



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

**CITY COUNCIL AGENDA ITEM**

Date: June 27, 2019

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager  
Tom Darling, Director of Financial Services  
MaryBeth Murz, Purchasing Manager  
Elaine S. Bo, Recreation Director

Subject: Bid Waiver – Ball Dispenser for Sanctuary Lake Golf Course

**History**

- The Range ball dispenser at Sanctuary Lake Golf Course (which dispenses golf balls at the driving range) was purchased in 2004 and is no longer working and needs to be replaced.
- Billy Casper has been scheduling extra staff to provide this service while the machine has been out of order.
- A new machine is required and will be more efficient by dispensing the exact number of golf balls for each customer.
- The best safety feature that the new machine offers is that it comes with a built in self-contained elevator which will dump balls automatically into the machine as opposed to staff lifting 25lb crates over their heads to dump balls into the top of the old machine.
- The machine also offers the exact ball count that the customer paid for.
- Also, this machine will allow for transactions to be completed at the machine. Golfers will have the opportunity to purchase range cards with predetermined values on them to be redeemed at the ball dispenser machine.

**Purchasing**

- *Range Servant America, Inc. of Norcross, GA* is the sole-source provider of the Ultima 12 Ball Dispenser that accurately dispenses golf balls and also includes a built in elevator.
- It is in the best interest of the City to waive the bid process and purchase this specific piece of equipment from the sole-source provider, *Range Servant America, Inc.*
- The Ultima 12 Ball Dispenser will be purchased with Billy Casper discounted pricing.

|  | <u>Budget</u> | <u>Unit Price</u> |
|--|---------------|-------------------|
| Ultima 12 Ball Dispenser with elevator | \$22,000.00   | \$21,743.00       |



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### **Financial**

Funds for this equipment are available in Sanctuary Lake Capital General Equipment fund 583.768.7978.010. The Project# is 2020C0054.

### **Recommendation**

City management recommends that the bid process be waived and a contract be awarded to *Range Servant America, Inc. of Norcross, GA*; the sole-source provider for the purchase of one (1) Ultima 12 Ball Dispenser with a built in elevator for the Sanctuary Lake Golf Course for an estimated total cost of \$21,743.00 as detailed in the attached quote #41121.

**Range Servant America, Inc.**3000 Center Place, Suite 300  
Norcross, GA 30093**QUOTATION**

Quote Number: 41121

Quote Date: Nov 9, 2018

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Voice: 770-448-8055

Fax: 770-448-8060

**Quoted To:**Sanctuary Lake Golf Course  
1450 East South Boulevard  
Troy, MI 48085

| Customer ID    | Good Thru | Payment Terms | Sales Rep      |
|----------------|-----------|---------------|----------------|
| SANCTUARY LAKE | 12/9/18   | Net 45 days   | R - Jean, Mike |

| Quantity | Item     | Description   | Unit Price   | Amount           |
|----------|----------|---|--------------|------------------|
| 1.00     | 12       | Ultima 12 Ball Dispenser, Elevator 2.1, e-range version 8 (PIN Code Capability), 3 to 5 SD Picker Upgrade, 31 RS Premium Fairway Mats | 25,299.00    | 25,299.00        |
| 1.00     | DISCOUNT | Less Billy Casper Discount<br>Freight Estimate \$925<br>Equipment Pricing is Valid Through July 31 st, 2019.                          | 3,556.00     | -3,556.00        |
|          |          |   | Subtotal     | 21,743.00        |
|          |          |   | Sales Tax    |                  |
|          |          |   | Freight      |                  |
|          |          |   | <b>TOTAL</b> | <b>21,743.00</b> |