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Boat Motors120-440-08-1

Effective Period
Contract Type

02/12/2008 through 02/28/2013
State Term Contract

Contract Information

- [Pricing](#)
 - [Contractors](#)
- [How to Use this Contract](#)

Contract Documents

[Microsoft Word](#) - (mword 365.00 kB)
[PDF](#) - (pdf 284.66 kB)
[Amendments and Memorandums](#)

Contract Administration

- [Christopher Walker](#)
- 850-488-7540
- Christopher.Walker@dms.myflorida.com

Commodity Codes

120-440

Description

This state term contract includes the purchase of new outboard boat motors and electric trolling-type boat motors, including related parts, accessories, and attachments.

Benefits

- Motors discounts up to 41 percent off of list price (MSRP)
- Parts, accessories, and attachments discounts up to 76 percent off of list price (MSRP)

Search DMS

- Statewide award
- Wide product selection with more than 500 boat motors across several brands

Boat Motors

- Manufacturer's standard most-inclusive government warranty
- Available Brands: Evinrude, Honda, Mercury, Minn Kota, MotorGuide, and Yamaha
- [Contractors](#)
- [How to Use this Contract](#)

DISCOUNT(S) SECTION

Information: The Discount(s) Section contains the Brand offered; the Minimum Percent Discount (must not be less than the lowest applicable Discount provided in the Detailed Price Sheet Section below) for the individual Commodities (Boat Motors) offered; and the Percent Discount Ranges for the Parts, Accessories, and Attachments offered. Specific Commodities (Boat Motors, not Parts, Accessories, and Attachments) offered and their applicable information are contained in the Detailed Price Sheet Section below. The applicable Parts, Accessories, and Attachments Discount(s) shall be applied to the MSRP in effect at the time the Purchase Order is issued.

Brand, Commodities, Parts, Accessories, and Attachments	Percent Discount (##.##% or ##.##% - ##.##%, As Applicable)
Brand: Evinrude	Percent Discount (##.##% or ##.##% - ##.##%, As Applicable)
120-440-250: Electric Motor, Outboard, Marine (Minimum Percent Discount, ##.##%):	No Offers
120-440-400: Motor, Outboard, Marine, Propeller Drive (Minimum Percent Discount, ##.##%):	39.12%
120-440-410: Motor, Outboard, Marine, Jet Propelled (Minimum Percent Discount, ##.##%):	No Offers
Parts (Percent Discount Range, ##.##% - ##.##%):	10.00% - 70.00%
Accessories and Attachments (Percent Discount Range, ##.##% - ##.##%):	10.00% - 70.00%

120-440-400	E75DSLII: E-TEC, 3 CYL/79.0 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$9,686	39.20%	\$5,889.32
120-440-400	E90DPLII: E-TEC, 2 CYL/79.0 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, BLUE	2 YEARS	C.A.R.B. III	\$10,117	39.20%	\$6,151.24
120-440-400	E90DSLII: E-TEC, 3 CYL/79.0 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$10,261	39.20%	\$6,238.55
120-440-400	E90DPXII: E-TEC, 3 CYL/79.0 CU IN, 25" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$10,333	39.20%	\$6,282.20
120-440-400	E90WDEIII: E-TEC, COMMERCIAL, 3 CYL/79.0 CU IN, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, BLUE	2 YEARS	C.A.R.B. III	\$9,869	39.20%	\$6,000.44
120-440-400	E90WDEXII: E-TEC, COMMERCIAL, 3 CYL/79.0 CU IN, 25" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-6 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$10,078	39.20%	\$6,127.43
120-440-400	E115DPLII: E-TEC, 60 DEGREE V-4/105.4 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, BLUE	2 YEARS	C.A.R.B. III	\$11,494	39.20%	\$6,988.60
120-440-400	E115DSLII: E-TEC, 60 DEGREE V-4/105.4 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-4 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$11,645	39.20%	\$7,079.88
120-440-400	E115DBXII: E-TEC, 60 DEGREE V-4/105.4 CU IN, 25" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-6 SIZE PROP, BLUE	2 YEARS	C.A.R.B. III	\$11,645	39.20%	\$7,079.88
120-440-400	E115DPXII: E-TEC, 60 DEGREE V-4/105.4 CU IN, 25" SHAFT, REMOTE, ELECTRIC, STD ROTATION, V-6 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$11,710	39.20%	\$7,119.56
120-440-400	E115DCXII: E-TEC, 60 DEGREE V-4/105.4 CU IN, 25" SHAFT, REMOTE, ELECTRIC, CTR ROTATION, V-6 SIZE PROP, WHITE	2 YEARS	C.A.R.B. III	\$12,330	39.20%	\$7,496.58
120-440-400	E150DHLII: E-TEC, 60 DEGREE V-6/158.2 CU IN, 20" SHAFT, REMOTE, ELECTRIC, HIGH SPEED W/NOSECOE, H.O. GRAPHICS, BLUE	2 YEARS	C.A.R.B. III	\$15,594	39.20%	\$9,480.85
120-440-400	E150HSLII: E-TEC, 60 DEGREE V-6/158.2 CU IN, 20" SHAFT, REMOTE, ELECTRIC, HIGH SPEED W/NOSECOE, H.O. GRAPHICS, WHITE	2 YEARS	C.A.R.B. III	\$15,724	39.20%	\$9,560.22
120-440-400	E150DPLII: E-TEC, 60 DEGREE V-6/158.2 CU IN, 20" SHAFT, REMOTE, ELECTRIC, STD ROTATION, BLUE	2 YEARS	C.A.R.B. III	\$14,778	39.20%	\$8,984.78

DISCOUNT(S) SECTION

Information: The Discount(s) Section contains the Brand offered; the Minimum Percent Discount (must not be less than the lowest applicable Discount provided in the Detailed Price Sheet Section below) for the Individual Commodities (Boat Motors) offered; and the Percent Discount Ranges for the Parts, Accessories, and Attachments offered. Specific Commodities (Boat Motors, not Parts, Accessories, and Attachments) offered and their applicable information are contained in the Detailed Price Sheet Section below. The applicable Parts, Accessories, and Attachments Discount(s) shall be applied to the MSRP in effect at the time the Purchase Order is issued.

Brand, Commodities, Parts, Accessories, and Attachments	
Brand:	Percent Discount (##.##% or ##.##% - ##.##% As Applicable)
Mercury Marine	
120-440-250; Electric Motor, Outboard, Marine (Minimum Percent Discount, ##.##%):	No Offers
120-440-400; Motor, Outboard, Marine, Propeller Drive (Minimum Percent Discount, ##.##%):	26.50%
120-440-410; Motor, Outboard, Marine, Jet Propelled (Minimum Percent Discount, ##.##%):	35.00%
Parts (Percent Discount Range, ##.##% - ##.##%):	0.00% - 50.00%
Accessories and Attachments (Percent Discount Range, ##.##% - ##.##%):	30.00% - 50.00%

120-440-400	200XL Optimax: 25" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$16,070	35.00%	\$10,445.50
120-440-400	200CXL Optimax: 25" Shaft, Remote, Electric Start, Ctr Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$16,505	35.00%	\$10,728.25
120-440-400	200L Pro XS Optimax: 20" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$15,595	35.00%	\$10,136.75
120-440-400	225L Optimax: 20" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$17,110	35.00%	\$11,121.50
120-440-400	225XL Optimax: 25" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$17,240	35.00%	\$11,206.00
120-440-400	225CXL Optimax: 25" Shaft, Remote, Electric Start, Ctr Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB II	\$17,630	35.00%	\$11,459.50
120-440-400	225L Pro XS Optimax: 20" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke, Torquemaster Gearcase	2 Yr/ 3 Yr	CARB III	\$18,375	35.00%	\$11,943.75
120-440-400	225XL Pro XS Optimax: 25" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke, Torquemaster Gearcase	2 Yr/ 3 Yr	CARB III	\$18,425	35.00%	\$11,976.25
120-440-400	250XL Optimax: 25" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$18,890	35.00%	\$12,278.50
120-440-400	250CXL Optimax: 25" Shaft, Remote, Electric Start, Ctr Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$19,060	35.00%	\$12,389.00
120-440-400	250XXL Optimax: 30" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$19,355	35.00%	\$12,580.75
120-440-400	250CXXL Optimax: 30" Shaft, Remote, Electric Start, Ctr Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$19,535	35.00%	\$12,697.75
120-440-400	250L Pro XS Optimax: 20" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$19,590	35.00%	\$12,733.50
120-440-400	250XL Pro XS Optimax: 25" Shaft, Remote, Electric Start, Sid Rotation, Power Trim/Tilt, DFI 2-Stroke	2 Yr/ 3 Yr	CARB III	\$19,755	35.00%	\$12,840.75
120-440-410	25MLH - GA Jet 4-Stroke: 20" Shaft, Tiller, Rope Start, Gas Assist, Jet Drive	2 Yr/ 3 Yr	CARB III	\$5,560	35.00%	\$3,614.00
120-440-410	25ELH - GA Jet 4-Stroke: 20" Shaft, Tiller, Electric Start, Gas Assist, Jet Drive	2 Yr/ 3 Yr	CARB III	\$5,915	35.00%	\$3,844.75
120-440-410	25ELPT Jet 4-Stroke: 20" Shaft, Remote, Electric Start, Power Trim/Tilt, Jet Drive	2 Yr/ 3 Yr	CARB III	\$6,230	35.00%	\$4,049.50
120-440-410	40ELPT Jet 4-Stroke: 20" Shaft, Remote, Electric Start, Power Trim/Tilt, Jet Drive	2 Yr/ 3 Yr	CARB III	\$6,540	35.00%	\$4,251.00

ADDITIONAL INFORMATION SECTION

Information: The Additional Information Section contains any applicable notes related to the Commodities listed in the Detailed Price Sheet Section above.
 The notes contained in this Additional Information Section must fully comply with the complete requirements, specifications, terms, and conditions.
 No Additional Information is provided at this time.

STANDARD MARINE PURCHASE AGREEMENT

Murray Marine, Inc.
 5710 U.S. #1 MM5
 Key West, Florida 33040

No 004784

SOLD TO City of Key West Police PHONE _____ DATE 10/16/10
 ADDRESS _____ COUNTY _____ SALESMAN L. MURRAY

SUBJECT TO THE TERMS AND CONDITIONS STATED ON BOTH SIDES OF THIS AGREEMENT
 SELLER AGREES TO SELL AND THE PURCHASER AGREES TO PURCHASE THE FOLLOWING DESCRIBED PROPERTY:

MAKE OF BOAT	YEAR	MODEL & SIZE	SERIAL NO.	NEW <input type="checkbox"/> USED <input type="checkbox"/>	PROPOSED DELIVERY DATE	PRICE
<u>EVINRUDE</u>	<u>11</u>	<u>E115D5L11</u>		<input checked="" type="checkbox"/> NEW <input type="checkbox"/> USED		<u>7415.00</u>
<u>MERCURY</u>	<u>11</u>	<u>250 XL OPT</u>		<input checked="" type="checkbox"/> NEW <input type="checkbox"/> USED		<u>12097.00</u>
<u>MERCURY</u>	<u>11</u>	<u>250XK OPT</u>		<input checked="" type="checkbox"/> NEW <input type="checkbox"/> USED		<u>12200.00</u>

OPTIONAL EQUIPMENT AND ACCESSORIES			
<u>Rering floats boat with</u>			
<u>115 ETEC parts + labor</u>	<u>1000.00</u>		
<u>Rering twin 250 opt's</u>			
<u>on 32 Donye</u>			
<u>parts + labor</u>	<u>1500.00</u>		

TOTAL PURCHASE ABOVE	\$
TITLE INSURANCE	<u>2500.00</u>
SUB-TOTAL	<u>34,272.00</u>
SALES TAX (If Not Included Below)	<u>TAX</u>
FILING FEES	
CASH PRICE	<u>34,272.00</u>
TRADE-IN ALLOWANCES	
BOAT <u>2000 24 WHALER</u>	34,272.00
MOTOR <u>2005 26 ANGLER</u>	
TRAILER <u>98 115 JOHNSON</u>	
TOTAL TRADE-IN ALLOWANCE <u>250 EST MEX'S</u>	
LESS BAL DUE ON ABOVE	\$
NET ALLOWANCE	\$
CASH DOWN PAYMENT	\$
LESS TOTAL CREDITS	\$
SALES TAX (If Not Included Above)	
UNPAID BAL. OF CASH SALE PRICE	\$ <u>0</u>

Title to the above described equipment shall be transferred to Buyer when Buyer has made payment in full for the equipment.

The parties to this Agreement are aware that the trade-in allowance or the purchase price shown above may require adjustment pursuant to the provisions of paragraphs 5, 6, 7, and 11 of the Terms and Conditions on the reverse side of this document.

Buyer certifies that he/she has read the Terms and Conditions on the back of this document and agrees that they shall be incorporated as part of this Agreement.

Buyer certifies the following: 1) he/she is of legal age to enter into this agreement; 2) the above described equipment and insurance (if applicable) have been purchased voluntarily; 3) the trade-in is free from all liens and encumbrances other than those listed herein.

Buyer agrees that all provisions to this Agreement (including the Terms and Conditions on the reverse side hereof) are severable. If any provision is held to be invalid, it shall not affect the other provisions, which shall be given full force and effect.

WHEN THIS BOX IS CHECKED, THE UNIT WHICH IS THE SUBJECT OF THIS CONTRACT IS BEING SOLD ON AN "AS IS" BASIS. THE ENTIRE RISK AS TO THE QUALITY AND PERFORMANCE OF THIS UNIT IS WITH THE PURCHASER.

DESCRIPTION OF TRADE-IN			
BOAT (Make)	YR.	SIZE	SN
MOTOR (Make)	YR.	HP	SN
TRAILER (Make)	YR.	SIZE	SN
AMT. OWING \$	TO WHOM:		

TRADE-IN DEBT TO BE PAID BY DEALER CUSTOMER

I, OR WE, HEREBY ACKNOWLEDGE RECEIPT OF A COPY OF THIS ORDER AND THAT I, OR WE HAVE READ THE BACK OF THIS AGREEMENT. I, OR WE, ALSO AGREE THAT THE BALANCE WILL BE PAID BY CASH, BANK DRAFT, CERTIFIED CHECK, OR BY THE EXECUTION OF A RETAIL INSTALLMENT CONTRACT, OR A SECURITY AGREEMENT AND ITS ACCEPTANCE BY A FINANCING AGENCY.

Not Valid Unless Signed and Accepted by an Officer of the Company

BY _____ DEALER

SIGNED X _____ PURCHASER
 SIGNED X _____ PURCHASER

Frank Sauer

From: Bill Markey [bmmskl@bellsouth.net]
Sent: Wednesday, March 02, 2011 5:09 PM
To: Frank Sauer
Subject: Re: Police vessel trade proposal

Thank you for the proposal but due to the distance from our company to your location it is out of our service area.

Thank You
David Olmstead
Markey Marine Ser. Inc.

--- On Wed, 3/2/11, Frank Sauer <fsauer@keywestcity.com> wrote:

From: Frank Sauer <fsauer@keywestcity.com>
Subject: Police vessel trade proposal
To: "bmmskl" <bmmskl@bellsouth.net>
Cc: "Robert Allen" <rallen@keywestcity.com>, "Jim Benkoczy" <jbenkocz@keywestcity.com>, "Mary Canalejo" <mcanalej@keywestcity.com>
Date: Wednesday, March 2, 2011, 10:54 AM

To Sakes Department,

The Key West Police Department owns two vessels that it wishes to trade for new 2011 outboard motors. We have a 2000 24' Boston Whaler with twin Mercury 200hp EFI's. The engines are 2003 and have approximately 400 hours of use.

We also have a 2005 26' Angler with twin 2003 Evinrude 225 hp ETEC engines. These also have approximately 400 hours of use.

Both vessels are equipped with VHF, GPS chart plotters and sounders from Garmin, trailers, and other accessories.

What we propose is to trade/exchange these two used vessel packages for new 2011 engines for our remaining vessels. We need two 25" 250 hp Mercury Optimax engines with 25" shafts, propellers and a wiring harness to connect the EFI gauges to the Optimax motors. Additionally, we need one Evinrude ETEC 115hp motor.

Along with the above described two vessels, we would also trade the motors we are replacing. These are a 1998 115hp Evinrude Ocean Runner, and two 2003 Mercury 250hp EFI with 25" shafts.

The exact hours on the 1998 Evinrude are unknown, but we currently use this vessel with no issues or concerns. The two Mercury's have approximately 400 hours of use.

Please contact me to discuss any issues or questions you may have, or if this is something you are not interested in entertaining. Thank you for your time and consideration.

Captain Frank Sauer
Administration Bureau
305-809-1084

Frank Sauer

From: Robert Allen
Sent: Thursday, January 06, 2011 1:35 PM
To: Jim Benkoczy; Frank Sauer
Subject: FW: Multi Vessel Trade

From: Anneliese Sposato [mailto:fishandrace@bellsouth.net]
Sent: Thursday, January 06, 2011 1:01 PM
To: Robert Allen
Subject: Multi Vessel Trade

We are not currently in a position to participate in the Multi Vessel Trade Proposal.

Thank you for your consideration.

Mario Sposato
Fish & Race, LLC
5555 College Road
Key West, Florida 33040
305-292-2291

**CITY OF KEY WEST
PURCHASING ORDINANCE EXCEPTION RECORD**

DEPARTMENT: Fire Department

ITEM: Replace motors on Fire Boat

REQUISITION: 78091

COST: \$19,600.00

VENDOR: Murray Marine, Inc.

- Sole Source Procurement (CKW 2 - 797) (1)
- Emergency Procurement (CKW 2 - 797) (2)
- Purchases & Acquisitions under federal/state/ local govt. (CKW 2 - 797) (3)
- Exempt contractual services (CKW 2 - 797) (4)
- Other

The Fire Boat Motors are part of the original purchase in 2002, and require excessive repair. The new motors would come with a warranty for the next two years, which would reduce costs and provide more reliability. The motors were budgeted under 101-2201 at \$30,000; the \$19,600 cost is over \$10,000 under budget. Murray Marine is able to access the Florida State contract through the Mercury Manufacturer, and pass the savings onto the City of Key West. A copy of the PO from the City of Key West will have to be presented to the Manufacturer by Murray Marine to receive the reduced State of Florida contract price. Two other local vendors presented higher quotes using the same State of Florida contract. All back-up will be included with this record.

AUTHORIZATION:

DEPARTMENT: Michael Davila

DATE: 12/10/2009

FINANCE: _____

DATE: _____

CITY MANAGER: _____

DATE: _____

DISPOSITION:

- MANAGEMENT & FINANCE APPROVAL UP TO \$1,000.00
- CITY MANAGER APPROVAL UP TO \$20,000.00
- CITY COMMISSION APPROVAL RESOLUTION: _____ DATE: _____

(Rev. 08/08)