



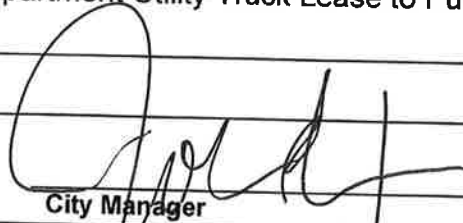
Agenda Item Summary

Meeting of: September 18, 2017

Agenda Item Title: Water Department Utility Truck Lease to Purchase

Submitted by: Corey Davis

Approved for submittal:


City Manager

Explanation of Agenda Item: The Water Department is requesting the purchase of a new Truck with Utility box. The older truck we have is rusting out on the box and under the doors and is in need of some repairs. We have received three quotes for this truck.

Quote 1 – LaFontaine Lansing = \$38,893 MI Deal Price

Quote 2 – Extreme Dodge Jackson = \$44,624

Quote 3 – Golling Chelsea = \$45,977

Fiscal or Resource Considerations: YES NO

Does this agenda item require the expenditure of funds? YES NO

If YES, are funds budgeted? YES NO

Are staff or other resources required? YES NO

City Manager Recommended Form of Motion: Motion to approve the MI Deal quote from LaFontaine Chrysler Dodge Jeep Ram in the amount of \$38,893.

Names and addresses of those to be notified:

LaFontaine CDJR – Lansing

6131 S. Pennsylvania Ave.

Lansing, MI 48911

517-394-1022

Attachments:

Quotes from LaFontaine CDJR-Lansing, Extreme Dodge/Dodge Truck, Golling Dodge Jeep Ram. Photos of current Utility Truck.

All Agenda Item Summaries and any attachments are due in the City Clerk's Office by 4:00 p.m. on the Wednesday prior to the City Council meeting. If the Wednesday prior to the City Council meeting is a holiday, then the submission deadline is 4:00 p.m. on Tuesday.

LaFontaine CDJR-Lansing
6131 S. Pennsylvania Ave.
Lansing, MI 48911
517-394-1022
517-394-1282-Fax
tsasso@lafontaine.com

QUOTATION

Name: City of Chelsea
Address: cdavis@city-chelsea.org
City: _____ **State:** ___ **Zip:** _____
Contact: Corey Davis
Phone: 734-216-1250 **Fax:** _____

Date: August 31, 2017
Quote: 83117

Description	Unit Price
State of Michigan Contract #071B7700183	
Spec # -0093 2018 Ram 3500 Cab & Chassis 4 X 4 60" CA	\$27,373.00
DF3 HD Asin Auto Transmission	\$1,456.00
XXS Upfitter Module	\$268.00
XHC Trailer Brake Control	\$295.00
AJH Power and Remote Entry	\$774.00
AHD H. D. Snow Plow Prep	\$223.00
*** Special Equipment (See Attached)	\$8,504.00
Note: Per contract delivery is available @ 2.00 per one way mileage.	

Total Cost: \$38,893.00

Signed: Tony Sasso



QUOTATION
 Monroe Truck Equipment
 2400 Reo Drive
 Flint, MI 48507
 Phone: 810-853-6842
 Fax: 810-238-5009
 Email: jschlaud@monroetruck.com
www.monroetruck.com

Quote Number: 7JJS000144
 Job Order Number:
 Quote Date: 8/31/2017
 Quote valid until: 9/30/2017
 Terms: NET 30
 Salesperson: RISER, RANDY
 Quoted By: Jacob Schlaud

Customer: LAFONTAINE CHRY JEEP DGE RAM,
 (4618850)
 6131 S PENNSYLVANIA AVE
 LANSING, MI 48911

Contact:
 Phone: 517-394-1022 Fax: 517-394-1282
 Email:

Dealer Code: _____
 P.O. Number: _____

REASSIGN (Required for pool units): Fleet Retail

MSO/MCO (ONLY check if legally required): MSO MCO

Accepted by: _____
 Customer must fill out the information above before the order can be processed.

Date: _____

Chassis Information

Year: 2017	Make: RAM	Model: RAM 3500	Chassis Color:	Cab Type: REGULAR
Single/Dual: DRW	CA: 60.0	CT: -1.0	Wheelbase:	Engine: GAS
			F.O. Number #:	Vin:

Comments: 9 FT SERVICE BODY

Monroe Truck Equipment, Inc. is pleased to offer the following quote for your review:

DESCRIPTION	AMOUNT
108" MSS II SERVICE BODY	\$6,160.00
- STEEL UNDERSTRUCTURE	
- 48.5" LOAD SPACE	
- A40-A60 GALVANNEALED DIAMOND PLATE FLOOR	
- 18 GA OUTER DOOR SKIN, DOUBLE PANEL DOOR CONSTRUCTION	
- STAINLESS STEEL ROTARY PADDLE LATCHES & BOLT-ON DOOR HINGES	
- NITROGEN GAS STRUT DOOR HOLDERS	
- AUTOMOTIVE BUBBLE TYPE & MECHANICAL DOOR SEALS	
- ADJUSTABLE COMPARTMENT TRAYS/SHELVES	
- (2) SHELVES IN FRONT COMPARTMENTS	
- (1) SHELF IN HORIZONTAL & REAR COMPARTMENTS	
- KNEE BRACED SLAM ACTION TAILGATE	
- SEAMLESS WHEELHOUSE PANEL W/ POLY CARBONATE FENDER FLARES	
- LED S/T/T LIGHTS RECESSED IN POOCHED STEP BUMPER	
- ACRYLIC E-COAT IMMERSION PRIMER SYSTEM & POWDER COATED	
- INSTALLED	
BACKUP ALARM	\$109.00
TRAILER RECEPTACLE	\$112.00
2-1/2" RECEIVER HITCH w/2" INSERT	\$422.00
- 1800 TONGUE CAPACITY / 18,000 TOWING CAPACITY	
OVERHEAD LADDER RACK - 1,000LB CAPACITY	\$671.00
PAINT OPTIONS	\$1,030.00
Quote Total:	\$8,504.00

Additional Options:

DESCRIPTION	AMOUNT	ADD TO QUOTE Yes / No
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Notes:

- ◆ Terms are Due Upon Receipt unless prior credit arrangements are made at the time of order.
- ◆ Please note if chassis is furnished, it is as a convenience and terms are Net Due on Receipt of Chassis.

EXTREME
DODGE/DODGE TRUCK
 2300 SEYMOUR RD.
 JACKSON, MI 49201
 I-94 AT ELM STREET, EXIT 141



Office Tel (517) 783-6200

PURCHASER'S NAME CITY OF CHELSEA WATER DEPT			
STREET ADDRESS			
CITY MI		STATE	ZIP
RESIDENCE PHONE	BUSINESS PHONE	COUNTY OF RESIDENCE	
DRIVERS LICENSE NO	STATE MI	EXP YEAR	DATE OF BIRTH / /
DESCRIPTION OF TRADE-IN			
YEAR	MAKE	MODEL	COLOR
TITLE NO.			
SERIAL NO OR VIN NO			
SERIAL NO OR VIN NO			
ODOMETER READING AS OF DATE	CODE NO	APPRAISED BY	APPRAISAL \$ 0.00

NEW USED DEMO "AS IS" CAR TRUCK (SPECIFY) ^{XX}

YEAR 2018	MAKE Ram	MODEL-BODY STYLE 3500	ODOMETER
COLOR	TRIM OR TITLE NO	ENGINE Cab & chassis	
SERIAL NO OR VIN NO			
STOCK NO	TO BE DELIVERED ON OR ABOUT		

PRICE OF VEHICLE ACCESSORIES AND/OR EQUIPMENT **AMOUNT**

- Please see attached service Body quote to verify equipment and options

- vehicle pricing based on \$1,000 rebate we are anticipating a larger rebate when the truck arrives pending order date!

PURCHASE PRICE (INCLUDING FREIGHT & ACCESSORIES)	45,434.00
DOCUMENTARY FEE	175.00
TOTAL TAXABLE PRICE	45,609.00
LICENSE OR TRANSFER FEE	15.00
MICHIGAN SALES TAX	0.00
MICHIGAN PROTECTION PACKAGE	0.00
SERVICE CONTRACT	0.00
TOTAL DELIVERED PRICE CASH RECEIPT NO.	45,624.00
TOTAL CASH DOWN (INCLUDES REBATES)	1,000.00
CASH ON DEPOSIT	0.00
TRADE IN	0.00
PAY OFF	0.00
AMOUNT TO BE FINANCED	44,624.00

LIEN HOLDER:

THIS ORDER IS NOT VALID UNLESS SIGNED AS APPROVED BY DEALER OR AUTHORIZED PARTY.

APPROVED BY:  DATE: 08 28 2017

THIS ORDER IS NOT VALID UNLESS SIGNED AS ACCEPTED HERE DATE: _____

Purchaser agrees that this order includes all of the terms and conditions on both the face and reverse side hereof that is order cancels and supersedes any prior agreement and as of the date hereof comprises the complete and exclusive statement of the terms of the agreement relating to the subject matters covered hereby and that THIS ORDER SHALL NOT BECOME BINDING UNTIL ACCEPTED BY DEALER OR HIS OR HER AUTHORIZED REPRESENTATIVE AND IN THE EVENT OF A TIME SALE DEALER SHALL NOT BE OBLIGATED TO SELL UNTIL APPROVAL OF TERMS HERE OF IS GIVEN BY A BANK OR FINANCE COMPANY WILLING TO PURCHASE A RETAIL INSTALLMENT CONTRACT BETWEEN THE PARTIES HERE TO BASED ON SUCH CREDIT TERMS AS PRESENTED IN ACCORDANCE WITH REGULATION "Z" (TRUTH-IN-LENDING) AND ACCEPTED BY ALL PARTIES HERE TO ALL WARRANTIES. IF ANY, BY A MANUFACTURER OR SUPPLIER OTHER THAN DEALER ARE THEIRS, NOT DEALER'S AND ONLY SUCH MANUFACTURER OR OTHER SUPPLIER SHALL BE LIABLE FOR PERFORMANCE UNDER SUCH WARRANTIES UNLESS DEALER FURNISHES BUYER WITH A SPERATE WRITTEN WARRANTY OR SERVICE CONTRACT MADE BY DEALER ON ITS OWN BEHALF. DEALER HEREBY DISCLAIMS ALL WARRANTIES. EXPRESS OR IMPLIED. INCLUDING ANY IMPLIED WARRANTIES OR MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE (A) ON ALL GOODS AND SERVICES SOLD BY DEALER AND (B) ON ALL USED VEHICLES WHICH ARE HEREBY SOLD "AS IS - NOT EXPRESSLY WARRANTED OR GUARANTEED" Purchaser by his execution of this order certifies that he or she is of legal age to execute binding contracts in this state and acknowledges that he or she has read its terms and conditions and has received a true copy of this order.

THIS ORDER IS BASED UPON AVAILABILITY OF VEHICLE AND IS NOT A BINDING CONTRACT

APPLIES TO USED VEHICLE ONLY - "THE INFORMATION YOU SEE ON THE WINDOW FORM FOR THIS VEHICLE IS PART OF THIS CONTRACT INFORMATION ON THE WINDOW FORM OVERRIDES ANY CONTRARY PROVISIONS IN THE CONTRACT OF SALE" EFFECTIVE MAY 1985

X _____ PURCHASER'S SIGNATURE _____ CO-PURCHASER'S SIGNATURE

EXTREME DODGE CHRYSLER JEEP
2300 SEYMOUR ROAD
JACKSON, MI 492018877

Configuration Preview

Date Printed: 2017-08-23 2:18 PM **VIN:** **Quantity:** 1
Estimated Ship Date: **VON:** **Status:** BA - Pending order

Sold to: EXTREME DODGE CHRYSLER JEEP (41600)
 2300 SEYMOUR ROAD
 JACKSON, MI 492018877

Ship to: EXTREME DODGE CHRYSLER JEEP (41600)
 2300 SEYMOUR ROAD
 JACKSON, MI 492018877

Vehicle: 2018 3500 REG CHASSIS CAB 4X4 (143.5 in WB - CA of 60 in) (DF8L63)

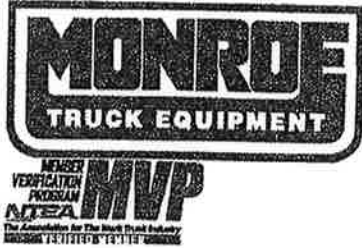
	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	DF8L63	3500 REG CHASSIS CAB 4X4 (143.5 in WB - CA of 60 in)	36,445	33,892
Package:	27A	Customer Preferred Package 27A	0	0
	ESB	6.4L V8 Heavy Duty HEMI MDS Engine	0	0
	DF3	6-Spd Auto Aisin AS66RC HD Trans	1,800	1,458
Paint/Seat/Trim:	PR4	Flame Red Clear Coat	0	0
	APA	Monotone Paint	0	0
	*TX	HD Vinyl 40/20/40 Spill Bench Seat	0	0
	-X8	Black/Diesel Gray	0	0
Options:	AHD	Heavy Duty Snow Plow Prep Group	245	223
	XHC	Trailer Brake Control	295	268
	XXS	Upfitter Electronic Module (VSIM)	295	268
	AJH	Power and Remote Entry Group	850	774
	5N8	Easy Order	0	0
	142	Zone 42-Detroit	0	0
	4EA	Sold Vehicle	0	0
Destination Fees:			1,395	1,395
			= Restriction	

HB: 1,192 **Total Price:** 41,125 **38,076**
FFP: 37,770
EP: 36,372

Order Type: Retail **PSP Month/Week:**
Scheduling Priority: 1-Sold Order **Build Priority:** 99
Customer Name:
Customer Address:

Instructions:

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.



QUOTATION
 Monroe Truck Equipment
 2400 Reo Drive
 Flint, MI 48507
 Phone: 810-853-6834
 Fax: 810-238-5009
 Email: msmithson@monroetruck.com
 www.monroetruck.com

Quote Number: 7MMS005388
 Job Order Number:
 Quote Date: 2/7/2017
 Quote valid until: 3/9/2017
 Terms: C.O.D.
 Salesperson: PESTA, RICK
 Quoted By: Mike Smithson

Customer: (2743500)
 2300 SEYMOUR RD
 JACKSON, MI 49201

Contact: JARRED SMITH
 Phone: / Fax:
 Email:

Dealer Code: _____
 P.O. Number: _____

REASSIGN (Required for pool units): Fleet Retail

MSO/MCO (ONLY check if legally required): MSO MCO

Accepted by: _____
 Customer must fill out the information above before the order can be processed.

Date: _____

Chassis Information

Year: 2017	Make: RAM	Model: RAM 3500	Chassis Color:	Cab Type: REGULAR
Single/Dual: DRW	Cab-to-Axle: 60.0	Wheelbase: 144.0	F.O. Number #:	Vin:

Comments: 9 FT SERVICE BODY

Monroe Truck Equipment, Inc. is pleased to offer the following quote for your review:

DESCRIPTION	AMOUNT
108" MSS II SERVICE BODY - STEEL UNDERSTRUCTURE - 48.5" LOAD SPACE - A40-A60 GALVANNEALED DIAMOND PLATE FLOOR - 18 GA OUTER DOOR SKIN, DOUBLE PANEL DOOR CONSTRUCTION - STAINLESS STEEL ROTARY PADDLE LATCHES & BOLT-ON DOOR HINGES - NITROGEN GAS STRUT DOOR HOLDERS - AUTOMOTIVE BUBBLE TYPE & MECHANICAL DOOR SEALS - ADJUSTABLE COMPARTMENT TRAYS/SHELVES - (2) SHELVES IN FRONT COMPARTMENTS - (1) SHELF IN HORIZONTAL & REAR COMPARTMENTS - KNEE BRACED SLAM ACTION TAILGATE - SEAMLESS WHEELHOUSE PANEL W/ POLY CARBONATE FENDER FLARES - LED S/T/T LIGHTS RECESSED IN POOCHED STEP BUMPER - ACRYLIC E-COAT IMMERSION PRIMER SYSTEM & POWDER COATED - INSTALLED	\$6,160.00
BACKUP ALARM	\$109.00
TRAILER RECEPTACLE	\$112.00
2-1/2" RECEIVER HITCH w/2" INSERT - 1800 TONGUE CAPACITY / 18,000 TOWING CAPACITY	\$422.00
OVERHEAD LADDER RACK - 1,000LB CAPACITY	\$671.00 remove
PAINT OPTIONS COLOR CHANGE FROM WHITE	\$1,030.00
Quote Total:	\$8,504.00

Additional Options:

DESCRIPTION	AMOUNT	ADD TO QUOTE Yes / No
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Notes:



Purchase Agreement

Golling Chrysler Dodge Jeep RAM of Chelsea
 1500 S Main St
 Chelsea, MI 48118

Buyer	Co-Buyer	Vehicle
City Of Chelsea Water Dept John E: (734) 972-6534, C: (734) 972-6534 water@city-chelsea.org		2018 RAM 3500 Chassis Tradesman/SLT VIN: Stock #: Mileage: Color:

Purchase Details	
Retail Price:	\$41,125.00
Sales Price:	\$36,972.00
Savings:	\$4,153.00
Accessories:*	\$8,782.00
Service Contract:	\$0.00
GAP:	\$0.00
Government Fees:	\$23.00
Proc/Doc Fees:	\$200.00
Total Taxes	\$0.00
Total Sales Price:	\$45,977.00
Trade Allowance:	\$0.00
Trade Payoff:	\$0.00
Trade Equity:	\$0.00
Rebate:	\$0.00
Cash Down:	\$0.00
Cash Price:	\$45,977.00

X _____
 Customer Signature

X _____
 Manager Signature

 Date

 Date

* **Accessories:** service body : \$8,782.00

Disclaimer:

Printed 8/17/17 6:06 PM

ALL PAYMENTS BASED ON APPROVED CREDIT

GOLLING CHRYSLER DODGE JEEP RAM OF
 1500 S MAIN ST
 CHELSEA, MI 481181411

Configuration Preview

Date Printed: 2017-08-17 4:21 PM VIN: Quantity: 1
 Estimated Ship Date: VON: Status: BA - Pending order

Sold to: GOLLING CHRYSLER DODGE JEEP RAM OF CHELSEA (26970)
 1500 S MAIN ST
 CHELSEA, MI 481181411

Ship to: GOLLING CHRYSLER DODGE JEEP RAM OF CHELSEA (26970)
 1500 S MAIN ST
 CHELSEA, MI 481181411

Vehicle: 2018 3500 REG CHASSIS CAB 4X4 (143.5 in WB - CA of 60 in) (DF8L63)

	Sales Code	Description	MSRP(USD)	F
Model:	DF8L63	3500 REG CHASSIS CAB 4X4 (143.5 in WB - CA of 60 in)	36,445	
Package:	27A	Customer Preferred Package 27A	0	
	ESB	6.4L V8 Heavy Duty HEMI MDS Engine	0	
	DF3	6-Spd Auto Aisin AS66RC HD Trans	1,600	
Paint/Seat/Trim:	PBU	True Blue Pearl Coat	0	
	APA	Monotone Paint	0	
	*TX	HD Vinyl 40/20/40 Split Bench Seat	0	
	-X8	Black/Diesel Gray	0	
Options:	XXS	Upfitter Electronic Module (VSIM)	295	
	XHC	Trailer Brake Control	295	
	AHD	Heavy Duty Snow Plow Prep Group	245	
	AJH	Power and Remote Entry Group	850	
	5N6	Easy Order	0	
	142	Zone 42-Detroit	0	
	4EX	Sales Tracking	0	
Destination Fees:			1,395	

HB: 1,192 Total Price: 41,125
 FFP: 37,770
 EP: 36,372

Order Type: Retail PSP Month/Week:
 Scheduling Priority: 4-Dealer Order Build Priority: 99
 Customer Name:
 Customer Address:

Instructions:

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.

Hey John,

Here are the figures on the 2018 Ram 3500 Cab/Chassis you asked for. It is the same vehicle Les had spect out only a year newer. There are no rebates as of yet but I'm sure by the time she comes in there will be. You of course will get any that it qualifies for. Thank you again and I look forward to hearing back from you one a decision is made. I will assure you if you decide to go with us it will be a pleasant experience both during and after the sale. Feel free to call me with any questions.

Thank you again,

A handwritten signature in black ink, appearing to read 'Dave Bryant', with a long horizontal flourish extending to the right.

Dave Bryant

Commercial Vehicle Sales and Leasing

Golling C.D.J.R. of Chelsea

1500 S. Main St.

Chelsea Mi. 48118

734-475-8661 Main

734-890-1209 Cell

dave.bryant@golling.com





Municipal Lease-Purchase Plan

To: City of Chelsea
Prepared By: Tony Sasso
Date: 09/12/2017

Ally Financial ("Ally") appreciates the opportunity to provide the following municipal lease/purchase financing quote for the units described below.

Term in years	3
Advance Rental, to be paid	Annual
Equipment to finance	1
Equipment Usage	Maintenance / s
Annual Rate	4.24

The payment for each unit is calculated by multiplying the Lease Factor by the principal amount for that unit.

Principal: \$ 38,893.00

Payment: \$ 13,506.25

Payments for different principal amounts can be calculated in the same method.

The quoted interest rate is the rate Ally would charge as of the date of this letter. Ally reserves the right to change the rate if necessary. The rate will be determined upon delivery of the equipment and fixed for the term of the lease. The end-of-lease option to purchase the unit(s) described above is \$1 per unit.

This quote is for tax-exempt municipal lease/purchase financing only, and the following minimum conditions must be met:

- ◆ Qualification as a tax-exempt municipality for federal tax purposes
- ◆ Qualification of unit as "essential use"
- ◆ Execution of documentation acceptable to Ally
- ◆ Ally's standard program parameters are followed
- ◆ Ally must receive copies of audited financial statements and the current year's budget
- ◆ Credit review and approval by Ally
- ◆ The municipality must pay all sales and property taxes, maintain the unit(s), and provide for physical damage and liability insurance acceptable to Ally
- ◆ No adverse change in tax law related to the proposed transaction

If any further assistance is required, please do not hesitate to call Ally at 1-800-471-4622.

NOTE: This rate will be locked for the following number of days: 90