

CITY COUNCIL ACTION REPORT

April 21, 2008

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration
Susan A. Leirstein, Purchasing Director
Carol K. Anderson, Parks and Recreation Director

SUBJECT: Contract Extension – OEM Replacement Parts for Golf and Turf Maintenance Equipment

Background

- On July 11, 2005, Troy City Council approved a three (3) year contract to furnish original equipment manufacturers replacement parts for golf course, lawn and turf maintenance equipment with an option to renew for one additional year to WF Miller Company of Novi, Michigan. In addition, separate contracts were approved with Weingartz and Spartan Distributors, exclusive distributors for John Deere and Toro replacement parts respectively. {CC Res #2005-07-332a & 332b (F2)}
- Since the contract was approved, WF Miller Company has merged and is now doing business as Midwest Golf and Turf Company of Cincinnati, Ohio.
- All three suppliers have agreed to all terms and conditions set forth in the original contracts and would like to extend their contracts for one (1) additional year.
- A market survey was not conducted by the Purchasing Department, as it was determined the City would not benefit from soliciting additional formal bids.

Financial Considerations

- Funds are available in Sylvan Glen Operating Supplies Account #785.7740.010 and Sanctuary Lake Operating Supplies Account #885.7740.010, and used by various departments within the City for an estimated total cost of \$45,000.00 per year.

Legal Considerations

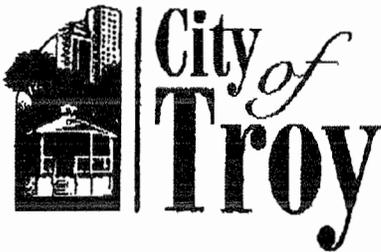
- ITB-COT 05-07, OEM Replacements Parts was competitively bid and vendors were given the opportunity to respond with their level of interest in 2005.

Policy Considerations

- Extending the contracts minimizes costs and increases the efficiency of maintenance operations. (Goal II & V)

Options

- City management and the Parks and Recreation-Golf Division request approval to extend the contracts for one (1) additional year to Midwest Golf and Turf of Cincinnati, Ohio, Weingartz of Farmington Hills, and Spartan Distributors of Sparta, MI, under the same pricing structure, terms and conditions as their original contracts to expire June 30, 2009.



APRIL 7, 2008

ATTN: Sharon Bates
Midwest Golf & Turf
10737 Medallion Drive - Suite A
Cincinnati, OH 45241
FAX: 513.874.8843

Dear Sharon,

The City of Troy entered into contract #20500039-OB with Midwest Golf & Turf (previously known as WF Miller) to provide three year requirements of O.E.M. Replacement Equipment/Irrigation Parts for the golf courses with an option to renew for one additional year, which currently expires June 30, 2008. The City is interested to know whether Midwest Golf & Turf will renew its contract at the established pricing structure for the one additional year.

Please fax this letter back to Danny McDonald at the golf course indicating if Midwest Golf & Turf wishes to renew this contract until June 30, 2009. The fax number is (248) 813-8954. It should be understood that this request to renew the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City. The option cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call me at (248) 885-1949

CHECK ONE:

Midwest Golf & Turf is interested in renewing the contract under the same prices, terms, and conditions:

✓

X *Sharon Bates*

Signed: Authorized Company Representative

Sharon Bates, Controller

Midwest Golf & Turf is not interested in renewing the contract:

()

X _____
Signed: Authorized Company Representative

Date: 4/11/08

Thank you,
Danny McDonald
Superintendent of Greens



APRIL 7, 2008

ATTN: Kris Early
Spartan Distributors
1050 Opdyke Road
Auburn Hills, MI 48326
FAX: (248) 373.8889

Dear Kris:

The City of Troy entered into contract #20500042-08 with Spartan Distributors to provide three year requirements of O.E.M. Replacement Equipment/Irrigation Parts for the golf courses, which currently expires June 30, 2008. The City is interested to know whether Spartan Distributors will extend its contract at the established pricing structure for the one additional year.

Please fax this letter back to Danny McDonald at the golf course indicating if Spartan Distributors wishes to extend this contract until June 30, 2009. The fax number is (248) 813-8854. It should be understood that this request to extend the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in extending the contract in no way obligates the City. The extension cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call me at (248) 885-1949

CHECK ONE:

Spartan Distributors is interested in extending the contract under the same prices, terms, and conditions:

PRICE STAY SAME

X

Signed: Authorized Company Representative

Spartan Distributors is not interested in extending the contract:

X

Signed: Authorized Company Representative

Date: 4-11-08

Thank you,
Danny McDonald
Superintendent of Greens



APRIL 7, 2008

ATTN: Daniel Weingartz
General Manager
Weingartz Golf & Turf
39050 Grand River Ave.
Farmington Hills, MI 48335
FAX: (248) 471.6948

Dear Daniel:

The City of Troy entered into contract #20500041-OB with Weingartz Golf & Turf to provide three year requirements of O.E.M. Replacement Equipment Parts for the golf courses, which currently expires June 30, 2008. The City is interested to know whether Weingartz Golf & Turf will extend its contract at the established pricing structure for the one additional year.

Please fax this letter back to Danny McDonald at the golf course indicating if Weingartz Golf & Turf wishes to extend this contract until June 30, 2009. The fax number is (248) 813-8954. It should be understood that this request to extend the contract is subject to a favorable market survey. A request by City staff to determine the successful bidder's interest in extending the contract in no way obligates the City. The extension cannot be exercised without Troy City Council approval and a blanket purchase order issued.

If you have any questions please call me at (248) 685-1949

CHECK ONE:

Weingartz Golf & Turf is interested in extending the contract under the same prices, terms, and conditions:

X

x Daniel Weingartz
Signed: Authorized Company Representative

Weingartz Golf & Turf is not interested in extending the contract: ()

X
Signed: Authorized Company Representative

Date: 4/7/08

Thank you,
Danny T. McDonald, Superintendent of Greens

William Need (Retiree-Council Appt.)

Retiree Non-Voting Member

John Szerlag

City Manager

John M. Lamerato

Assistant City Manager/Finance & Admn.

NOTE: Retiree Health Care Benefits Plan and Trust (Established June 20, 2005 Resolution #2005-06-303): 1:303. Board of Trustees: The Board of Trustees shall consist of eight (8) trustees which shall be the same elected and appointed individuals that serve on the City of Troy Employees Retirement System Board of Trustees.

Troy Daze

Appointed by Council (9) – 3 years

Berj Alexanian

Term Expires 07/01/06 (Student)

Yes: All-7

F-2 Standard Purchasing Resolution 1: Award to Sole Bidder**a) Miscellaneous Golf and Turf Maintenance**

Resolution #2005-07-332a

Moved by Beltramini

Seconded by Stine

RESOLVED, That a contract to purchase three-year requirements of Miscellaneous Original Equipment Manufacturers Replacement Parts for the City of Troy Golf Division with an option to renew for one additional year is hereby **AWARDED** to the sole bidder, W.F. Miller Company of Novi, Michigan at pricing and percentage discounts contained in the bid tabulation opened April 27, 2005, a copy of which shall be **ATTACHED** to the original Minutes of this meeting with a contract **EXPIRATION DATE** of June 30, 2008.

Yes: All-7

b) OEM Replacement Parts for Golf and Turf Maintenance Equipment

Resolution #2005-07-332b

Moved by Beltramini

Seconded by Stine

WHEREAS, Weingartz of Farmington Hills and Spartan Distributors of Sparta, Michigan, are the exclusive distributors in Michigan for John Deere and Toro replacement parts respectively;

WHEREAS, both Weingartz and Spartan Distributors has offered to sell their parts at list prices with discounts up to 55%.

NOW, THEREFORE, BE IT RESOLVED, That contracts to purchase both John Deere and Toro replacement parts are hereby **APPROVED** with Weingartz and Spartan Distributors, respectively, **TO EXPIRE** June 30, 2008, at list prices less discounts up to 55%.

Yes: All-7

F-3 Publish and Solicit for Public Sealed Bid – Sale of 11 Surplus Parcels

Resolution

Moved by Beltramini

Seconded by Stine

RESOLVED, That the Real Estate and Development Department, in conjunction with the Purchasing Department is **AUTHORIZED TO ADVERTISE** to sell by sealed bid to the highest bidder, at or above the minimum bid value established as the appraised value, the following listed surplus parcels:

<u>Parcel #</u>	<u>Sidwell #</u>	<u>Appraised Value</u>	<u>Type Property</u>
1	20-01-476-032	\$340,000.00	Vacant B-1
2	20-03-226-022 (part)	\$175,000.00	Vacant Residential
3	20-03-126-006	\$ 80,000.00	Vacant Residential
5	20-03-226-022	\$ 95,000.00	Vacant O-1
9	20-16-476-027, 028	\$187,000.00	Vacant Residential
21	20-26-433-019, 020	\$ 70,000.00	Vacant M-1
22	20-26-483-053	\$235,000.00	Vacant M-1
23	20-26-477-042	\$ 18,000.00	Vacant M-1
24	20-27-155-013	\$ 60,000.00	Vacant Residential
26	20-34-201-003	\$ 20,000.00	Vacant M-1
27	20-34-201-009	\$ 13,500.00	Vacant M-1

Vote on Resolution to Amend

Resolution #2005-07-333

Moved by Beltramini

Seconded by Broomfield

RESOLVED, That the Resolution to *Publish and Solicit for Public Sealed Bid – Sale of 11 Surplus Parcels* be **AMENDED** by excluding Parcel #5 from the list until the next listing of sale of surplus parcels is presented to City Council.

Yes: All-7

Vote on Resolution as Amended

Resolution #2005-07-334

Moved by Beltramini

Seconded by Stine

June 9, 2005

TO: John Szerlag, City Manager

FROM: Brian P. Murphy, Assistant City Manager/Services
Jeanette Bennett, Purchasing Director
Carol K. Anderson, Director of Parks and Recreation

SUBJECT: **Agenda Item:** Standard Purchasing Resolution 1: Award To Sole Bidder – Miscellaneous Golf and Turf Maintenance Replacement Parts

RECOMMENDATION

Bid proposals were opened April 27, 2005, to furnish three (3) year requirements of original equipment manufacturers replacement parts for golf course, lawn and turf maintenance equipment with an option to renew for one (1) additional year. The estimated total cost for these replacement parts is \$30,000.00 per year. City management recommends purchases be made from the sole bidder, WF Miller Company of Novi, Michigan at list prices dated 4/4/05 for the following items—

WF MILLER COMPANY

Section A

<u>Item</u>	<u>Catalog & Price Sheet</u>	<u>Discount</u>
<u>Cushman Turf Equipment</u>	P400000	0%
<u>Jacobsen Turf Equipment</u>	2811657	0%
<u>Ryan Turf Equipment</u>	P400000	0%
<u>Ransomes Turf Equipment</u>	P400000	0%

Section B

<u>Kohler Engine Parts</u>	TP-453-P	10%
<u>Briggs & Stratton Engine Parts</u>	MS-7299-7100	0%

SUMMARY

Even though WF Miller was the sole bidder, they are the authorized dealer/distributor in Michigan for the items awarded in Section A. (see above) Spartan Distributors and Weingartz have participated in past bids and awarded contracts for OEM replacement parts with exclusive distributorships. The reasons given for their lack of participation in this recent solicitation are as follows:

Spartan Distributors – Even though the company was mailed a notice, failure in the company's internal processing meant the proper division was not notified that the bid document was available for pick-up at the City or download from the MITN system.

June 9, 2005

TO: John Szerlag

RE: Bid Award – Golf and Turf Maintenance Equipment Replacement Parts

SUMMARY (continued)

Weingartz – The bid opened at 10AM on April 27, 2005. A new runner for the company did not arrive at the Office of the City Clerk until after the specified time. Therefore, the bid was considered late and returned to the runner unopened.

BUDGET

Funds are available to complete these purchases in Sylvan Glen Operating Supplies Account #785.7740.010 and Sanctuary Lake Operating Supplies Account #885.7740.010.

31 Vendors Notified via the MITN System
39 Vendors Mailed Notices from JDE System
1 Bid Response Rec'd
1 Late Bid

Prepared by: Danny T. McDonald, Superintendent of Greens

VENDOR NAME:

* **WF MILLER COMPANY**

SECTION A: (Note -- Copies of Price List Pages must be included w/bid for verification purposes.)

	Approved Alternate Make/Part#	Catalog Price	Net Price	Approved Alternate Make/Part#	Catalog Price	Net Price
CUSHMAN TURF EQUIPMENT						
Universal Joint Part#826284		\$ 12.05	\$ 12.05			
Alternator Belt Part#816864		\$ 6.33	\$ 6.33			
Solenoid Part#889673	Cushman 2701465	\$ 33.49	\$ 33.49			
Breaker Point Set Part#580394		\$ 12.81	\$ 12.81			
Complete line discounted at -- dated:		0%	0%			
		4/4/2005				
JACOBSEN TURF EQUIPMENT						
Bedknife Part#503460		\$ 30.48	\$ 30.48			
Reel Coupling Part#337370		\$ 3.98	\$ 3.98			
Bearing Set Part#500534		\$ 7.60	\$ 7.60			
Reel Nut Part#364900		\$ 6.31	\$ 6.31			
Complete line discounted at -- dated:		0%	0%			
		4/4/2005				
RYAN TURF EQUIPMENT						
Drive Belt Part#522887		\$ 37.03	\$ 37.03			
Slide Assembly Part#540094		\$ 250.71	\$ 250.71			
Hydraulic Oil Filter Part#522972	Cushman 108046	\$ 15.64	\$ 15.64			
Tine 5/8" Part#523028		\$ 1.75	\$ 1.75			
Complete line discounted at -- dated:		0%	0%			
		4/4/2005				
JOHN DEERE TURF EQUIPMENT						
	NO BID					
Hydraulic Filter Part #RE45864						
Oil Filter Part #M801209						
Air Filter Part #M131802						
Mower Blade Part #M77178						
Complete line discounted at -- dated:						
RANSOMES TURF EQUIPMENT						
Bedknife Part #503478		\$ 28.31	\$ 28.31			
Reel Part #839031		\$ 318.57	\$ 318.57			
Bearing Set Part #500534		\$ 7.60	\$ 7.60			
Reel Seal Part #839064		\$ 3.47	\$ 3.47			
Complete line discounted at -- dated:		0%	0%			
		4/4/2005				

VENDOR NAME:

* **WF MILLER COMPANY**

SECTION A: (Cont'd)

	Approved Alternate Make/Part#	Catalog Price	Net Price	Approved Alternate Make/Part#	Catalog Price	Net Price
TORO TURF/IRRIGATION EQUIPMENT	NO BID					
Bearing Cone Part #254-94						
Bearing Cup Part #254-72						
Oil Seal Part #253-96						
Reel Part #12-3599						
Complete line discounted at -- dated:						

SECTION B: (Note -- After award, a Published Price List MUST be supplied unless previously furnished.)

DEALER & SPECIALTY PARTS/
SUPPLY ITEMS

	CURRENT PUBLISHED PRICE LIST OF MANUFACTURER'S RETAIL PRICE	MINUS % DISCOUNT	CURRENT PUBLISHED PRICE LIST OF MANUFACTURER'S RETAIL PRICE	MINUS % DISCOUNT
Honda Engine Parts	NO BID			
Kohler Engine Parts		-10%		
Briggs & Stratton Engine Parts		0%		
Progressive Rotary Mower Parts	NO BID			
Ty-Crop Equipment Parts	NO BID			

DELIVERY

ALL ORDERS SHIPPED SAME DAY UPS
 PROCESSED W/I 10 HOURS AFTER PHONE RELEASE

MINIMUM ORDER PER SHIPMENT

NONE

CONTACT INFORMATION:

Hours of Operation
 Phone Number

7-4pm
 (248) 649-4100

TERMS

BLANK

WARRANTY

BLANK

EXCEPTIONS

BLANK

ACKNOWLEDGEMENT:

YES

ATTEST:

Pat Rubino
Danny McDonald
Linda Bockstanz

* DENOTES SOLE BIDDER

Jeanette Bennett
 Purchasing Director

BIDDERS LIST

Mailing Name	Address Line 1	Address Line 2	City	ST	Postal Code
ALL TYPE TRUCK & TRAILER REPAIR	23660 SHERWOOD		WARREN	MI	48091
APACHE TURF EQUIPMENT INC	524 SOUTH MARKET AVENUE		FT PIERCE	FL	34982
ARIENS COMPANY	655 W RYAN		BRILLION	WI	54110
CAPITAL EQUIPMENT	3545 N VAN DYKE		ALMONT	MI	48003
CAREFREE LAWN CENTER	2805 VAN HORN		TRENTON	MI	48183
CHIEF CART INC/FORMERLY BURINGTON GOLF	149 N PERRY STREET		PONTIAC	MI	48342
CINTAS FIRST AID & SAFETY	14975 CLEAT STREET		PLYMOUTH	MI	48170
CLUB CAR INC	11878 BROOKFIELD		LIVONIA	MI	48150
COMMERCIAL LAWNMOWER	32098 PLYMOUTH ROAD		LIVONIA	MI	48150-1489
JACK DOHENY SUPPLIES INC	777 DOHENY COURT	P O BOX 609	NORTHVILLE	MI	48167
E Z GO TEXTRON	3310 RANGER ROAD		LANSING	MI	48906
ELLIS SALES INC	6915 STADIUM DRIVE		KALAMAZOO	MI	49009
FOOTE TRACTOR INC	46401 GRAND RIVER	P O BOX 942	NOVI	MI	48376-0942
GRANDVILLE TRACTOR & EQUIPMENT	3736 CHICAGO DRIVE SW		GRANDVILLE	MI	49418
INDUSTRIAL VEHICLE & TURF SALES INC	1645 S TELEGRAPH		BLOOMFIELD HILLS	MI	48302-0049
KING BROTHERS INC	2391 PONTIAC ROAD		AUBURN HILLS	MI	48326
LANDSCAPERS SUPPLY COMPANY	750 CHESTNUT RIDGE ROAD	P O BOX 459	SPRING VALLEY	NY	10977-0459
LESCO INC #442	1889 LARCHWOOD		TROY	MI	48083
MAGED CONTRACTING	P O BOX 701421		PLYMOUTH	MI	48170
MANUS POWER MOWERS	30642 WOODWARD AVE		ROYAL OAK	MI	48073-6928
MICHIGAN POWER EQUIPMENT INC	7022 E ATHERTON ROAD		DAVISON	MI	48423
MILLER W F TURF& INDUSTRIAL EQUIPMENT C	25125 TRANS-X	P O BOX 605	NOVI	MI	48376-0605
MUNN TRACTOR SALES INC	3700 LAPEER ROAD		AUBURN HILLS	MI	48326
PARADISE GRAVELY TRACTOR	67111 VAN DYKE		ROMEO	MI	48095
PARKS OUTDOOR MAINTENANCE LLC	6871 MONTCLAIR DRIVE		TROY	MI	48085
PIRTEK METRO DETROIT	25363 DEQUINDRE ROAD		MADISON HEIGHTS	MI	48071
PREMIER LAWN & SNOW, INC - BOTH	P.O. BOX 877		STERLING HEIGHTS	MI	48311

ITB-COT 05-07 Golf / Turf Maintenance Replacement Parts

Commodity Code: # 934-46 Lawn Equip Mtnace/Repair

BIDDERS LIST

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Date - 03/18/05

Mailing Name	Address Line 1	Address Line 2	City	ST	Postal Code
R & R PRODUCTS	3334 E MILBER ST		TUCSON	AZ	85714
RUSSELL FARM & GARDEN	50025 N GRATIOT		CHESTERFIELD	MI	48051
SALOPEK GOLF CARS INC	1943 WEBSTER STREET		DAYTON	OH	45404-1123
SPARTAN DISTRIBUTORS, INC	487 W DIVISION ST	PO BOX 246	SPARTA	MI	49345
THESIER EQUIPMENT COMPANY	28342 PONTIAC TRAIL		SOUTH LYON	MI	48178
U S LAWNS OF TROY	670 ECKFORD DRIVE		TROY	MI	48098
VALLEY TURF INC	11711 E GRAND RIVER ROAD		BRIGHTON	MI	48116-8534
WEINGARTZ SUPPLY CO	46061 VAN DYKE		UTICA	MI	48317
WEINGARTZ SUPPLY CO INC-FARMINGTON HILL	39050 GRAND RIVER		FARMINGTON HILLS	MI	48335
WITTEK GOLF CO	3650 AVONDALE		CHICAGO	IL	60618
WM F SELL & SON INC	16555 TELEGRAPH ROAD		TAYLOR	MI	48180
YALE MATERIALS HANDLING	28990 WIXOM ROAD		WIXOM	MI	48393



Downloading History for ITB-COT 05-07 Turf Parts

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of 4/27/2005.

Document Title:	Lawn & Turf Maintenance Replacement Parts
Date Issued:	4/5/2005
Close Date:	4/27/2005

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

Acct #	Company Name	Service	Date Obtained Document	Date Obtained Amendments
17272	Ben & Dan's Landscaping, Inc.	E-mail	4/18/2005	
11697	BILLINGS LAWN EQUIPMENT	E-mail		
16731	Bobcat Central Inc. DBA Bobcat of Lansing	E-mail	4/8/2005	
19985	Countryside Lawn & Power Equipment, inc	E-mail		
11681	D and J Lawn and Snow Corp.	E-mail		
13576	DAC TECHNOLOGIES INC.	Free	4/20/2005	
20064	Dan's Landscape & Gardens	Free	4/6/2005	
16410	DeAngelo Brothers Inc	Free	4/21/2005	
17044	Environmental Services of North America, Inc.	Free	4/11/2005	
12478	Foot tractor, Inc.	Free	4/11/2005	
14623	Gene's Landscape Service Co.	E-mail	4/15/2005	
18765	I.F. Metalworks	E-mail		
19591	Innovated Capital Solutions	E-mail		
20893	Jade Landscaping	Free	4/11/2005	
13114	Jasso Tree Service, Inc.	Free	4/13/2005	
14945	John Deere Landscapes	E-mail	4/5/2005	
20399	K & K Maintenance Supply Inc.	Free	4/13/2005	
15171	Lacal Equipment	E-mail	4/11/2005	
11630	Mercer Equipment Rentals	E-mail		

13310	North Star Refrigeration, Heating and Cooling	E-mail		
17825	Northwest Fuel Injection Service of Michigan Inc.	E-mail		
16071	Pro Commercial Services, Inc.	E-mail	4/7/2005	
13371	Rochester Rental L.L.C.	E-mail		
19544	S.S. Seeding, Inc.	Free	4/20/2005	
10113	Sullivan Corporation	Free	4/8/2005	
14709	Thesier Equipment Company	Free	4/6/2005	
16068	Trost Irrigation, Ind.	Fax	4/5/2005	
20920	TSI - Mike Glass	Free	4/7/2005	
11913	W.F. MILLER COMPANY	E-mail	4/6/2005	
14785	Weingartz	E-mail	4/27/2005	
16277	Wm. F. Sell Equipment	E-mail		

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June 29, 2005

TO: John Szerlag, City Manager

FROM: Brian P. Murphy, Assistant City Manager/Services
Jeanette Bennett, Purchasing Director
Carol K. Anderson, Parks and Recreation Director

SUBJECT: **Agenda Item:** Sole Source – OEM Replacement Parts For
Golf and Turf Maintenance Equipment

RECOMMENDATION

The Parks and Recreation Department recommends approval of a three-year contract to purchase original equipment manufactured replacement parts for John Deere equipment from Weingartz in Farmington Hills and Toro parts from Spartan Distributors of Sparta, Michigan, the exclusive distributors in southeast Michigan at varied discounts up to 55%. The companies agree to their individual contracts, which will expire June 30, 2008.

BACKGROUND

Contracts for manufactured equipment replacement parts with Weingartz and Spartan Distributors expired in the spring of 2005, and have been used by various City departments to purchase repair parts and supplies for routine maintenance of turf equipment throughout the City. All of the Toro and John Deere brand maintenance equipment used by the various City departments requires replacement parts that are sold exclusively through Weingartz and Spartan Distributors. By having contracts in place for replacement parts for Toro and John Deere brand pieces of equipment, the City will be able to utilize the support and expertise of the parts and service departments to assist us quickly and efficiently to adjust and/or repair our equipment.

BUDGET

Funds are available to complete these purchases in Sylvan Glen Operating Supplies Account #785.7740.010 and Sanctuary Lake Operating Supplies Account #885.7740.010.



June 24, 2005

487 W. Division Street
P.O. Box 246
Spartan, MI 49345
616.887.7301
Fax: 616.887.6200

City of Troy
Purchasing Division
3179 Livernois
Troy, MI 48083

1650 Opdyke Road
Auburn Hills, MI 48006
248.373.8800
Fax: 248.373.8899

RE: City of Troy Bid for Toro Parts & Equipment

To Whom It May Concern:

City of Troy posted a bid for Toro Parts & Equipment on MITN which was not received by Spartan Distributors, Inc.

In the state of Michigan, Spartan Distributors, Inc. has the exclusive right to sell and/or distribute Toro equipment, parts and irrigation supplies.

Spartan Distributors, Inc. is pleased to provide our best available purchase price on commercial parts for the duration of your blanket purchase order. All parts are sold at list price except those parts on the Toro Performance Parts Program. The Performance Parts Program consists of 1500 of the most commonly used replacement parts. Prices and discounts on the Performance Parts Program do change annually. Program pricing is determined by Toro, with discounts ranging from zero to fifty-five percent.

All prices are subject to change and will change at least annually. Toro prices typically change annually on November 1st. Spartan Distributors, Inc. reserves the right to change pricing and discount structures at any time.

Orders requiring shipment are sent UPS Ground or Next Day Air at the customer's request. Freight charges are pre-paid and added to your invoice.

We look forward to being of assistance in the future, and wish to remain on your bid list. If you should have any questions or need further information, feel free to contact me at 800-822-2216 ext. 3169.

Sincerely,

Mike Janowiecki
Parts Representative

MJ/dm

WEINGARTZ

GOLF & TURF

June 15, 2005

Jeanette Bennett
Purchasing Director
City of Troy

Fax (248) 879-3607

Ms. Bennett:

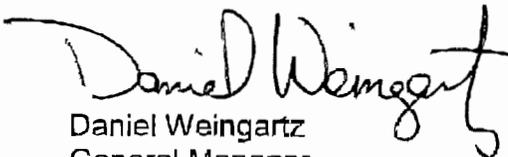
Weingartz offers to sell John Deere Golf and Turf parts at list price in a time period beginning today and ending June 30, 2008. List price will be based on the manufacturer's published list price at the time of the order. Electronic price lists are available upon request.

Weingartz is the exclusive distributor for John Deere Golf and Turf parts in the state of Michigan.

We look forward to servicing your needs. If you have any questions, please feel free to call.

Sincerely,

WEINGARTZ



Daniel Weingartz
General Manager
(248) 471-3050
Fax (248) 471-6948