



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Purchase of Replacement Photocopier for Administration
(\$24,001.36)

MEETING DATE: May 15, 1996

SUBMITTED BY: City Clerk

RECOMMENDED ACTION: That the City Council authorize the purchase of one Xerox Model 5385 high-volume copier from the Xerox Corporation, using pricing under Los Angeles County's Purchase Agreement with Xerox, for the amount of \$24,001.36.

BACKGROUND INFORMATION: The present Administration copier, an IBM Series III Model 70, was purchased from Eastman Kodak in June, 1990. Because the IBM Model 70 is over ten years old (it was remanufactured in 1990) IBM has announced plans to discontinue production of replacement parts. Consequently, Eastman Kodak (responsible for maintenance of IBM copiers since 1989) has increased the cost of maintenance in an effort to encourage IBM owners to consider replacing their copiers. (Eastman Kodak increased the City's maintenance agreement cost by over 30% in 1994, and is expected to continue price increases until IBMs are out of service). With the proposed 5-year maintenance agreement for the Xerox model 5385 (includes all parts, labor and supplies, - except paper and staples) the cost of maintenance would be reduced by approximately \$200 per month compared to the current maintenance agreement for the IBM Model 70.

Of the two leading manufacturers of high-volume copiers (Kodak and Xerox), Xerox appears to have the edge in copying capabilities and pricing. Through a pricing agreement with the County of Los Angeles, Xerox is able to offer LA County pricing to cities and counties throughout California. The Xerox model 5385 carries a list price of \$49,240.00. Through the LA County agreement, this model is available to the City of Lodi for \$33,695.00. With a trade-in of \$12,305.00 offered for the IBM copier by Xerox, the net cost to the City for the 5385 is \$24,001.36, including sales tax. (By contrast, Kodak's closest model, an ImageSource85, is priced (through the State of California Multiple Award Schedule offering GSA pricing to cities and counties) at \$35,354.00 plus tax, less \$2,000 trade-in allowance for the IBM).

It is therefore recommended that the City Council authorize the purchase of the Xerox Model 5385, under provisions of the Lodi Municipal Code Section 3.20.070, using the LA County purchase agreement to best serve the best interest of the City.

FUNDING: Replacement Equipment Funds


Jennifer M. Perrin, City Clerk

Prepared by Joel Harris, Purchasing Officer

APPROVED: _____


H. DIXON FLYNN
City Manager

RESOLUTION NO. 96-52

A RESOLUTION OF THE LODI CITY COUNCIL
AUTHORIZING THE PURCHASE OF ONE XEROX MODEL 5385
HIGH-VOLUME COPIER FOR ADMINISTRATION

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WHEREAS, Lodi Municipal Code, Section 3.20.070, authorizes dispensing with bids for purchases of supplies, services or equipment when it is in the best interests of the City to do so; and

WHEREAS, the present Administration copier, an IBM Series III Model 70 was purchased from Eastman Kodak in June, 1990 and is presently over ten years old, as it was remanufactured in 1990; and

WHEREAS, Eastman Kodak who has been responsible for maintenance of IBM copiers since 1989, has announced plans to discontinue production of replacement parts; and

WHEREAS, Eastman Kodak has also increased maintenance costs in an effort to encourage IBM owners to consider replacing their copiers; and

WHEREAS, with the proposed 5-year maintenance agreement for the Xerox Model 5385 which includes all parts, labor and supplies except paper and staples, the cost of maintenance would be reduced by approximately \$200 per month compared to the current maintenance agreement for the IBM Model 70; and

WHEREAS, through a pricing agreement with the County of Los Angeles, Xerox is able to offer LA County pricing to cities and counties throughout California; and

WHEREAS, the list price for the Xerox Model 5385 is \$49,240.00, and is available to the City through the LA County agreement for \$33,695.00, less a trade-in of \$12,305.00 for a total of \$24,001.36 including sales tax.

WHEREAS, it is staff recommendation that the City Council authorize the purchase of the Xerox Model 5385 at the cost of \$24,001.36.

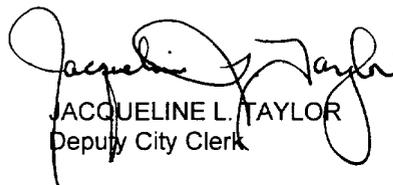
NOW, THEREFORE, BE IT RESOLVED, that the Lodi City Council hereby approves the purchase of the high-volume Xerox Model 5385 copier from Xerox Corporation at the cost of \$24,001.36.

Dated: May 15, 1996

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I hereby certify that Resolution No. 96-52 was passed and adopted by the City Council of the City of Lodi in a regular meeting held May 15, 1996, by the following vote:

- AYES: COUNCIL MEMBERS - Davenport, Mann, Pennino, Sieglock and Warner (Mayor)
- NOES: COUNCIL MEMBERS - None
- ABSENT: COUNCIL MEMBERS - None
- ABSTAIN: COUNCIL MEMBERS - None


 JACQUELINE L. TAYLOR
 Deputy City Clerk