



MEMORANDUM

To: Mayor and City Councilors

From: Rich Olson, City Manager
Bobbi White, Parks and Recreation Director

Date: August 7, 2015

Re: Consideration – Award of Bid for Batting Cages Equipment

BACKGROUND:

The City Councilors and the Pasquotank County Commissioners approved \$50,000 to replace the batting cages at the South Park Sports Complex in the Elizabeth City/Pasquotank County Parks and Recreation Department's FY 2015-16 budget. These batting cages were installed in 2002 by then owner Phillip Harrington. The life expectancy of outdoor batting cage equipment is from 5 to 10 years with the average expected use being around 8 to 10 years.

ANALYSIS:

There are two manufacturers of outdoor batting cages in the United States. They are Amusement Products and Automated Batting Cages (ABC). We received bids from both companies. Amusement Products of Chattanooga, Tennessee is the closest manufacturer of outdoor batting cage equipment. They have quoted a price of \$50,742.30, which includes building, shipping and installation. This is \$742.30 over budget.

Automated Batting Cages (ABC) is located in Salem, Oregon. ABC has given us a quote of \$59,070.00, which does not include shipping or installation. The estimated shipping cost for ABC is \$2,000 and their installation estimate is \$3,600. Adding these two figures to their quote will bring the ABC total to \$64,670.

Amusement Products will send two competent helpers for an estimated three days to instruct and assist City staff on the installation of the equipment. These associated costs for installation are included in their price quote.

Copies of both estimates are included for your review.

FINANCIAL:

Revenue generated by use of the batting cages has been approximately \$10,000 making the return on this investment a five-year period.

Pursuant to the Interlocal Agreement with Pasquotank County for the provision of parks and recreation services, the County's share of this expense is 55% and the City's share of the expense is 45%.

The Finance Committee discussed this matter during their meeting of August 7, 2015. Upon motion made by Councilman Donnelly, seconded by Mayor Peel, the committee unanimously recommended approval by the City Council.

STAFF RECOMMENDATION:

By motion, authorize the Parks and Recreation Department to purchase the new batting cage equipment for the South Park Sports Complex from Amusement Products for \$50,742.30.

RCO/vdw

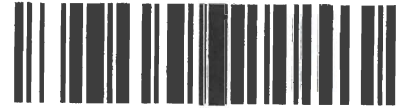
Estimate

07/17/2015

Amusement Products

Amusement Products
 5954 Brainerd Rd
 Chattanooga, TN 37421
 Phone: 423-892-7264
 Fax: 423-855-0432
 Email: parts@amusementproducts.com

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Bill To:

ELIZABETH CITY PASQUOTUNK COUNTY PARKS &
 JEFF SIMPSON
 110 CAPITAL TRACE
 ELIZABETH CITY, NC 27909
 Phone: 252-335-2897
 Email: JDSIMPSON@CITYOFEC.COM

Ship To:

ELIZABETH CITY PASQUOTUNK COUNTY PARKS &
 JEFF SIMPSON
 110 CAPITAL TRACE
 ELIZABETH CITY, NC 27909
 Contact: ELIZABETH CITY PASQUOTUNK COUN

Customer: ELIZABETH CITY PASQUOTUNK COUNTY
 PARKS &

Seller	Payment Terms	FOB Point	Carrier	Ship Service	Requested Ship Date
GARY	COD	Origin	UPS		07/09/2015

Item #	Type	Number / Description	Unit Price	Qty Ordered	Total Price
1	Sale	UT3000 - ULTIMATE TRAINER ,3 WHEEL,DIRECT FEED, THROWS 4 BASEBALL AND 4 SOFTBALL SPEEDS. INCLUDES THE MACHINE, COIN BOX, TIME SALE KEY SWITCH, ELONGATED THRU-NET PROTECTOR, LEFT HAND UP/DOWN SWITCH, UT3000 COMPUTER, WATER RESISTANT ENCLOSURE FOR UT3000 COMPUTER, AND LED INDICATOR LIGHT.	\$ 8,450.00	4 ea	\$ 33,800.00
2	Sale	JDF101 - RANGE PRO,DF BB MACHINE SINGLE SPEED SOFTBALL MACHINE (JDF102) PLEASE ADVISE SLOW PITCH AT TIME OF ORDERING.	\$ 4,250.00	2 ea	\$ 8,500.00
3	Sale	JR980 - JUGS SPARE PARTS PACKAGE	\$ 230.00	1 ea	\$ 230.00
4	Sale	SIGN6 - SIGN PACKAGE, 6 STATION	\$ 685.00	1 ea	\$ 685.00
5	Sale	JR333A - TOKENS, RANGE PRO 1.125	\$ 0.29	1,000 ea	\$ 290.00
6	Sale	INSTALLATION - INSTALLATION SUPERVISOR THIS IS FOR AN INSTALLATION SUPERVISOR TO INSTALL 4-UT3000 DUAL MACHINES AND 2-SINGLE SPEED SOFTBALL MACHINES. CUSTOMER TO PROVIDE TWO COMPETENT HELPERS FOR THE FULL DURATION OF THE INSTALL. INSTALATION IS ESTIMATED TO TAKE THREE DAYS AT 8 HOURS PER DAY.	\$ 3,500.00	1 ea	\$ 3,500.00

Estimate

07/17/2015

Amusement Products

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 5954 Brainerd Rd
 Chattanooga, TN 37421
 Phone: 423-892-7264
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Item #	Type	Number / Description	Unit Price	Qty Ordered	Total Price
7	Sale	JR702 - YOKE, PITCHING MACHINE, DOUBLE THIS IS A CONVERSION KIT FOR ABC MACHINES. MORE INFORMATION MAY BE REQUIRE PRIOR TO MANUFACTURE.	\$ 250.00	6 ea	\$ 1,500.00
8	Shipping	SHIPPING - SHIPPING	\$ 2,237.30	1 ea	\$ 2,237.30
9	Subtotal	Subtotal	\$ 0.00	1 ea	\$ 50,742.30
10	Sale	MEMO - MEMO AMUSEMENT PRODUCTS HAS AGREED TO BUILD, SHIP AND INSTALL PRODUCT BASED ON A SIGNED ELIZABETH CITY PASQUOTUNK COUNTY PARKS AND RECREATION GUARANTEED PURCHASE ORDER. PAYMENT DUE 30 DAYS FROM INSTALLATION. PLEASE SIGN THIS QUOTE AND RETURN WITH A SIGNED PURCHASE ORDER. QUOTE GOOD FOR 30 DAYS. NO TAXES INCLUDED. PURCHASER DECLARES SALES TAX IN DESTINATION STATE IF APPLICABLE.	\$ 0.00	1 ea	\$ 0.00

Subtotal: \$ 50,742.30
 Sales Tax: \$ 0.00
 Total: \$ 50,742.30

Approval: _____ Date: _____

Automated Batting Cages



8811 Huff Ave. NE. Salem, Oregon 97303 (503)390-5714
 FAX: (503)390-4974

Elizabeth City/Pasquotank County Parks & Rec

ORDER FORM - SIX CAGE SYSTEM W/4 DUAL MACHINES

(A) STANDARD EQUIPMENT

QUANTITY	ITEM DESCRIPTION	COST	EXTENDED PRICE
4	ABC Pastime Baseball Machine	\$2,495.00	\$9,980.00
6	ABC Pastime Softball Machine (Four Fast Pitch/Two Slow Pitch)	\$2,495.00	\$14,970.00
0	ABC Model AH-1000 Automatic Retrieval System (Operates up to 10 stations)	\$10,925.00	\$0.00
0	ABC Model BC-2 Control Computer (Operates up to 30 stations)	\$2,800.00	\$0.00
2	ABC Model PT-8 Warning Light Box (Requires one per single machine station)	\$1,150.00	\$2,300.00
4	ABC Model PT-8D Dual Warning Light Box (Requires one per dual machine station)	\$1,250.00	\$5,000.00
0	ABC Model CB-1000 Double Wide Coin Box (Requires one per station)	\$425.00	\$0.00
TOTAL (A)			\$32,250.00

(B) BATTING RANGE CONSTRUCTION HARDWARE AND SUPPLIES

QUANTITY	ITEM DESCRIPTION	COST	EXTENDED PRICE
0	40" Diameter Sump Cylinder (Requires one per system)	\$575.00	\$0.00
0	Center Pole Sliding Collar (Requires one per system)	\$700.00	\$0.00
0	Center Pole Pulley Assembly (Requires one per system)	\$275.00	\$0.00
0	Center Pole Winch and Cable Assembly (Requires one per system)	\$875.00	\$0.00
TOTAL (B)			\$0.00

(C) OPTIONAL EQUIPMENT			
<u>QUANTITY</u>	<u>ITEM DESCRIPTION</u>	<u>COST</u>	<u>EXTENDED PRICE</u>
1	Cage Identification and Warning Sign Kit (Includes Mounting Frames & Hdw.)	\$1,240.00	\$1,240.00
0	Batting Cage Netting System for 6 Cage Design (Includes BB Backstops & Net Rings)	\$12,150.00	\$0.00
0	Front Pole Protector Pads	\$145.00	\$0.00
2	1.125" Diameter Tokens (500 per bag)	\$125.00	\$250.00
1	Spare Parts and Supply Material	\$950.00	\$950.00
0	Repair Tool Kit	\$325.00	\$0.00
0	Bat and Helmet Package (26 Bats and 12 Helmets w/ face guards)	\$1,550.00	\$0.00
0	Baseballs (dozen)	\$33.00	\$0.00
0	Softballs (dozen)	\$41.00	\$0.00
2	Elevation System	\$2,200.00	\$4,400.00
4	Select A Pitch System - Dual Machine System	\$4,995.00	\$19,980.00
0	Center Pole Deflector	\$680.00	\$0.00
1	Equipment & Net Freight	\$2,000.00	NOT INCLUDED
3	3 Day Equipment & Net Installation by Pro Install, Inc.	\$3,600.00	NOT INCLUDED
TOTAL (C)			\$26,820.00
COMPLETE PACKAGE COST (A+B+C)			\$59,070.00
NET COST			\$59,070.00
INITIAL 50% DEPOSIT			\$29,535.00
COD BALANCE			\$29,535.00

Seller

Buyer

Date

Date

EQUIPMENT AND NET INSTALLATION NOT IN THESE PRICES. ADDITIONAL PAYMENT IS DUE AT THE TIME OF EQUIPMENT AND NETTING INSTALLATION. PLEASE SEE PAGES 2 AND 3 OF "SALES AGREEMENT" FOR SPECIFIC COSTS. *ALL PRICES F.O.B. SALEM, OREGON U.S.A.*
 STATE, LOCAL OR OTHER TAXES MAY APPLY THESE PRICES DO NOT INCLUDE YOUR STATE, LOCAL OR OTHER APPLICABLE SALES TAXES OR ANY OTHER TAXES THAT MAY BE REQUIRED. PURCHASER IS RESPONSIBLE FOR ALL TAXES ASSOCIATED WITH THIS INVOICE AND MUST TAKE ALL STEPS REQUIRED TO PAY DIRECTLY ALL TAXES DUE.