sales Professional – Roanoke

C# 309-635-1158

dgrebner@martinsullivan.com

CITY OF EAST PEORIA MOWER BID 2020-21

CITY OF East Peoria Mower Bid 2020-21

MOWERS 60" and 72" Lease

BIDDERS CERTIFICATION AND RESPONSE:

I certify that I have read and understand the above Minimum Requirements. The unit bid and listed below has the general intent to meet or exceed all of these requirements as specified by the City of East Peoria. Bidder can and will comply with all requirements for documentation and support. I further agree to meet with a representative of the City's Tourism Department and provide all requested information for compliance of specifications prior to bid award recommendation.

(1) 72" Mowers - Lease Price per Standard Unit \$ 2,150⁰⁰/₁₀₀ each per ~~month~~ ^{Year}

(2) 60" Mowers - Lease Price per Standard Unit \$ 2,150⁰⁰/₁₀₀ each per ~~month~~ ^{Year}

◆ Total Lease Price \$ 8,600⁰⁰/₁₀₀ per ~~month~~ ^{Year} X 2 years

- ◆ Manufacturer Warranty: *Annual total can be billed out; up front,
- ◆ Deck Rust through Warranty: quarterly, semi-annually, or annually -
- ◆ Estimated Delivery Date: CUSTOMERS PREFERENCE.

BIDDER: Martin Sullivan 309-635-1158 Fax# 309-923-2791

(Company Name) (Telephone Number)
1520 City Rd 2100E, Roanoke, IL 61561

(Address) (Fax Number)
dgrebner@martinsullivan.com

(Address) (Email)
Dan Grebner - sales professional - Danny Grebner

(Person Authorized to Sign Bid) (Title)
Dan Grebner

(Print Name) (FEIN or SSN#)

*Free Delivery as well as free
pick up & Delivery on service related
work included

*Free use of a loaner unit when
rented unit is in our shop
*Rental includes an engine oil/filter change

Please attach all other information needed for the bid.

*300 Hrs Use/Year Per Unit, \$8/Hr
over 300 Hrs USE

Leasing vs buying mowers COEP 2020

2020 government price (suggested retail \$17,759)	= \$12,799
4 mowers	= \$51,196
Estimated maintenance per year cost (full service Martin Sullivan)	= \$222.50 per year
4 mowers 4 services	= \$3,560
Current bid price per year including maintenance	= \$2150
With a 5-year replacement plan plus Maintenance	= \$54,756
With a yearly lease (5 year)	= \$43,000

When we lease the mowers, we include all yearly maintenance (other than blade sharpening which is done in-house). This includes a full warranty during the entire time of the lease. We require that machines be replaced within 24 hours for any warranty issues.

When we purchase mowers, we assume all costs of maintenance and any out of warranty work. We are not guaranteed replacements while work is being done which would cause us to fall behind in the summer. We lease/purchase only the number of mowers we need and do not have spares available if a breakdown occurred.