



CITY COUNCIL ACTION REPORT

December 13, 2012

TO: Brian Kischnick, City Manager

FROM: Mark F. Miller, Director of Economic & Community Development
Tom Darling, Director of Financial Services
Susan A. Leirstein, Purchasing Director
Carol Anderson, Recreation Director

SUBJECT: Oakland County Bid—Installment Purchase of Golf Cars

Background

Club Car has long been the golf cart supplier meeting the needs of the City, at both Sylvan Glen Golf Course, and Sanctuary Lake Golf Course. In addition, Club Car LLC is the global leader in golf carts and is recognized worldwide for its exceptional quality standards. The Club Car vehicle has a lightweight aluminum frame which does not rust. Other manufacturer golf carts such as EZGO and Yamaha utilize a heavier steel frame which is prone to rust and because of its greater weight can add to turf compaction. The Club Car vehicle also uses an independent front suspension which offers the most comfortable ride in the industry.

The existing fleet of Club Car golf carts at Sylvan Glen GC was purchased in 2007, and Sanctuary Lake GC has been using the carts purchased when the course was opened in 2004. Billy Casper Golf, the management firm for both golf courses and the City has determined all of the carts at both courses are past their useful life and in need of replacement.

In February 2012, Oakland County issued a bid for Club Car Precedent 12 Electric IQ Golf Cars. Pricing on the bid has been extended to the City of Troy. These vehicles included hinged windshields, heavy duty 8 volt batteries, fully automatic power drive chargers, monsoon canopy top, power ribbed tires, Precedent wheel covers, sweater basket, number decals, and flexi drink cup holders. Billy Casper Golf, LLC staff has determined that logos, informational holders, and tow plates and bars (20) are necessary options. These options were not bid by Oakland County but were bid as part of a national cooperative purchasing agreement solicited by the City of Tucson. The cost for these items is identical to the cooperative purchasing agreement bid. The pricing for the carts is \$4119.60 each.

Sanctuary Lake has utilized a turf utility gas vehicle as a range picker. This vehicle was purchased in 2004 and is past its useful life and needs replacement. To adequately serve golfers, Billy Casper Golf, LLC has determined that an additional gas vehicle is essential to be used as a concession/beverage cart. In the past, a golf cart has been used for this service. The pricing for two gas turf vehicles with a communication display module and filler kit is estimated at a cost of \$6500 each.

In 2009, Oakland County issued a bid for gasoline turf vehicles. The base cost of the vehicles was bid at \$6380 each. If using the Oakland County bid price, and with the communication display module and filler kit, the cost would be \$6637.75.

The trade-in of the existing fleet is included in the agreement. Seventy five (75) 2004 model cars will be traded at a value of \$600/each and seventy four (74) 2008 models at \$1200/each for a total trade-in value of \$133,800.

The purchase of the equipment is a lease-to-own agreement and proposes to lease the carts at \$116.50/month/car. The lease-to-own payment for the turf vehicles is \$233.33/month/cart. Payments are to be made each month May through October, 2013—2017. At lease end, the City is obligated to purchase the cars for \$1/car.

Similarity to National IPA/City of Tucson

To ensure the city received excellent pricing on golf car accessories not included on the Oakland County bid, staff examined pricing of the National IPA cooperative contracting program. A bid by the City of Tucson for carts and accessories was extended nationwide. The cost of the accessories in the City's agreement is the same as the National IPA bid. The cost of the base cart was higher than the Oakland County bid and therefore, the carts in this program were not considered.

Recommendation

City management recommends approval of a contract to purchase (150) Club Car Precedent 12 Electric IQ Golf Cars with accessories and two (2) gas Turf I vehicles less (149) trade-ins under a lease-to-own agreement from Midwest Golf & Turf third party lending source for an estimated cost of \$538,260 under a 55-month lease term payable May-October 2013-2017 at an estimated \$17,942/month with a \$1/car purchase price at lease end.

Fund Availability

Funds for this purchase are available in the Golf Course Capital Vehicle Funds.

Precedent i2 Electric

- **48-volt** power plant
- **Excel Drive System** or the **IQ System**.
- **SportDrive™** - creates a sports-car-like driving experience
- **PowerShield™** - protective housing safeguards the electrical system
- **360° Bumper™** - a Club Car, Inc. exclusive
- **Club Car's Ergo Seat** - is larger, taller, and more erect for support
- **MonsoonTop™** - is the industry's first canopy with built-in drain spouts
- Body color is molded into the body panels
- IQDM hand-held diagnostic tool is a fast hassle-free way to keep your entire fleet operating at peak
- The industry's tightest clearance circle means superior maneuverability
- Spacious bagwell designed to keep bags from slipping



Options and Accessories



Turn Signals



Locking Glove Box



Heavy-Duty Bumper/
West Coast Mirror



Wheel Covers



Fold-Down
Windshield



Battery Capacity
Indicator



Canopy Top
White



Fuel Gauge
and Hour Meter



Custom Van Box



Stake-Side Kit



Certified ROPS
Cab Enclosure



Trailer Hitch



Pintle Hitch



Cab Heater



Safety Strobe Light



Toolbox

Value Packages

	Heavy-Duty Bumper	Trailer Hitch	Hour Meter*	Differential Guard	Radio/Beverage Holder	Cargo Box**	Extra-Traction Rear Tires	8.5-Inch Premium Tread Front Tires
Carryall 1 Electric	✓	✓	✓	✓	✓	Standard	✓	Standard
Carryall 1 Gasoline	✓	✓	Standard	✓	✓	Standard	✓	Standard

*Fuel Gauge/Hour Meter is standard on all gas vehicles listed.
**Priced separately from base vehicle.



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Club Car

CARRYALL 1

UTILITY VEHICLE



CARRYALL

1

From airports to colleges to zoos, the Carryall 1 is the perfect utility vehicle for light-duty jobs. The Carryall 1 is powered by your choice of a 351 cc, 11.5 hp gas engine or Club Car's IQ System™ electric motor. With the standard IQ System, the



Carryall 1 electric model features programmable speed control, consistent hill climbing and the overall performance that makes it feel more like a gas model. And Club Car's exclusive aluminum frame is up to three times stronger than comparable steel frames.



Features

Club Car's exclusive IQ System electric or 11.5 hp gas engine



9.1 ft³ (0.3 m³) cargo box carries 300 lb (136.1 kg)



Rugged, rustproof aluminum frame, chassis and cargo box



Self-adjusting rack & pinion steering



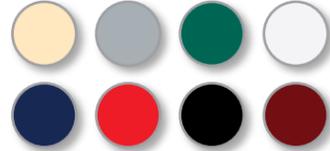
ArmorFlex® front body for fade-resistant color



Standard Color: Dark Gray



Optional Colors: Beige Gray, Green, White, Classic Blue, Red, Black and Burgundy



4-ply, premium tread tires



Smooth, independent front and semi-independent rear suspension

Additional Features

- **Maximum speed of 19 mph (30.6 kph)** (Electric vehicles only)
- **Side fuel fill**
- **800 lb (363.2 kg) total vehicle capacity**
- **48-volt IQ System electric motor or 351 cc, 11.5 hp gas, pedal-start engine**
- **Maximum hp @ 3,600 rpm exceeds SAE J1940 Performance Standards**
- **Reconfigured dash**
- **Redesigned hip restraint for maximum styling and comfort**

Specifications

	<i>Carryall 1 Electric</i> <small>with exclusive IQ System</small>	<i>Carryall 1 Gasoline</i>	
POWER SUPPLY	Engine	N/A	Kawasaki 4-cycle, OHV, 351 cc, single cylinder, air-cooled, pressure-lubricated, spin-on oil filter
	Drive Motor	48-volt Shunt/Sepex	N/A
	Horsepower	3.2 @ 2400 rpm (continuous) 10.0 @ 1125 RPM (intermittent)	11.5**
	Governor	N/A	Automatic ground speed sensing, internally geared-in unitized transaxle
	Governed RPM	N/A	3050±30
	Ignition	N/A	Electronic w/electronic RPM limiter
	Drive Unit	12.3:1 direct-drive axle, double-reduction helical gear	Unitized transaxle, helical gears: 11.8:1 forward, 17.1:1 reverse
	Electrical System	48-volt	12-volt, 500 cca 105 min. reserve
	Batteries	Six 8-volt 117 min. @ 56 amp	N/A
	Charger	Automatic 48-volt DC, 17 amp, UL and CUL listed	N/A
Controller	300 amp Solid State	N/A	
STEERING/ SUSPENSION	Steering	Self-adjusting rack & pinion	Self-adjusting rack & pinion
	Front Suspension	Independent leaf spring w/dual hydraulic shocks	Independent leaf spring w/dual hydraulic shocks
	Rear Suspension	Leaf springs w/dual hydraulic shocks	Leaf springs w/dual hydraulic shocks
	Brakes	Self-adjusting rear-wheel mechanical drum	Self-adjusting rear-wheel mechanical drum
	Park Brake	Foot-operated, multi-lock	Foot-operated, multi-lock
	Stabilizer Bar	No	Yes
FRAME/CHASSIS	Frame/Chassis	Aluminum I-Beam	Aluminum I-Beam
	Front Body	ArmorFlex®	ArmorFlex®
	Rear Body	All aluminum	All aluminum
	Body Finish	Matching paint over molded-in color	Matching paint over molded-in color
	Light Package	Optional	Optional
	Trailer Hitch	Optional	Optional
	Front Tires	18 x 8.50-8, 4-ply rated, Premium tread	18 x 8.50-8, 4-ply rated, Premium tread
	Rear Tires	18 x 8.50-8, 4-ply rated, Premium tread	18 x 8.50-8, 4-ply rated, Premium tread
	Instrumentation	Battery warning light	Electronic fuel gauge/hour meter, low-oil warning light
DIMENSIONS	Cargo Box Size	37.6" x 45.1" x 9.3" (9.1 ft ³) 95.6 cm x 114.6 cm x 23.5 cm	37.6" x 45.1" x 9.3" (9.1 ft ³) 95.6 cm x 114.6 cm x 23.5 cm
	Flat Bed Size	35.8" x 44.3" (90.8 cm x 112.4 cm)	35.8" x 44.3" (90.8 cm x 112.4 cm)
	Bed Height	27.5" (69.9 cm)	27.5" (69.9 cm)
	Bed Capacity	300 lb. (136.1 kg)	300 lb. (136.1 kg)
	Total Vehicle Capacity	800 lb. (363.2 kg)	800 lb. (363.2 kg)
	Overall Length	103.5" (262.9 cm)	103.5" (262.9 cm)
	Overall Width	48.0" (121.9 cm)	48.0" (121.9 cm)
	Overall Height	48.0" (121.9 cm)	48.0" (121.9 cm)
	Wheelbase	65.5" (166.4 cm)	65.5" (166.4 cm)
	Ground Clearance Under Differential	4.5" (11.4 cm)	4.5" (11.4 cm)
	Fuel Tank Capacity	N/A	7.0 gallons (26.5 Liters)
	Tread	34.5"/38.5" (87.6 cm/97.8 cm)	34.5"/38.5" (87.6 cm/97.8 cm)
	Dry Weight Less Batteries	530 lb. (240.6 kg)	658 lb. (298.7 kg)
	Speed Range	8-19 mph (12.8-30.6 kph)	12-15 mph (19.3-24.1 kph)
	Outside Clearance Circle	17.5 ft. (5.3 m) dia.	17.5 ft. (5.3 m) dia.
	Turning Radius	8.4 ft. (2.6 m)	8.4 ft. (2.6 m)
Intersecting Aisle Radius	72.0" (182.9 cm)	72.0" (182.9 cm)	
Vehicle Warranty	2-year limited*	2-year limited	

*4-year, limited battery warranty for electric vehicles
**Exceeds SAE J1940 Performance Standards



Skip Payment Lease / Purchase

To: City of Troy

Date: 12/11/2012

Midwest Golf & Turf's third party lending source proposes to lease to City of Troy 150 new 2013 Precedent Electric powered golf cars equipped as stated on the quotation page. The lease rates are quoted herein and are subject to our third party lending source's normal credit approval.

Skip Payments *(May – October 2013 - 2017)*

Vehicles	Quantity	Term	Per Car Payment Per Month
2013 Precedent Electric	150	55	\$116.50*
2013 Turf I Gasoline	2	55	\$233.33

*The rates quoted include the trade-in of the City of Troy's present fleet of golf cars and the trade-in values have been applied to lower the monthly payments. All trade-ins must be free of all liens and encumbrances, and in fleet running condition. Cars used for purposes other than golf car rental, damaged due to misuse, abuse or vandalism, and cars with missing equipment (electric cars must have a working charger) will be adjusted in value accordingly.

This is a conditional sales contract. You will be obligated to purchase the equipment described in the lease at the end of the lease term, for \$1 per car.

Accepted By:

City of Troy

Midwest Golf & Turf

By: _____

By: _____

Title: _____

Title: _____

Date: _____

Date: _____



Replacement Parts and Service

Factory authorized replacement parts, service and warranty work is handled through Club Car's factory authorized Dealer, . It is Club Car's objective that City of Troy's fleet will receive professional, timely and systematic service.

Club Car offers technical training seminars for City of Troy's employees involved with golf car operations. These seminars are held at Club Car's manufacturing facility in Augusta, Georgia, and are conducted by professional educators. City of Troy's employees will learn preventive maintenance and repair procedures to enhance City of Troy's fleet operations. They will also enjoy sharing ideas and experiences with golf club and resort personnel from all over the world.

Factory Authorized Dealer

Michigan Tournament Fleet
Steve Schickel
248-624-5155
2111 Haggerty Rd
Commerce Twp. 48390

Factory Authorized Distributor

Midwest Golf and Turf
Kent Heiden - President
800-555-8189
25125 Trans-X
Novi, MI 48376

LIMITED LIFETIME WARRANTY FOR PRECEDENT™ BY CLUB CAR®

WARRANTY:

CLUB CAR, INC., (CLUB CAR) hereby warrants its new Precedent golf car purchased from CLUB CAR or an authorized distributor, dealer, or agent shall be free from defects in material and workmanship under normal use and service for the period as stated in years below, as terms are defined herein, and subject to the provisions, limitations and exclusions contained in this warranty.

	Precedent i2L	Precedent i2	Villager 4
VEHICLE MAIN FRAME	LIFETIME*		
SUSPENSION defined as Steering Gearbox, Steering Column, Shocks, and Leaf Springs.	4	4	4
MAJOR ELECTRONICS defined as Onboard Computer (OBC), Solid State Speed Controller, and Battery Charger.	4	4	4
DEEP CYCLE BATTERY Four Years or 1000 Rounds or 20,000 Energy Units (EU's) as recorded by the OBC, whichever first occurs.	4	4	4
PEDAL GROUP defined as Pedal Group Mechanical Assembly, Brake Cluster Assemblies, and Brake Cables	4	4	4
SEATS defined as Seat Bottom, Seat Back, and Armrests	4	4	4
CANOPY SYSTEM defined as Canopy, Rear Canopy Supports, Drainage System and Structural Accessory Module	4	4	4
POWERTRAIN defined as Gasoline Engine, Electric Motor, Gasoline and Electric Transaxle, Starter Generator, Air Intake, Exhaust System, and Torque Converter (Drive and Driven).	3	3	3
BODY GROUP defined as Beauty Panels, and Front and Rear Underbody.	3	3	3
ALL REMAINING COMPONENTS defined as Solenoid, MCOR, GCOR, Limit Switches, Voltage Regulator, F&R Switch, and Options, and Accessories supplied by CLUB CAR, including components not specified otherwise.	2	2	2

IF THE WARRANTY REGISTRATION FORM IS NOT COMPLETED AND RETURNED TO CLUB CAR AT THE TIME OF THE ORIGINAL RETAIL SALE, PURCHASER MUST PROVIDE PROOF OF DATE OF PURCHASE WITH ANY WARRANTY CLAIM.

EXCLUSIONS:

Excluded from any CLUB CAR warranty is damage to a golf car or component resulting from a cause other than a defect including poor maintenance, neglect, abuse, accident & collision, maintenance adjustments, unreasonable or unintended strain or use, improper installation of accessories, installation of parts or accessories that are not original equipment, nonapproved alteration, and acts of god. Also excluded from any CLUB CAR warranty are all fuses, filters, decals (except safety decals), lubricants, routine wear items such as the charger plug and receptacle, brake shoes, belts, brushes, bushings, drive buttons, cosmetic deterioration, and items which deteriorate, fade or fail due to exposure or ordinary wear and tear.

Specific to the deep cycle battery, the provisions of this limited warranty shall not apply to failure due to:

- 1) Abuse such as overcharging, undercharging, improper fluid levels, loose wiring, or rusted or corroded hardware;
- 2) Lack of proper maintenance as outlined in the vehicle owner's manual;
- 3) Damages caused by improper installation of the battery;
- 4) Neglect, breakage, freezing, fire, explosion, wreckage, the addition of any chemical, or the operation of the battery in an uncharged condition (below half charge 1.200 specific gravity); the installation of the batteries in reverse or recharging in reverse, breakage of containers, covers, or terminal post, or batteries used in applications for which they were not designed.
- 5) A battery damaged by a defective charger.

Transportation expenses for warranty services are also excluded from this warranty.

VOIDING OF WARRANTY:

THIS AND ANY OTHER WARRANTY SHALL BE VOID IF THE GOLF CAR IS ABUSED OR USED IN AN UNINTENDED MANNER OR SHOWS INDICATIONS THAT IT HAS BEEN ALTERED IN ANY WAY, INCLUDING, BUT NOT LIMITED TO, MODIFICATION OF THE SPEED GOVERNOR, BRAKING SYSTEM, STEERING, TRANSAXLE, OR OTHER OPERATING SYSTEMS OF THE CAR TO CAUSE IT TO PERFORM OUTSIDE CLUB CAR SPECIFICATIONS. THE WARRANTY IS LIKEWISE VOID IF THE CAR INVOLVED SHOWS INDICATIONS THAT REASONABLE OR NECESSARY MAINTENANCE AS OUTLINED IN THE OWNER'S MANUAL AND MAINTENANCE AND SERVICE MANUAL WAS NOT PERFORMED AT THE TIME AND IN THE MANNER SPECIFIED IN SUCH MANUALS.

SOLE REMEDY:

CLUB CAR's liability under this limited warranty, or in any action whether based upon warranty, contract, negligence, strict product liability or otherwise, shall be the repair or replacement, at CLUB CAR's option, of the golf car or component thereof that CLUB CAR deems to be defective. Replacement shall mean furnishing, during the applicable limited warranty period, a new golf car or factory-reconditioned vehicle or component thereof that is identical or reasonably equivalent to the warranted product or component at no cost to the purchaser. Repair shall mean remedying a defect in the golf car or component thereof at no cost to the purchaser during the applicable limited warranty period. If CLUB CAR elects to repair the golf car, it may provide factory-reconditioned parts or components. All parts and components replaced under warranty shall become the property of CLUB CAR.

DISCLAIMER:

THIS LIMITED WARRANTY IS EXCLUSIVE. CLUB CAR MAKES NO OTHER WARRANTY OF ANY KIND, EXPRESSED OR IMPLIED. ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE WHICH EXCEED THE OBLIGATIONS OR TIME LIMITS STATED IN THIS WARRANTY ARE HEREBY DISCLAIMED BY CLUB CAR AND EXCLUDED FROM THIS WARRANTY. THE PURCHASER AND CLUB CAR EXPRESSLY AGREE THAT THE SOLE REMEDY OF THE REPLACEMENT OR REPAIR OF THE DEFECTIVE GOLF CAR OR COMPONENT THEREOF IS THE SOLE REMEDY OF THE PURCHASER. CLUB CAR MAKES NO OTHER REPRESENTATION OR WARRANTY OF ANY KIND, AND NO REPRESENTATIVE, EMPLOYEE, DISTRIBUTOR OR DEALER OF CLUB CAR HAS THE AUTHORITY TO MAKE OR IMPLY ANY REPRESENTATION, PROMISE OR AGREEMENT, WHICH IN ANY WAY VARIES THE TERMS OF THIS WARRANTY.

NO CONSEQUENTIAL DAMAGES:

IN NO EVENT SHALL CLUB CAR BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS RELATED TO PROPERTY OTHER THAN THE GOLF CAR, LOSS OF USE, LOSS OF TIME, INCONVENIENCE, OR ANY OTHER ECONOMIC LOSS.

Some states allow neither limitation on the duration of an implied warranty nor exclusions or limitation of incidental or consequential damages. Therefore, the above limitations or exclusions may not apply to you.

This warranty gives you specific legal rights, and you may also have other rights, which vary from state to state.

In the event that another pre-printed warranty document and/or certificate offered by or through Club Car at the time of sale of this vehicle (each an "Additional Warranty Document") is deemed to conflict with the limitations or exclusions contained herein, the limitations and exclusions contained herein shall continue to apply with respect to both this limited warranty statement and, to the maximum extent permitted by law, to each Additional Warranty Document.

INFORMATION:

For further information contact WARRANTY SERVICES, CLUB CAR, INC., P.O. Box 204658, Augusta, Georgia 30917-4658, U.S.A., 706-863-3000.

WARRANTY TRANSFER:

The original owner shall have the right to transfer any remaining warranty coverage to one subsequent purchaser only. In order for the original owner to transfer any remaining warranty coverage to a subsequent purchaser, the vehicle must be re-registered by an Authorized Club Car Distributor or Dealer with the Warranty Department at Club Car, Inc.. Such transfer must take place within the first three years of the original in service date of the vehicle. *The Limited Lifetime section of the warranty coverage applies to the original purchaser or lessee only, and the subsequent purchaser will only have a four-year coverage period based on the original in service date. No transfers of any remaining warranty coverage shall be permitted by any subsequent purchasers.

WARNING:

Any modification or alteration of any golf car beyond factory specifications, including those that affect the weight distribution, stability, or speed of the golf car, can cause serious personal injury or death.

The only warranty is as provided by the manufacturer. Midwest Golf & Turf disclaims all warranties, specifically including any implied warranties such as warranties of fitness for intended use or merchantability.