



# CITY of NOVI CITY COUNCIL

## Agenda Item 4 February 11, 2019

**SUBJECT:** Approval to award the purchase of the replacement mobile sound stage to Century Industries in the amount of \$119,000, using the GSA buying cooperative and amend the budget.

**SUBMITTING DEPARTMENT:** Parks, Recreation and Cultural Services

**CITY MANAGER APPROVAL:** PA

<b>EXPENDITURE REQUIRED</b>	<b>\$119,000</b>
<b>AMOUNT BUDGETED</b>	<b>\$ 0</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$ 130,000</b>
<b>LINE ITEM NUMBER</b>	<b>208-691.00-982.022</b>

### BACKGROUND INFORMATION:

In 1995, the City purchased a ShowMaster Stage from Century Industries for the purpose of hosting summer concerts, use at the '50s festival and other community events. After 23 years of use, the stage has surpassed its life expectancy and replacement is necessary. The current ShowMaster stage is 36 feet in length and weighs about 23,000 pounds, which requires a large dump truck to be moved. It's difficult to maneuver and the weight and size limits where it can be placed.

Staff members from the Parks, Recreation and Cultural Services Department and Integrated Solutions – Parks and Municipal Grounds Management investigated a variety of stage options and manufacturers. Staff is recommending the purchase of the FrontRow 4300 stage. The FrontRow 4300 stage is 24 feet in length and weighs less than 10,000 pounds. Compared to the current stage, the FrontRow will provide more maneuverability, less staff to operate, and flexibility in positioning at events and facilities. The FrontRow stage features an easy push-button remote for opening the stage and hydraulic leveling, which allows for a one-person setup. The stage also includes plentiful opportunities for custom event and sponsorship banner display, an LED lighting package, sound system compatibility with built-in speaker stands, ADA compliant lift, decorative skirting and the option to have the stage backless for viewing through to a park background.

The purchase of the stage is included in the FY 2020-21 budget; however, staff is requesting to amend the budget to be included in the current fiscal year given the current condition of the stage and lack of flexibility in use. The remainder of the appropriation will be used to fund graphics, banners, etc. purchased locally once the stage is delivered. The lead time for the stage is approximately 90-120 days.

The stage will be used at community events, including Memorial Day, Spring Palooza, and Light Up the Night. Given the ease of the stage, it will be used frequently for the Sizzling Summer Art Series, and music in the park at Pavilion Shore Park, as well as for outdoor programming at the Meadowbrook Activity Center and when hosting national softball tournaments. In the case of a community emergency, the stage could serve as a rally point or a distribution and communication center. It is our intention to continue to reserve the stage for the Michigan State Fair and The Main Event, and offer it to the Novi Parks Foundation for Pour on the Shore.

Expected useful life is 15 years.

**RECOMMENDED ACTION:** Approval to award the purchase of the replacement mobile sound stage to Century Industries in the amount of \$119,000, using the GSA buying cooperative and amend the budget.

**RESOLUTION**

NOW, THEREFORE BE IT RESOLVED that the following  
Budget Amendment for the Mobile Sound Stage is authorized:

	INCREASE (DECREASE)
<b>Parks, Recreation, and Cultural Services Fund</b>	
<b>EXPENDITURES</b>	
Capital Outlay	130,000
<b>TOTAL EXPENDITURES</b>	<u>\$ 130,000</u>
<b>Net Increase (Decrease) to Fund Balance</b>	<u><u>\$ (130,000)</u></u>

I hereby certify that the foregoing is a true and complete copy of a  
resolution adopted by the City Council of the City of Novi  
at a regular meeting held on February 11, 2019.

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Cortney Hanson  
City Clerk



**QUOTE "A"**  
 Ref: GSA Pricing

299 Prather Lane  
 PO Box C  
 Sellersburg, IN 47172

January 22, 2019

**Tracie Ringle, CPRP** | Deputy Director Parks,  
 Recreation & Cultural Services  
 City of Novi | 45175 Ten Mile Road | Novi,  
 MI 48375 USA

SALESPERSON		EXPIRATION DATE	
Michelle McRae		90 DAYS	

**Simple Stage Setup** - roof canopy raises and tilts hydraulically. Folding canopy and stage deck are equipped with hydraulic (2-Button) remote control to facilitate setup in (3 -min.) or less.  
**Clear sight lines:** Canopy is free of vertical columns or post connecting the roof corners to the stage deck.  
**Protective canopy** - full-coverage roof extends beyond the deck perimeter. Aluminum support structure is covered by rugged vinyl coated polyester fabric.  
**Stage deck** - all-weather folding stage decks form 20ft or 24ft long stage.  
**Guardrails** - removable aluminum guardrails are provided at rear of stage deck only.  
**Heavy-duty single-axle suspension** - smooth towing with exceptional maneuverability. Electric brakes on all wheels.

**Crank leveling/support jacks** - heavy-duty frame mounted jacks provide stage leveling.  
**Deck Support Truss** - folding decks are supported by welded aluminum leveling trusses for accurate expedited set up.  
**Enclosed mechanical compartment** - welded aluminum compartment protects system components.  
**Breaker Panel** - 220V 125 amp capacity load center routes electrical power for stage.  
**Interior LED up-lights** - frame mounted 120V interior up-lights illuminate the stage roof and stage deck area.  
**(1) Stair** - Aluminum treadplate stair with enclosed risers and handrails attaches to stage deck perimeter.  
**DOT required** - LED signal, marker lights, reflectors, and license light,

**4324 (16'x24') - BASE UNIT** US Dollar **\$74,575**

Item #		ACCESSORIES		
90958	1	All Weather Transport Pkg. / Windwall	\$ 5,878	\$ 5,878
56060	1	Decorative Stage Skirt, 56 LF	\$ 1,960	\$ 1,960
11004	6	Deck Tie Downs, Ea.	\$ 96	\$ 576
10209	1	48" ADA Access Lift (Above Deck)	\$ 8,511	\$ 8,511
90545	1	Hydraulic Leveling / (Qty. 4) Jacks, 12000#	\$ 9,909	\$ 9,909
84447	1	Hydraulic Hitch Jack	\$ 2,047	\$ 2,047
90929	1	Exterior Led Work Lights, (Qty.2)	\$ 562	\$ 562
42201	1	Electrical Upgrade Package #1	\$ 3,072	\$ 3,072
51007	1	200 Amp Panel Box	\$ 1,210	\$ 1,210
42014	1	Professional LED Pkg.#1 - (8) LED Fixtures	\$ 5,967	\$ 5,967
90957	1	800# Telescope Speaker Beams, (1-Pair)	\$ 956	\$ 956
91102	1	Verticle Side Banners - Hardware	\$ 1,640	\$ 1,640
	1	(1-Day On-Site Staff Training)	\$ 1,200	\$ 1,200

Base Unit w/ Accessories - SUBTOTAL	\$118,063
(375 Miles) FOB DELIVERY -	\$937
	\$119,000

LIMITED WARRANTY AND REMEDY: Century warrants to the original Purchaser that those products manufactured by Century and used in the manner for which they are intended shall be free from defects in materials and workmanship for a period of **(3) years after delivery**. Notwithstanding the foregoing, purchaser is responsible for return shipping for service. Items manufactured by others are subject to their respective manufacturer's warranty, if any. **Century does not make any other representations or warranties, express or implied, and disclaims all other warranties including, but not limited to, any implied warranty of merchantability and warranty of fitness for a particular purpose.** Purchaser agrees that Century is not liable for incidental, consequential, or special damages of any kind.

EXCLUSIVE VENUE/ APPLICABLE LAW: Purchaser agrees to the exclusive venue and jurisdiction of the State and Federal Courts located in Clark County, Indiana for any action involving this Agreement or the goods which are the subject matter of the same. This Agreement shall be construed according to the laws of the State of Indiana. **The parties hereto each knowingly and voluntarily agree to waive any right to a trial by jury with respect to any action involving this Agreement or its subject matter, including without limitation any manufactured goods.**

**\*TERMS:**

**Net 30 Days**

**Approximate production lead time 90-120 days ARO**

**Price Does Not include any applicable Federal, State or local taxes**

**Price quote good 90 days**

PURCHASER AGREES that a 1 ½% per month service charge or the maximum legal rate, whichever is less, shall be added to unpaid invoices from the due date thereof, plus reasonable collection and attorneys' fees if placed for collection. Upon default by Purchaser, Century shall be entitled to retain any Deposit and enforce all remedies available to it as a seller under I.C. 26-1-2-703. Purchaser acknowledges that the goods manufactured by Century constitute specially manufactured goods and are not suitable for sale to others in the ordinary course of business. Purchaser agrees to maintain these goods in a safe condition and to operate the same in a safe manner. Purchaser agrees to indemnify and hold harmless Century and its officers, directors, employees, agents or subcontractors from and against any and all claims, demands and causes of action asserted by any other person or entity, and all resulting damages, liabilities, costs, losses and expenses of any kind (including reasonable attorney's fees), arising directly or indirectly from any acts by the purchaser or any of its employees, agents, or customers in connection with the purchase, ownership or use of the subject matter of this Agreement. All estimates for production time are estimates only and Century makes no warranty or representation concerning production times. Purchaser agrees receipt and use of manufactured product(s) constitutes agreement to these terms. This represents the entire agreement of the parties; any changes, amendments, modifications, additions or alterations made by Purchaser without the express written acceptance of Century are rejected.

# FrontRow MOBILE STAGES 4300



Shown with  
Optional Features

Patent Pending

## Mobile Bandstand

**FrontRow 4300** series mobile bandstand stages offer versatile outdoor staging in a compact, easy-towing package. Simplified, push-button, hydraulically actuated setup makes this stage series a great choice for a variety of community events and activities. Exceptional maneuverability allows these stages to be positioned in tight, limited-access locations.

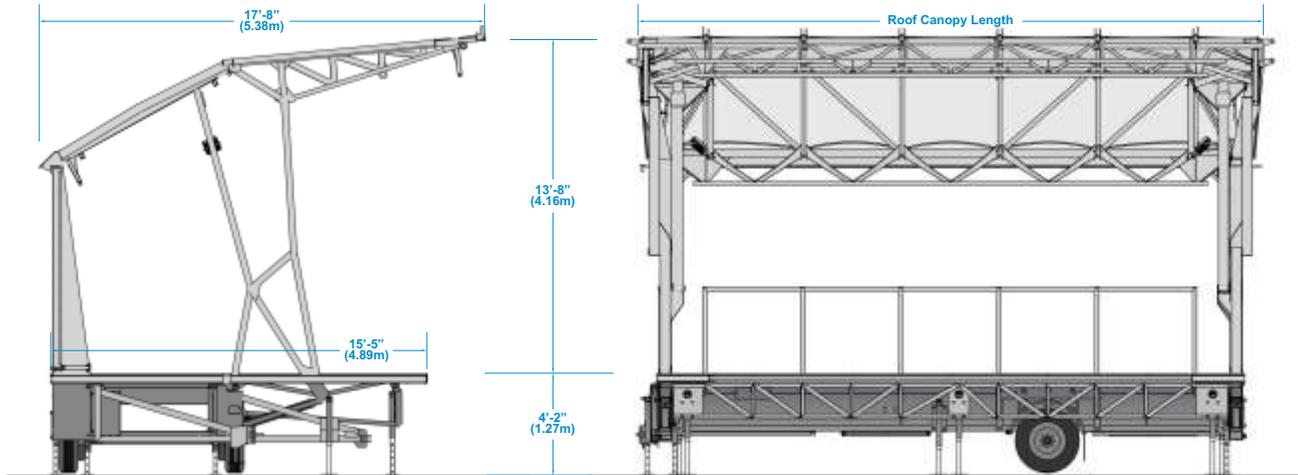


**FR4300** mobile bandstands are performer-friendly, featuring a roof canopy that extends beyond the stage deck on all four sides providing sun and weather protection for performers and equipment. Canopy is sloped away from the audience side of the stage, directing precipitation run-off to the rear. Canopy incorporates sound and lighting equipment attachment.

**September 2017**

An attractive appearance, all-weather construction, and setup simplicity make the **FR4300** series of mobile stages great performers.

Century  Industries



## FrontRow 4300 Mobile Bandstand Stages

	FR4320	FR4324
Deck Length	20'- 0" (6.10m)	24'- 0" (7.32m)
Deck Depth	15'- 5" (4.70m)	15'- 5" (4.70m)
Canopy Height	13'- 8" (4.16m)	13'- 8" (4.16m)

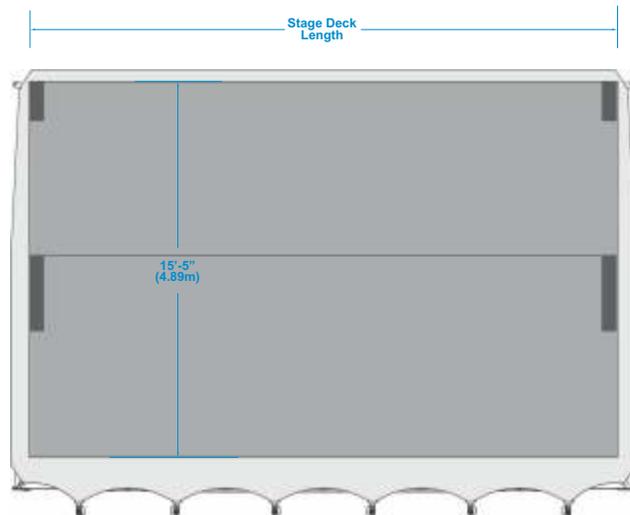


Engineer Certified

Made in USA

Patent Pending

© COPYRIGHT 2014



### FrontRow FR4300 Mobile Bandstand Stage Standard Features

- **Simple Stage Setup** - roof canopy raises and tilts hydraulically (PATENT PENDING). Folding roof canopy and hinged stage deck section are hydraulically actuated for fast, easy setup.
- **Protective canopy** - full-coverage roof extends beyond the deck perimeter. Canopy trusses and center support are 2" dia. tube for lighting attachment. Aluminum support structure is covered by rugged sound absorbing vinyl coated polyester fabric.
- **Stage deck** - weather-resistant folding stage deck lowers to form nominal 16ft (4.70m) deep stage.
- **Guardrails** - removable aluminum guardrails are installed along rear of stage.
- **Heavy-duty single-axle suspension** - smooth towing with exceptional maneuverability. Electric brakes on all wheels.
- **Pintle towing coupler** - rugged lunette ring coupler (other hitch types available) mounted on fold-away towing hitch.
- **Heavy-duty tongue jack** - crank jack mount on towing tongue
- **Rugged main frame** - corrosion-resistant welded aluminum main frame.
- **Crank leveling/support jacks** - heavy-duty frame mounted jacks provide stage leveling.
- **Deck support truss** - folding deck is supported by welded aluminum leveling truss for accurate expedited set up.
- **Enclosed mechanical compartment** - welded aluminum compartment protects system components.
- **Breaker panel** - 220V 125 amp capacity load center routes electrical power for stage.
- **LED up-lights** - frame mounted 120V interior up-lights illuminate the stage roof and stage deck area.
- **Stairs** - aluminum treadplate stair with enclosed risers and handrails attaches to stage deck perimeter.
- **DOT required** - LED signal, marker lights, reflectors, and license light, with 12VDC connector cable.
- **Stage operation training** - provided by factory representative (continental US)

MODEL	STAGE DECK (L x D)	TOW LENGTH	EMPTY WEIGHT
FR4320	15' 5" X 20' (4.70 x 6.10m)	24.7' (7.51m)	6,920lbs (3140kg)
FR4324	15' 5" X 24' (4.70 x 7.32m)	28.7' (8.75m)	7,320lbs (3320kg)