



	Approved	Denied
Action taken	10/13/03	
Other:		
Verified by:	<i>R Smithers</i>	

WASILLA CITY COUNCIL MEMORANDUM

CM No. 03-54

TITLE: AUTHORIZING THE PURCHASE OF AN ICE RESURFACING MACHINE IN THE AMOUNT OF \$61,953.72 FROM THE FRANK J. ZAMBONI AND COMPANY IN ACCORDANCE WITH WMC 5.08.100.B.8.

COUNCIL MEETING DATE: October 13, 2003

ADMINISTRATION INITIAL: *DUK*

REQUESTED BY: Bruce Urban, Recreational and Cultural Services Manager
PREPARED BY: Urban/Leonard/Smithers Date Prepared: October 3, 2003

FISCAL IMPACT:

If yes, amount requested: \$61,953.72
Account No.: ~~100.4330.435.45.05~~ Multi Use Sports Complex
110 433 *(initials)*

SUMMARY STATEMENT: There are only two manufacturers of ice resurfacing machines in North America. The Zamboni Company is located in California and Olympia is located in Canada. Normally we would have to go out to RFP for such a purchase; however, the City of Kodiak has already completed a competitive bidding process and has approved the purchase of an ice resurfer from the Zamboni Company for their new facility. The cost of the Zamboni was approximately \$4,000 less than the Olympia.

Of the more than 15 ice rinks in Alaska, all but two use a Zamboni machine. The Zamboni Company has been manufacturing ice resurfacers for over 60 years and their name has become synonymous with ice skating rinks worldwide. An advantage to owning a Zamboni is that the majority of replacement parts can be purchased from a local auto parts store. Additionally, the two resurfacing machines at the Brett Arena are Zamboni models and many of the parts are interchangeable with other models manufactured by Zamboni. By working together, each facility could stock parts that are not available locally and share them during any emergency. This would be a cost savings in overnight freight charges and loss of revenue for facility down time.

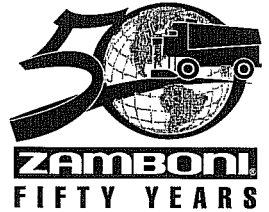
The Zamboni Company has indicated that they would sell a new Model 540 Zamboni to the City of Wasilla for the base price of \$61,953.72, which is the same offer that the City of Kodiak received.

STAFF RECOMMENDED ACTION: To authorize the purchase of a Zamboni ice resurfacing machine in the amount of \$61,953.72 from the Frank J. Zamboni and Company in accordance with WMC 5.08.100.B.8.

Attachments:

FRANK J. ZAMBONI & CO., INC.

15714 Colorado Avenue
Paramount, CA 90723-0770
Phone (562) 633-0751
Fax (562) 633-9365
www.zamboni.com



RECEIVED

OCT - 6 2003

CITY OF WASILLA, ALASKA

October 3, 2003

Mayor Dianne M. Keller
290 E. Herning Avenue
Wasilla, AK 99654

Dear Ms. Keller:

Further to our discussions with Bruce Urban in regards to pricing on a new Zamboni® Ice Resurfacers, we are willing to extend the pricing we bid to the City of Kodiak, AK to your City so that you may purchase a Zamboni 540 for the same price.

At present we are quoting a February/March 2004 shipment provided we receive an order within the next 2-3 weeks.

Should you have any questions or need a copy of our bid documents submitted to Kodiak, AK please let us know.

Sincerely,

FRANK J. ZAMBONI & CO., INC.

A handwritten signature in black ink, appearing to read 'Doug Peters', written over a horizontal line.

Doug Peters
Regional Sales Manager

DP:lm

ZAMBONI®

TO: Linda Freed, City Manager
FR: Ian Fulp, Parks & Recreation Director
DT: September 8, 2003
RE: Ice Resurfacers Bids

There are only two companies that manufacture ice resurfacers: Zamboni and Olympia. Although the machines the two companies offer are very similar, Zamboni has the advantage of a hydrostatic transmission and is the machine preferred by most Alaskan rinks.

Bids went out on August 18 and were due today at noon.

Following is a breakdown of the two bids:

	ZAMBONI	OLYMPIA
Base Price	\$61,953.72	\$66,195.00
Price of Desirable Options	\$1,350	\$675
Delivery Date	November '03	December '03
Set Up and Training	\$750.00	\$4,995.00
Total Price	\$64,653.72	\$71,865.00

Doug Peters, of Zamboni, says that he anticipates delivery in early November or late October. Since Zamboni is offering the lowest price and earliest delivery date, I recommend awarding the bid to Zamboni.



City of Kodiak Parks & Recreation Department

410 Cedar Street, Kodiak, Alaska 99615

General Services & Teen Center (907) 486-8665

Swimming Pool 486-9263

Director 486-8670

Fax 486-8674

TO: Doug Peters, Frank J. Zamboni & Co., Inc.

Via Fax: (562) 633-9365

FR: Ian Fulp, Parks and Recreation Director

A handwritten signature in black ink, appearing to read "IF", is written over the name Ian Fulp.

DT: August 18, 2003

RE: Price Request

Please provide a price, including shipping F.O.B. Kodiak, for a new ice resurfacer that meets the following specifications by noon on Monday, September 8.

1. Resurfacer shall be a new, fully operational, propane fueled 540 Zamboni, Olympia Millenium, or approved equal.
2. In addition to the ice resurfacer, supply the following:
 - a. Two (2) complete copies of service manuals
 - b. Two (2) sets of replacement oil, fuel and hydraulic filters,
 - c. One (1) complete set of replacement belts
 - d. Two (2) replacement conditioner blades in addition to blade supplied with conditioner
3. The resurfacer shall be delivered to the City Parks and Recreation Department, at Baranof Park, 1222 Chichenoff Street, Kodiak, Alaska 99615, as close to November 1, 2003 as possible.
4. Provide price with complete specifications, warranty information, maintenance agreements and delivery date.
5. Agree to reduce the price of the resurfacer by \$50 for each calendar day that delivery is extended past the bidder's specified delivery date.
6. Optional Equipment: List and provide a price for available optional equipment.
7. Optional Training: Provide a separate price for set-up and training of arena personnel on proper operation and maintenance procedures. This shall be performed by a factory-trained representative at Baranof Park at time of delivery. Price shall include a price for airfare, lodging, per diem and hours of training.
8. Award will be based on a comparison of the bids, including but not limited to the following: price, delivery date, feedback from other owners and operators, and machine specifications. The City may elect to select none, any combination or all of the added options at its sole discretion. The City reserves sole and exclusive right to award, in the City's sole and absolute judgment, the bid that will best serve the needs of the City and reserves the right to reject any and all bids.

Mail or fax base price (FOB Kodiak), delivery date, resurfacer specifications, training costs, and optional-equipment listing and prices to me at City of Kodiak Parks and Recreation Department, attention Ian Fulp, 410 Cedar Street, Kodiak, Alaska 99615, or fax (907) 486-8674, by noon on Monday, September 8, 2003.



City of Kodiak Parks & Recreation Department

410 Cedar Street, Kodiak, Alaska 99615

General Services & Teen Center (907) 486-8665

Swimming Pool 486-9263

Director 486-8670

Fax 486-8674

TO: Jim Becker, Becker Arena Products, Inc.

Via Fax: (952) 890-2680

FR: Ian Fulp, Parks and Recreation Director

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