

# City of Norton BOARD OF CONTROL AGENDA

**FOR: MONDAY, FEBRUARY 12, 2018**

**TIME: 6:40pm Council Chambers**

**CONSIDERATION OF PREVIOUS BOARD OF CONTROL MINUTES**

Monday, January 22, 2018 at 6:40 pm

**NEW BUSINESS:**

1. Purchase of 2018 Police Cruiser not to exceed \$15,000;
2. Purchase of 2018 Police Cruiser not to exceed \$16,000;
3. Enter into agreement with Software Solutions for upgrade to the City's accounting system.

cc: Mayor  
Administrative Officer  
Director of Finance  
President of Council  
Vice President of Council  
Council Members and Clerk  
file





# CITY OF NORTON

4060 Columbia Woods Drive  
Norton, Ohio 44203

Offices: 330-825-7815 Fax: 330-825-3104  
Website: [www.cityofnorton.org](http://www.cityofnorton.org)

Mayor Mike Zita

## BOARD OF CONTROL MEETING MINUTES Monday, January 22, 2018

**TIME:** 6:40 pm in Council Chambers

**PRESENT:** Mayor Mike Zita  
Scott Pelot, President of Council  
Ron Messner, Finance Director  
Joe Kernan, Vice President of Council  
Robert Fowler, Administrative Officer

**ALSO PRESENT:** Charlotte Whipkey, Council-At-Large  
Kerry Macomber, Administrative Assistant

**ABSENT:** N/A

Mayor Zita called the Board of Control meeting to order at 6:40 p.m.

### CONSIDERATION OF MINUTES:

Mayor Zita presented the **Monday, January 8, 2018**, Board of Control meeting minutes as written for approval. Mr. Messner noted a correction under Item 2) Gardiner Sustainability Services contract to reflect that the terms of the contract were for \$10,000 per year. Mr. Kernan moved to accept the minutes as corrected, seconded by Mr. Pelot.

**ROLL CALL YEA VOTES:** Messrs. Kernan, Pelot, Fowler and Messner, Mayor Zita  
**NAY VOTES:** None  
**ABSTENTION:** None

***Motion passed unanimously.***

### NEW BUSINESS:

1) *Lease-Purchase 5-ton dump truck*

Mr. Fowler explained that this purchase was included in the budget. The Service Department selected this truck because its features will allow for more flexibility in its use. It has a wing plow that

will enable them to plow a multiple-lane roads, such as Cleveland Massillon more efficiently. It also has a larger salt capacity and hauling capacity of 7 – 10 tons. This is needed for raw materials, such as salt, limestone, etc. and it will also give them the ability to haul equipment. Mr. Pelot inquired about the wing span and the width of the residential streets. Mr. Fowler reported the wing span is 22 feet and typically residential streets are 16 – 18 feet wide. Mr. Pelot surmised that this will allow the truck to plow more efficiently and lessen the wear and tear on the machinery. Mr. Fowler concurred and indicated that the snow plow routes will be evaluated. Mr. Kernan asked if there were other quotes. Mr. Fowler indicated that two other quotes were received. The Service Department felt this selection was standardized with the other equipment. The others were larger vehicles and would be more difficult to work on. Mr. Kernan inquired if this was a bigger truck than initially budgeted. Mr. Fowler stated that this purchase would be in lieu of two 5-ton trucks. It will go into the rotation schedule, but it will not be replaced as early as others. It will last longer. Mr. Messner noted that this lease/purchase agreement is still within budget. Perhaps another 1-ton truck or new industrial mowers could be purchased out of the equipment line item.

A motion was made by Mr. Pelot, seconded by Mr. Kernan to accept the proposal by Kinstle Sterling/Western Star Truck Center for the lease-purchase agreement not to exceed \$201,619.

**ROLL CALL** YEA VOTES: Messrs. Pelot, Kernan, Fowler, Messner, Mayor Zita  
NAY VOTES: None

***Motion passed with unanimously.***

There being no further business, Mr. Fowler motioned the meeting adjourned and Mayor Zita seconded at 6:52 PM.

\_\_\_\_\_  
Mike Zita  
Mayor

\_\_\_\_\_  
Ron Messner  
Finance Director

Date approved: \_\_\_\_\_

Ord 05-2018

\$ 15,000



# City of Norton

POLICE DEPARTMENT

JOHN A. DALESSANDRO

Chief of Police

4060 COLUMBIA WOODS DRIVE • NORTON, OHIO 44203

Phone: 330-706-0084 Fax: 330-825-8060

www.cityofnorton.org

Mayor Mike Zita

TO: Norton City Council

DATE: January 24, 2018

FROM: Chief Dalessandro

SUBJECT: 2018 Police Cruiser purchase proposal

As you are aware, I have asked to replace three police vehicles for 2018 and submitted the request in my 2018 budget. The funds to purchase these vehicles will come directly from the Norton Police Department 140 Police Equipment Fund. Two of the vehicles, I would like to purchase within the next several months will be 2018 Dodge Chargers to be utilized as marked Police Patrol vehicles. The third vehicle will be an unmarked police vehicle and I would anticipate making that purchase sometime this summer.

I have attached three proposals for the purchase of two 2018 Dodge Charger Police vehicles for your review. The first proposal is from Fred Martin Superstore, the second is from Greve Chrysler (State Bid Contract) in Van Wert Ohio and the third is from GSA. The proposals are very similar, Greve Chrysler and GSA do not allow for trade-in allowance.

Fred Martin will continue to provide some extensive maintenance at a reduced cost and will continue to provide free car washes for the entire Norton Police vehicle fleet. The washes for 2017 would have cost the city \$7,648.00. As you can see, we have received the best offer from Fred Martin Superstore in Norton and I am recommending we purchase the two Dodge Chargers from them.

I have discussed with the city mechanic, which vehicles will be replaced.

1. Car #69 is a 2008 Jeep Wrangler with 109,178 miles.
2. Car #64 is a 2016 Dodge Charger with 85,264

**Fred Martin Superstore:**

I. 2018 Dodge Charger	\$24,658.00
AWD 5.7L V8 Engine	
Driver's side spot light	
Power heated mirrors	
Unlimited car washes	
Trade-in Allowance for #69	\$10,000.00
<b>Final Cost</b>	<b>\$14,658.00</b>

2. 2018 Dodge Charger	\$24,658.00
AWD 5.7L V8 Engine	
Driver's side spot light	
Power heated mirrors	
Unlimited car washes	
Trade-in allowance for #64	\$9,000.00
<b>Final Cost</b>	<b>\$15,658.00</b>
<b>Total Cost for both cruisers</b>	<b>\$30,316.00</b>

**Greve Chrysler/Statewide (State Bid)**

2-2018 Dodge Chargers (\$23,932.00 each)	\$47,864.00
AWD 5.7L V8 Engine	
Driver's side spot light	
Power heated mirrors	

**GSA Auto Choice**

2-2018 Dodge Chargers (\$24,382.41 each)	\$48,764.82
AWD 5.7L V8 Engine	
Driver's side spot light	
Power heated mirrors	



# City of Norton

POLICE DEPARTMENT

JOHN A. DALESSANDRO  
Chief of Police

4060 COLUMBIA WOODS DRIVE • NORTON, OHIO 44203  
Phone: 330-706-0084 Fax: 330-825-8060  
www.cityofnorton.org

Ord 06-2018  
\$16,000

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**RETAIL BUYERS  
WORKSHEET**

**Used  
Cars &  
Trucks**

# Fred Martin

FRED MARTIN SUPERSTORE  
3195 Barber Road, Barberton, OH 44203  
330-753-4444 fredmartinsuperstore.com

DEAL NO. \_\_\_\_\_

DATE 1/10/2018

PURCHASER CITY OF NORTON HOME PHONE (330)825-2491 WORK PHONE (330)825-2491

ADDRESS 4060 COLUMBIA WOODS DR CITY NORTON STATE OH ZIP 44203

COUNTY \_\_\_\_\_ SALES ASSOCIATE HOUSE HOUSE EMAIL ADDRESS \_\_\_\_\_

I hereby agree to purchase the vehicle described below from Dealer under the terms and conditions specified. Delivery is to be made on January 10 Year, 2018 or upon receipt by Dealer if on order.

ENTER MY ORDER FOR ONE  NEW  USED  CAR  TRUCK  SPORT UTILITY  DEMONSTRATOR  FACTORY OFFICIAL CAR  RENTAL VEHICLE AS FOLLOWS:

Stock # <b>NORTON18</b>	Year <b>2018</b>	Make <b>Dodge</b>	Model <b>Charger</b>	Body Style <b>4d Sedan AWD Police Hemi</b>
Color	Interior	Serial Number		
<b>ODOMETER MILEAGE STATEMENT</b> THE ODOMETER OF THE ABOVE DESCRIBED VEHICLE NOW READS <u>0</u> MILES/KILOMETERS AND IS ACCURATE UNLESS CHECKED BELOW.  <input type="checkbox"/> ODOMETER MILEAGE IS NOT ACCURATE. REFER TO THE FEDERAL MILEAGE STATEMENT FOR FULL DISCLOSURE.	<b>NEGATIVE EQUITY:</b> I am aware the balance owed on my trade-in/lease turn-in vehicle exceeds the trade-in allowance from Dealer and, as a result, I have requested that \$ <u>N/A</u> of negative equity be included in the cash price of the vehicle.		CASH PRICE OF VEHICLE	\$ <u>24,643.00</u>
			ACCESSORIES	\$ <u>N/A</u>
CONTROL #			CASH PRICE (INCLUDING ACCESSORIES)	\$ <u>24,643.00</u>
<b>TRADE-IN DESCRIPTION:</b>			DOCUMENTARY SERVICE CHARGE	\$ <u>N/A</u>
Year <b>2008</b>	Make <b>Jeep</b>	Model <b>Wrangler Unlimited</b>		
Body Style <b>4d Convertible 4WD X</b>	Mileage <b>117,000</b>	Stock #	SERVICE CONTRACT <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	\$ <u>N/A</u>
Serial #			SUBTOTAL	\$ <u>24,643.00</u>
<b>UNDERSTAND THAT THE DEALER HAS AGREED TO PAY THE SUM OF</b> <u>N/A</u> THE BALANCE OWED TO TO SATISFY ITS LIEN ON MY TRADE-IN VEHICLE. I WARRANT THAT THERE ARE NO OTHER LIENS OR ENCUMBRANCES EXCEPT AS LISTED IN THIS AGREEMENT AND THAT I HAVE THE RIGHT TO SELL THE VEHICLE TO THE DEALER. I FURTHER AGREE THAT IF THE ACTUAL AMOUNT OF THE BALANCE OWED ON THE TRADE-IN VEHICLE IS GREATER THAN THE AMOUNT OF THE BALANCE OWED AS LISTED ABOVE, I WILL PAY THE DIFFERENCE TO THE DEALER AND, IF THE ACTUAL AMOUNT OF THE BALANCE OWED IS LESS THAN THE AMOUNT LISTED, THE DEALER WILL PAY THE DIFFERENCE TO ME.			OHIO SALES TAX AT <u>0.00</u> %	\$ <u>N/A</u>
I have read and understand the Jury Waiver provision on the reverse side of this Agreement and the separate Agreement to Arbitrate which is incorporated by reference into this Agreement.			TITLE/FILING FEES	\$ <u>15.00</u>
			TOTAL CASH PRICE	\$ <u>24,658.00</u>
			TRADE-IN ALLOWANCE	\$ <u>10,000.00</u>
			LESS: PAYOFF - Any amount over is purchaser's responsibility	\$ <u>N/A</u>
			EQUITY TRADE-IN	\$ <u>10,000.00</u>
			CASH DEPOSIT/CREDIT	\$ <u>N/A</u> RH
			CASH ON DELIVERY	\$ <u>N/A</u> RH
			REBATE	\$ <u>N/A</u>
			TOTAL DOWN PAYMENT	\$ <u>10,000.00</u>
			UNPAID BALANCE OF CASH PRICE	\$ <u>14,658.00</u>
REMARKS: SEE ATTACHMENTS				
DOCUMENTARY SERVICE CHARGE: This fee is charged to compensate the Dealership for providing administrative and documentary services and for costs incurred in carrying out the requirements of applicable federal and state laws.				
DEALER ASSISTED FINANCING: If we assist you to obtain financing for the transaction, we may receive a fee or other compensation from the lender.				

SIGNED: \_\_\_\_\_ 1/10/2018  
ACCEPTED BY PURCHASER \_\_\_\_\_ DATE \_\_\_\_\_

RETAIL BUYERS  
WORKSHEET

Used  
Cars &  
Trucks

# Fred Martin

FRED MARTIN SUPERSTORE  
3195 Barber Road, Barberton, OH 44203  
330-753-4444 fredmartinsuperstore.com

DEAL NO. \_\_\_\_\_

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Stock # <b>NORTON18</b>	Year <b>2018</b>	Make <b>Dodge</b>	Model <b>Charger</b>	Body Style <b>4d Sedan AWD Police Hemi</b>
Color	Interior		Serial Number	
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CONTROL #		CASH PRICE (INCLUDING ACCESSORIES) \$ <b>24,643.00</b>		DOCUMENTARY SERVICE CHARGE \$ <b>N/A</b>
<b>TRADE-IN DESCRIPTION:</b>				
Year <b>2016</b>	Make <b>Dodge</b>	Model <b>Charger</b>		
Body Style <b>4d Sedan Police Hemi AWD</b>	Mileage <b>96,000</b>	Stock #		
Serial #	SERVICE CONTRACT <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		\$ <b>N/A</b>	
UNDERSTAND THAT THE DEALER HAS AGREED TO PAY THE SUM OF \$ <u>N/A</u> THE BALANCE OWED TO TO SATISFY IT'S LIEN ON MY TRADE-IN VEHICLE. I WARRANT THAT THERE ARE NO OTHER LIENS OR ENCUMBRANCES EXCEPT AS LISTED IN THIS AGREEMENT AND THAT I HAVE THE RIGHT TO SELL THE VEHICLE TO THE DEALER. I FURTHER AGREE THAT IF THE ACTUAL AMOUNT OF THE BALANCE OWED ON THE TRADE-IN VEHICLE IS GREATER THAN THE AMOUNT OF THE BALANCE OWED AS LISTED ABOVE, I WILL PAY THE DIFFERENCE TO THE DEALER AND, IF THE ACTUAL AMOUNT OF THE BALANCE OWED IS LESS THAN THE AMOUNT LISTED, THE DEALER WILL PAY THE DIFFERENCE TO ME.		SUBTOTAL \$ <b>24,643.00</b>		OHIO SALES TAX AT <b>0.00 %</b> \$ <b>N/A</b>
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REMARKS: <b>SEE ATTACHMENTS</b>		TRADE-IN ALLOWANCE \$ <b>9,000.00</b>	LESS: PAYOFF - Any amount over is purchaser's responsibility \$ <b>N/A</b>	EQUITY TRADE-IN \$ <b>9,000.00</b>
		CASH DEPOSIT/CREDIT \$ <b>N/A</b>	CASH ON DELIVERY \$ <b>N/A</b>	REBATE \$ <b>N/A</b>
		TOTAL DOWN PAYMENT \$ <b>9,000.00</b>	UNPAID BALANCE OF CASH PRICE \$ <b>15,658.00</b>	
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SIGNED: \_\_\_\_\_ DATE 1/10/2018  
ACCEPTED BY PURCHASER \_\_\_\_\_ DATE \_\_\_\_\_

Norton Charger Quote 01082018 1801MI



Greve Dodge
1108 West Main
Van Wert, Ohio 45891

Reference Number	1801MI
Date	1/8/2018
Vehicle	Charger
Status	Quote

Shipping			
<input type="checkbox"/> Ship to Shop	<input type="checkbox"/> Build	<input checked="" type="checkbox"/> Deliver	
<input type="checkbox"/> Pull From Inventory			
<input type="checkbox"/> Manufacturer Ship Direct			

**Customer Information**

Purchaser Name	Norton PD
Contact Name	Chief John Dalessandro
Mailing Address	4060 Columbia Woods Dr
City, State & Zip	Norton, Oh. 44203
Notes Section:	For a 2018 Dodge Charger

**Contact Information**

Email	policechief@cityofnorton.org
Phone	(330) 706-0084
Fax	ext. 144
Alt. Contact	

**Supporting Information**

Sales Rep Name	Mike Irwin
Customer PO #	
Delivery Address	Same
City, State & Zip	

QTY	Manufacturer	Part Number	Part Description	Unit Price	Extended Price	Cost of Options
2	Dodge	LDDE48	2018 Dodge Charger	\$21,153.00	\$ 42,306.00	
2	Dodge	EE48	AWD w/ 5.7L V8 (Inc. 29A)	\$ 2,100.00	\$ 4,200.00	
2	Dodge	CK-J	Black Vinyl floor covering	\$ 99.00	\$ 198.00	
2	Dodge	GUK	Heated Mirrors	\$ 59.00	\$ 118.00	
2	Dodge	CW6	Rear windows and handles deactivated	\$ 75.00	\$ 150.00	
2	Dodge	X5	Vinyl rear bench seat	\$ 119.00	\$ 238.00	
2	Dodge	SLU	50,000 LED Spotlight Upgrade	\$ 225.00	\$ 450.00	
2	SEP	DELIVERY	340 miles x .30	\$ 102.00	\$ 204.00	

SubTotal	\$ 47,864.00
Shipping	\$ -
Installation	\$ -
Tax Rate 0.00%	\$ -
<b>Total</b>	<b>\$ 47,864.00</b>

Mike Irwin  
Mike@StatewideFord.com




P: 567.259.8081




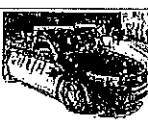
F: 866.832.4430

# Compare Prices

Print

17 -SEDAN, POLICE USE, 4 DOOR

 **Note:** Incl. (Includes) = The selected option is part of a package that includes the listed options.  
 Req. (Requires) = In order to get the selected option, you must also select from the listed required options.  
 Excl. (Excludes) = The selected option cannot be ordered with the listed options.  
 CARB adherent States will receive gasoline instead of E85.  
 = Alternative Fuel Vehicles  
 = Low Greenhouse Gas Vehicles

Vendor	FCA US LLC 	FORD 
Model Picture	 <a href="#">See more images</a>	 <a href="#">See more images</a>
Socio-Economic Indicator	Other than Small Business	Other than Small Business
Model	CHARGER	Police Interceptor Sedan
Model Year	2018	2018
MPG (City/Hwy/Combined) Base Vehicle	17/26/20	17/25/20
AWD	15/23/18	0/0/0
IE2		0/0/0
gCO2/mile Base Vehicle	437	0
AWD	503	0
IE2		0
50-State Emissions Certified Engine Base Vehicle	Yes	No
Additional Information		
Program 1122	Yes	Yes
Shipment Days - Base	90	90
Additional Shipment Days - for Options	0	0
Base Price \$ (A)	21,990.00	23,704.00

<b>+ Vehicle Options</b>		
AWD	1,260.00 Incl. IE1	1,041.00
CLD	0.00	18.00
GPU	400.00	N/A
D3	0.00	N/A
DS	65.00	123.00 Excl. <input type="checkbox"/> RDI
IE2	N/A	2,776.00
LDS	0.00	N/A
MER2	51.00	55.00
RDI	65.00	55.00 Excl. <input type="checkbox"/> DS
SLED	310.00	328.00
+Additional Required Vehicle (G)	0.00	0.00
<b>Total Vehicle Options (B)</b>	<b>2,151.00</b>	<b>4,396.00</b>
<b>=Subtotal Unit Price (A+B+G)</b>	<b>24,141.00</b>	<b>28,100.00</b>
Quantity(C)	1	1
<b>=Sub- Totals (A+B+G)*C</b>	<b>24,141.00</b>	<b>28,100.00</b>
<b>+ Order Options</b>		
Total Order Options \$ (D)	0.00	0.00
<b>= Total Price ((A+B+G)*C)+D</b>	<b>24,141.00</b>	<b>28,100.00</b>
+ GSA Surcharge	241.41	281.00
<b>= Total Selling Price(F)</b>	<b>24,382.41</b>	<b>28,381.00</b>
<b>Unit Selling Price \$ (F/C)</b>	<b>24,382.41</b>	<b>28,381.00</b>
<input type="button" value="Select Model"/>		<input checked="" type="radio"/> Not Buildable

Option Description	Vendor Data
AWD - OEM ALL WHEEL DRIVE	

CLD - COURTESY LAMP DISABLE	
CPU - CONSOLE, POLICE USE	
D3 - SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	
DS - DOOR SWITCH DEACTIVATOR	
IE1 - Increased Power Engine 1	FCA US LLC - 5.7L v8 Hemi / 5 spd auto - 370 hp & 395 lb torque FORD - 3.7L V6 FFV TI-VCT Engine (AWD ONLY)
IE2 - Increased Power Engine 2	FORD - 3.5L EcoBoost Engine (AWD Only)
LDS - Independently Switched Dome Lamp	
MER2 - MIRRORS-EXTERIOR-REARVIEW-LEFT & RIGHT-HEATED/REMOTE	
RDI - REAR DOOR LOCKS AND WINDOWS INOPERATIVE	
SLED - LED Spotlight	



# Software Solutions

Personal Attention. Public Solutions.  
Phone: 1-800-686-9578 - Fax: 513-932-4058 - Email:  
sales@mysoftwaresolutions.com

## QUOTE

Date	Rep	Quote #
08/01/17	Kevin	SSIQ5221

**Sold To:** Norton, City of  
Ron Messner  
4060 Columbia Woods Drive  
Norton, OH 44203  
USA

**Ship To:** Norton, City of  
Ron Messner  
4060 Columbia Woods Drive  
Norton, OH 44203  
USA

**eMail:** financedirector@cityofnorton.org  
**Phone:** (330)825-7815  
**Fax:** (330)825-3104

**eMail:** financedirector@cityofnorton.org  
**Phone:** (330)825-7815  
**Fax:** (330)825-3104

P.O. Number	Ship Via

Qty	Description	Unit Price	Ext. Price
1	VIP Analytics Suite Visual Budgeting & Reporting Included Visual Consoles Included	\$6,500.00	\$6,500.00
1	Implementation Services	\$3,000.00	\$3,000.00
1	Configuration of Payroll Personnel Budgeting	\$2,500.00	\$2,500.00
	SubTotal		\$12,000.00
1	Post Live Training Day This is discounted from our usual rate of \$1,500 per day.	\$1,200.00	\$1,200.00

**TOTAL \$13,200.00**

Software prices quoted are valid for 90 days.

All orders require 10% down at time of order.

Software Assurance Maintenance fees will increase \$1,430 annually with the purchase of this additional module and will be pro-rated for the first year to match your current renewal cycle.

VIP Analytics includes base installation and configuration of standard templates for VIP Budgeting, Reporting and Console. Additional services can be quoted on a per project basis. Scope document available at client request.

