



CITY COUNCIL AGENDA ITEM

Date: June 30, 2014

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager
 Mark F. Miller, Director of Economic and Community Development
 Elaine Bo, Recreation Director
 Brian Goul, Assistant Recreation Director

Subject: Standard Purchasing Resolution 2: Low Bidder Meeting Specifications - Fitness Equipment

History

- The Community Center Fitness Room offers and maintains sixty two (62) pieces of cardio equipment.
- The fitness equipment is continually monitored and a three to four year life cycle replacement plan is in place based on warranty coverage(s).
- The replacement plan ensures up-to-date equipment for patrons of the fitness room at the Community Center and limited repair expenses.
- Based on the replacement plan it is necessary to purchase and replace eighteen (18) pieces of equipment (less trade-ins) that no longer have warranty coverage and are all past their useful life cycle.

Purchasing

On June 26, 2014, a bid opening was conducted as required by City Charter and Code for eighteen (18) pieces of physical fitness equipment with one (1) for one (1) exchange on equipment. For every new piece of equipment purchased by the City from a vendor, that vendor was required to purchase one (1) trade-in. The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info and the bid was also sent to the Troy Chamber of Commerce. Three (3) bid responses were received which included alternate bid responses. The award is recommended bid as specified in order to maintain standardized equipment at the Community Center. Below is a detailed summary of potential vendors:

Companies notified via MITN	63
Troy Companies notified via MITN	0
Troy Companies notified Active email Notification	0
Troy Companies notified Active Free	0
Companies that viewed the bid	18
Troy Companies that viewed the bid	0

MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying** members are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

After reviewing the bid proposal, two companies were the lowest bidders meeting specifications or approved equivalent; on individual items and are being recommended for the purchase of eighteen (18) pieces of physical fitness equipment (less trade-ins).

Financial

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



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Recommendation

City management recommends awarding two (2) contracts to the low bidders meeting specifications or approved equivalents to provide fitness equipment to *All Pro Exercise of Plymouth Township, MI* and *Direct Fitness Solutions, LLC of Mundelein, IL*, as detailed below at an estimated total cost of \$63,980.00 all at prices contained in the bid tabulation dated June 26, 2014.

		Equipment to Purchase	All Pro Exercise		Direct Fitness Solutions LLC	
ITEM	QTY	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
1	3	PreCor AMT835 with open stride			\$6,495.00	\$19,485.00
2	5	Matrix #R5x Recumbent Cycle	\$2,495.00	\$12,475.00		
3	1	Octane XR 6000	\$3,695.00	\$3,695.00		
4	5	Octane 4700 Elliptical	\$4,195.00	\$20,975.00		
5	3	Cybex 770AT Total Body Arc Trainer				
Alt.	3	PreCor EFX835			\$5,050.00	\$15,150.00
TOTAL COST FOR NEW EQUIPMENT				\$37,145.00		\$34,635.00
Trade-Ins						
	QTY	Description	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total
	3	PreCor AMT			\$700.00	\$2,100.00
	5	Matrix #R3X Recumbent Cycles	\$400.00	\$2,000.00		
	1	Octane X-Ride	\$650.00	\$650.00		
	2	Octane 3700 Elliptical	\$550.00	\$1,100.00		
	3	Octane 4700 Elliptical	\$650.00	\$1,950.00		
	3	Cybex Arc Trainer (2006)			\$300.00	\$900.00
		DEDUCT:		\$5,700.00		\$3,000.00
<i>Estimated Net Total Cost (low bid as specified or approved equivalent) Items 1-5 less #6 All Trade-ins)</i>				\$31,445.00		\$31,635.00
	QTY	ADDITIONAL EQUIPMENT TO PURCHASE	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
	1	Concept 2 Rower Model E	\$900.00	\$900.00		
Estimated Grand Total Cost bid as specified or approved equivalent less Trade-in Items and additional Item #7:				\$32,345.00		\$31,635.00

VENDOR NAME:	All Pro Exercise - Bid B Plymouth Twp, MI	All Pro Exercise - Bid A Plymouth Twp, MI	Direct Fitness Solutions LLC Mundelein, IL
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PROPOSAL: FURNISH AND INSTALL EIGHTEEN (18) NEW PIECES OF COMMERCIAL GRADE PHYSICAL FITNESS EQUIPMENT IN THE TROY COMMUNITY CENTER FITNESS ROOM IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:

EQUIPMENT TO PURCHASE (1 for 1 trade-in exchange)								
ITEM	QTY	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
1	3	PreCor AMT835 with open stride					\$6,495.00	\$19,485.00
Alt.	3	Precor AMT 100i (Reconditioned)	\$3,295.00	\$9,885.00	\$3,295.00	\$9,885.00		
2	5	Matrix #R5x Recumbent Cycle			\$2,495.00	\$12,475.00	\$2,650.00	\$13,250.00
Alt.	5	Matix R3X	\$2,095.00	\$10,475.00				
3	1	Octane XR 6000	\$3,695.00	\$3,695.00	\$3,695.00	\$3,695.00	\$4,275.00	\$4,275.00
4	5	Octane 4700 Elliptical	\$4,195.00	\$20,975.00	\$4,195.00	\$20,975.00	\$5,050.00	\$25,250.00
5	3	Cybox 770AT Total Body Arc Trainer			\$5,095.00	\$15,285.00		
Alt.	3	Matrix A3X	\$4,895.00	\$14,685.00				
Alt.	3	Matrix A5X			\$5,095.00	\$15,285.00		
Alt.	3	PreCor EFX835					\$5,050.00	\$15,150.00
TOTAL COST FOR NEW EQUIPMENT				\$59,715.00		\$62,315.00		\$77,410.00
6 TRADE-INS								
	QTY	Description	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total
	3	PreCor AMT	\$650.00	\$1,950.00	\$650.00	\$1,950.00	\$700.00	\$2,100.00
	5	Matrix #R3X Recumbent Cycles	\$400.00	\$2,000.00	\$400.00	\$2,000.00	\$100.00	\$500.00
	1	Octane X-Ride	\$650.00	\$650.00	\$650.00	\$650.00	\$300.00	\$300.00
	2	Octane 3700 Elliptical	\$550.00	\$1,100.00	\$550.00	\$1,100.00	\$300.00	\$600.00
	3	Octane 4700 Elliptical	\$650.00	\$1,950.00	\$650.00	\$1,950.00	\$300.00	\$900.00
	3	Cybox Arc Trainer (2006)	\$500.00	\$1,500.00	\$500.00	\$1,500.00	\$300.00	\$900.00
		DEDUCT:		\$9,150.00		\$9,150.00		\$5,300.00
<i>Estimated Net Total Cost (All Items 1-5 less #6 All Trade-ins)</i>				\$50,565.00		\$53,165.00		\$72,110.00
7	QTY	ADDITIONAL EQUIPMENT TO PURCHASE	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
	1	Concept 2 Rower Model E	\$900.00	\$900.00	\$900.00	\$900.00	No Bid	
Estimated Grand Total Cost (All Items 1-5 less Item #6 All Trade-ins + Item #7)				\$51,465.00		\$54,065.00		\$72,110.00
Estimated low bid as specified or approved equivalent less Trade-in Items:				\$0.00		\$32,345.00		\$31,635.00
DESCRIPTIVE LITERATURE: Yes or No								
DELIVERY by August 29, 2014: Yes or No				Yes	Yes	Yes	Yes	
AUTHORIZED DEALER: Yes or No				Yes	Yes	Yes	If order is placed by July 15	
SERVICE FACILITY LOCATION:				Yes	Yes	Yes	Yes	
Location:				Plymouth Twp	Plymouth Twp	Plymouth Twp	Shelby Twp	
Miles from Troy				35	35	35	10	
Response Time for Service Calls				48 hours	48 hours	48 hours	24-48 hours	
CONTACT INFORMATION: Name								
Name				Dan Coyer	Dan Coyer	Dan Coyer	Jerry Seputo/Jack Summers	
Hours of Operation				M-F 9AM-5PM	M-F 9AM-5PM	M-F 9AM-5PM	7AM-5PM	
24 Hr. Phone				800-525-2739	800-525-2739	800-525-2739	586-382-6562	
WARRANTY: (3) Years Minimum								
All Wear Items				Yes	Yes	Yes	Yes	
All Parts & Labor Coverage				Yes	Yes	Yes	Yes	
Free 2nd Day Parts Shipping				Yes	Yes	Yes	Yes	
Free Service call				Yes	Yes	Yes	Yes	
SUBCONTRACTORS: Yes or No				Yes	Yes	Yes	Yes	
REFERENCES: Yes or No				Yes	Yes	Yes	Yes	
INSURANCE:								
Can meet				X	X	X	X	
Cannot meet								
PAYMENT TERMS:								
Net 30 After Delivery				Net 30 After Delivery	Net 30 After Delivery	Net 30 After Delivery	Net 30	
EXCEPTIONS:								
Yes				Yes	Yes	Yes	Yes	
ACKNOWLEDGEMENT: Signed Yes or No								
Yes				Yes	Yes	Yes	Yes	
FORMS (5) Yes or No								
No - 3 signed				No - 3 signed	No - 3 signed	No - 3 signed	No - 3 Signed	

LOW BIDDER MEETING SPECIFICATIONS OR APPROVED EQUIVALENT

VENDOR NAME:	Fitness Things Bid A	Fitness Things Bid A	
	Plymouth, MI	Plymouth, MI	

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EQUIPMENT TO PURCHASE (1 for 1 trade-in exchange)

ITEM	QTY	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
1	3	PreCor AMT835 with open stride	No Bid			\$0.00		
2	5	Matrix #R5x Recumbent Cycle						
Alt.	5	625R Cybex	\$2,350.00	\$11,750.00	\$2,350.00	\$11,750.00		
3	1	Octane XR 6000	No Bid			\$0.00		
4	5	Octane 4700 Elliptical	No Bid			\$0.00		
5	3	Cybex 770AT Total Body Arc Trainer	\$5,200.00	\$15,600.00				
5	5	Cybex 770AT Total Body Arc Trainer			\$5,200.00	\$26,000.00		
TOTAL COST FOR NEW EQUIPMENT				\$27,350.00		\$37,750.00		

6		TRADE-INS		Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total
	QTY	Description							
	3	PreCor AMT		\$0.00	\$0.00	\$0.00	\$0.00		
	5	Matrix #R3X Recumbent Cycles	\$250.00	\$1,250.00	\$250.00	\$1,250.00			
	1	Octane X-Ride		\$0.00	\$0.00	\$0.00			
	2	Octane 3700 Elliptical		\$0.00	\$0.00	\$0.00			
	3	Octane 4700 Elliptical		\$0.00	\$0.00	\$0.00			
	3	Cybex Arc Trainer (2006)	\$400.00	\$1,200.00	\$400.00	\$1,200.00			
		DEDUCT:		\$2,450.00	\$2,450.00				
Estimated Net Total Cost (All Items 1-5 less #6 All Trade-ins)				\$24,900.00		\$35,300.00			

7	QTY	ADDITIONAL EQUIPMENT TO PURCHASE	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost
	1	Concept 2 Rower Model E	\$900.00	\$900.00	\$900.00	\$900.00		
		DELIVERY/INSTALLATION		\$395.00		\$470.00		
Estimated Grand Total Cost (All Items 1-5 less Item #6 All Trade-ins + Item #7)				\$26,195.00		\$36,670.00		

DESCRIPTIVE LITERATURE: Yes or No	Yes		
DELIVERY by August 29, 2014: Yes or No	Yes		
AUTHORIZED DEALER: Yes or No	Yes		
SERVICE FACILITY LOCATION:			
Location:	Plymouth		
Miles from Troy	32		
Response Time for Service Calls	48 hours		
CONTACT INFORMATION: Name			
Name	Erin Slater		
Hours of Operation	M-F 8:30AM-5:00PM		
24 Hr. Phone	734-SER-VICE		
WARRANTY: (3) Years Minimum			
All Wear Items	Yes		
All Parts & Labor Coverage	Yes		
Free 2nd Day Parts Shipping	Yes		
Free Service call	Yes		
SUBCONTRACTORS: Yes or No	Yes		
REFERENCES: Yes or No	Yes		
INSURANCE:			
Can meet	X		
Cannot meet			
PAYMENT TERMS:	Net 30		
EXCEPTIONS:	Yes		
ACKNOWLEDGEMENT: Signed Yes or No	Blank		
FORMS (5) Yes or No	No - 4 signed		

ATTEST:
 Brian Goul
 Enna Bachelor
 Susan Reisterer

Mary Beth Murz,
 Purchasing Manager