



## CITY COUNCIL AGENDA ITEM

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January 26, 2012

To: John Szerlag, City Manager

From: Mark F. Miller, Director of Economic and Community Development  
Susan A. Leirstein, Purchasing Director  
Jeffrey J. Biegler, Recreation Director

Subject: Standard Purchasing Resolution 2: Bid Award – Lowest Bidders Meeting Specifications  
Fitness Equipment

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### **Background**

On January 19, 2012, formal bids were received and opened for ITB-COT11-29 to provide physical fitness equipment for the Troy Community Center less trade-ins. This equipment will replace equipment that is past its warranty period and consistent with our policy to maintain up-to-date equipment for patrons of the fitness room at the Community Center.

Thirty-three (33) vendors were notified via the MITN system with three bids received, as well as three statements of no bid.

Direct Fitness Solutions, LLC and All Pro Exercise submitted bids. Upon review, it was determined that Direct Fitness Solutions, LLC bid for Item #1 - **New Matrix Treadmills** – was un-awardable, as they bid reconditioned equipment instead of new, as specified.

Bid specifications included a one (1) for one (1) exchange on equipment. For every new piece of equipment purchased by the City from a vendor, that vendor is required to purchase one (1) trade-in from the twelve (12) pieces of equipment listed in Item #3.

### **Recommendation**

City management recommends awarding two (2) contracts, one to purchase and install six (6) New Matrix T5x Treadmills at the Troy Community Center less Trade-ins of (4) Precor ellipticals and (2) Matrix #A3x trainers to the lowest bidder meeting specifications, *All Pro Exercise of Farmington Hills, MI* for an estimated net total cost of \$24,270.00, and a second contract to *Direct Fitness Solutions, LLC of Mundelein, IL*, the low bidder for six (6) Fully Reconditioned Precor EFX-576 Total Body Ellipticals for the Troy Community Center less Trade-ins of (6) Matrix treadmills at an estimated net total cost of \$14,400.00, all at prices contained in the bid tabulation dated January 19, 2012.

### **Fund Availability**

The funds for these purchases are available in the Community Center General Operating Supplies Account.

VENDOR NAME:	sl	All Pro Exercise	Direct Fitness Solutions	Direct Fitness Solutions
			<b>PROPOSAL A</b>	<b>PROPOSAL B</b>

**PROPOSAL: PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER LESS TRADE-INS  
-- NO SUBSTITUTIONS ALLOWED --**

DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
<b>ITEM #1</b>		<b>Fully Recon Precor 956i</b>	<b>New Precore TRM823</b>
Six (6) New Matrix T5x Treadmills	\$ 4,795.00	DMS	DMS
<b>ITEM #2</b>			
Six (6) Fully Reconditioned Precor EFX-576 Total Body Elliptical	\$ 3,795.00	\$ 3,100.00	\$ 3,100.00
<b>ESTIMATED SUBTOTAL COST:</b>	\$ 51,540.00	\$ 18,600.00	\$ 18,600.00
<b>ITEM #3</b>			
<b>PURCHASE OF CITY'S (12) TRADE-INS</b>			
Six (6) Matrix T5x Treadmills	\$ (500.00)	\$ (700.00)	\$ (700.00)
Three (3) Precor EFX 556i Ellipticals	\$ (900.00)	\$ (900.00)	\$ (900.00)
One (1) Precor EFX 554i Ellipticals	\$ (400.00)	\$ (500.00)	\$ (500.00)
Two (2) Matrix #A3x Trainer	\$ (700.00)	\$ (300.00)	\$ (300.00)
Total to Deduct:	\$ (7,500.00)	\$ (8,000.00)	\$ (8,000.00)
<b>ESTIMATED NET TOTAL AWARDED COST:</b>	\$ 24,270.00	\$ 14,400.00	
<b>AUTHORIZED DEALER:</b> Yes or No	Y	Y	Y
<b>By March 31, 2012</b>			
<b>DELIVERY SCHEDULE:</b> Yes or No	Y	Y	Y
<b>SERVICE FACILITY:</b>	Location:	Plymouth Township	Manchester, MI
	Miles	25	75
	Response	48 Hours	24-48 Hours
<b>CONTACT INFORMATION:</b>	Names	Don King	Mark Kwiatkowski
	24Hr Phone	(800) 525-2739 x 13	(248) 755-5748
	Hrs of Operation	M-F 9-5; Sat 10-2	Standard Business Hours
<b>Included</b>			
<b>WARRANTY: (3) Years Minimum</b>	<b>Yes or No</b>	<b>Yes or No</b>	<b>Yes or No</b>
All Wear Items	Y	Y	Y
All Parts & Labor	Y	Y	Y
Free 2nd Day Parts	Y	Y	Y
Free Service call	Y	Y	Y
Document Marked	Y	Y	Y
<b>NO SUBCONTRACTORS:</b> Yes or No	Y	Y	Y
<b>INSURANCE:</b> Can meet	XX	XX	XX
Cannot meet			
<b>PAYMENT TERMS:</b>	Net 30	Net 30	Net 30
<b>WARRANTY:</b>	<b>AS SPECIFIED</b>		
<b>EXCEPTIONS:</b>	Blank	Can meet delivery only if PO issued by mid-February	Can meet delivery only if PO issued by mid-February
		Trade-in one-to-one basis	Trade-in one-to-one basis
<b>ALL OR NONE AWARD</b> Yes or No	N	N	N
<b>ACKNOWLEDGEMENT: Signed</b> Yes or No	Y	Y	Y

NO BIDS:  
BSN Sports  
S & S Worldwide  
School Specialty Inc.

Susan Leirstein, CPPO CPPB  
Purchasing Director

ATTEST:  
Brian Goul  
Susan Riesterer  
Julie Hamilton

**BOLDFACE TYPE DENOTES LOWEST ACCEPTABLE BIDDER**