



CITY COUNCIL AGENDA ITEM

Date: August 3, 2015

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager
 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 twenty five (25) pieces of equipment (less trade-ins) that no longer have warranty coverage and are all past their useful life cycle.

Purchasing

On July 30, 2015, a bid opening was conducted as required by City Charter and Code for twenty five (25) 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 also 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	33
Troy Companies notified via MITN	0
Troy Companies notified Active email Notification	0
Troy Companies notified Active Free	0
Companies that viewed the bid	14
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; on individual items and are being recommended for the purchase of twenty five (25) pieces of physical fitness equipment (less trade-ins).

Financial

Fitness equipment is replaced once per year and will be installed when the Community Center is closed August 24th – September 7th. \$218,000.00 is budgeted and currently available in the Community Center General Operating Supplies Account for the purchase of this fitness equipment. The remainder of the Community Center Operating budget will cover and include Pool Chemicals (about \$20K), Soap, shampoo, TVs and AV equipment (microphones, speakers, etc.) misc fitness equipment (jump ropes, exercise bands, steps, bosu balls, basketball nets, stations, etc), repairs to walls, mirrors, flooring, lighting, carpet replacement, free weight replacements (dumbbells and medicine balls) and also table & chair replacement in the banquet area.



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Recommendation

City management recommends awarding two (2) contracts to the low bidders meeting specifications; *Direct Fitness Solutions, LLC of Mundelein, IL*, in the amount of \$25,170.00 and to *All Pro Exercise of Plymouth Township, MI* in the amount of \$69,800.00 as detailed below at an estimated total cost of \$94,970.00 all at prices and trade-in values contained in the bid tabulation opened July 30, 2015.

				Direct Fitness Solutions, LLC.	All Pro Exercise	
				Mundelein, IL	Plymouth Twp, MI	
				As Specified	As Specified	
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
1	2	Matrix VS-S74 Hip w/ Plus features Abductor/Adductor	\$2,595.00	\$5,190.00	\$2,595.00	\$5,190.00
2	1	Matrix VS-S22 w/ plus features, Peck Fly/Rear Delt	\$2,595.00	\$2,595.00	\$2,395.00	\$2,395.00
3	2	Octane LateralX LX8000	\$3,595.00	\$7,190.00	\$4,895.00	\$9,790.00
4	13	Matrix #T5-2015, heavy commercial treadmill	\$4,950.00	\$64,350.00	\$4,695.00	\$61,035.00
5	6	Precor EFX835 adj crossramp - P30 console	\$4,895.00	\$29,370.00	\$4,995.00	\$29,970.00
6	2	Keiser M3 Electromagnetic Groupex bike w/ computer	\$1,850.00	\$3,700.00	\$1,395.00	\$2,790.00
TOTAL COST FOR NEW EQUIPMENT				\$112,395.00		\$111,170.00
7 TRADE-INS						
QTY	Description	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	
1	Lifefitness Abductor	\$400.00	\$400.00	\$200.00	\$200.00	
1	Lifefitness Adductor	\$400.00	\$400.00	\$200.00	\$200.00	
1	Lifefitness Peck Fly/Rear Delt	\$400.00	\$400.00	\$200.00	\$200.00	
2	Octane Lateral X-2012	\$600.00	\$1,200.00	\$800.00	\$1,600.00	
13	Matrix #T5 - 2012 Treadmills	\$700.00	\$9,100.00	\$700.00	\$9,100.00	
6	PreCor EFX 576i Ellipticals	\$700.00	\$4,200.00	\$500.00	\$3,000.00	
1	Lemond Spinning Bike	\$250.00	\$250.00	\$100.00	\$100.00	
DEDUCT:			\$15,950.00		\$14,400.00	
Estimated Net Total Cost (All Items 1-6 less #7 All Trade-ins)				\$96,445.00		\$96,770.00

ITEM 5 less trade-ins:	\$25,170.00
ITEMS 1, 2, 3, 4, & 6 less trade-ins:	\$69,800.00
Grand Total Purchase Amount	\$94,970.00
Savings awarding bid by line item:	\$1,475.00

VENDOR NAME:	Direct Fitness Solutions, LLC	Direct Fitness Solutions, LLC
City, State	Mundelein, IL	Mundelein, IL
As specified / Alternate	As Specified	Alternate

PROPOSAL: FURNISH AND INSTALL TWENTY-FIVE (25) NEW PIECES OF COMMERCIAL GRADE PHYSICAL FITNESS EQUIPMENT IN THE TROY COMMUNITY CENTER FITNESS ROOM

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

ITEM	QTY	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Alternate Description	Unit Cost (Each)	Estimated Total Cost
1	2	Matrix VS-S74 Hip w/ Plus features Abductor/Adductor	\$ 2,595.00	\$ 5,190.00	Precorvitality Series Inner/Outer Thigh	\$2,595.00	\$ 5,190.00
2	1	Matrix VS-S22 w/ plus features, Peck Fly/Rear Delt	\$ 2,595.00	\$ 2,595.00	Precorvitality Series Rear Delt Pec Fly	\$2,595.00	\$ 2,595.00
3	2	Octane LateralX LX8000	\$ 3,595.00	\$ 7,190.00	Helix 3500	\$3,595.00	\$ 7,190.00
4	13	Matrix #T5-2015, heavy commercial treadmill	\$ 4,950.00	\$ 64,350.00	Free Motion T11.8 Treadmill	\$4,395.00	\$ 57,135.00
5	6	Precor EFX835 adj crossramp - P30 console	\$ 4,895.00	\$ 29,370.00	Precor EFX 815	\$4,795.00	\$ 28,770.00
6	2	Keiser M3 Electromagnetic Groupex bike w/ computer	\$ 1,850.00	\$ 3,700.00	Free Motion S11.8 Indoor Cycle	\$1,695.00	\$ 3,390.00
TOTAL COST FOR NEW EQUIPMENT				\$112,395.00			\$104,270.00

7 TRADE-INS

	QTY	Description	Estimated Trade-	Estimated	Estimated	Estimated
	1	Lifefitness Peck Fly/Rear	\$ 400.00	\$ 400.00		\$ 400.00
	1	Lifefitness Abductor	\$ 400.00	\$ 400.00		\$ 400.00
	1	Lifefitness Adductor	\$ 400.00	\$ 400.00		\$ 400.00
	2	Octane Lateral X-2012	\$ 600.00	\$ 1,200.00		\$ 600.00
	13	Matrix #T5 - 2012	\$ 700.00	\$ 9,100.00		\$ 700.00
	6	PreCor EFX 576i Ellipticals	\$ 700.00	\$ 4,200.00		\$ 700.00
	1	Lemond Spinning Bike	\$ 250.00	\$ 250.00		\$ 250.00
DEDUCT:				\$ 15,950.00		\$ 15,950.00
Estimated Net Total Cost (All Items 1-6 less #7 All Trade-				\$ 96,445.00		\$ 88,320.00

DESCRIPTIVE LITERATURE: Yes or No	Yes
DELIVERY by October 1, 2015: Yes or No	Yes *If ordered by August 17, 2015.*
AUTHORIZED DEALER: Yes or No	Yes
SERVICE FACILITY LOCATION:	
Location:	Shelby Twp, MI
Miles from Troy	10
Response Time for Service Calls	48 hours
CONTACT INFORMATION: Name	
Name	Mark Kwiatkowski & Jerry Saputo
Hours of Operation	7AM-5PM
24 Hr. Phone	248-755-5748 & 586-382-6562
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	No
REFERENCES: Yes or No	Yes
INSURANCE:	
Can meet	X
Cannot meet	
PAYMENT TERMS:	Net 30
EXCEPTIONS:	Lists Alternate Equipment
ACKNOWLEDGEMENT: Signed Yes or No	Yes
FORMS (5) Yes or No	Yes

ATTEST:
 Sara Teets
 Enna Bachelor
 Sue Riesterer
 Brian Goul

MaryBeth Murz, Purchasing Manager

VENDOR NAME:	All Pro Exercise	All Pro Exercise
	Plymouth Twp, MI	Plymouth Twp, MI
	As Specified	Alternate

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ITEM	QTY	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Alternate Description	Unit Cost (Each)	Estimated Total Cost
1	2	Matrix VS-S74 Hip w/ Plus features Abductor/Adductor	\$ 2,595.00	\$ 5,190.00	Matrix VS-S74 Hip w/ Plus features Abductor/Adductor (No plus pkg features)	\$2,279.00	\$ 4,558.00
2	1	Matrix VS-S22 w/ plus features, Peck Fly/Rear Delt	\$ 2,395.00	\$ 2,395.00	Matrix VS-S22 w/ plus features, Peck Fly/Rear Delt (No plus pkg features)	\$1,999.00	\$ 1,999.00
3	2	Octane LateralX LX8000	\$ 4,895.00	\$ 9,790.00		\$4,895.00	\$ 9,790.00
4	13	Matrix #T5-2015, heavy commercial treadmill	\$ 4,695.00	\$ 61,035.00		\$4,695.00	\$ 61,035.00
5	6	Precor EFX835 adj crossramp - P30 console	\$ 4,995.00	\$ 29,970.00	Octane XT-One	\$4,995.00	\$ 29,970.00
6	2	Keiser M3 Electromagnetic Groupex bike w/ computer	\$ 1,395.00	\$ 2,790.00		\$1,395.00	\$ 2,790.00
TOTAL COST FOR NEW EQUIPMENT				\$111,170.00			\$110,142.00
7 TRADE-INS							
	QTY	Description	Estimated Trade-	Estimated		Estimated	Estimated
	1	Lifefitness Peck Fly/Rear	\$ 200.00	\$ 200.00		\$ 200.00	\$ 200.00
	1	Lifefitness Abductor	\$ 200.00	\$ 200.00		\$ 200.00	\$ 200.00
	1	Lifefitness Adductor	\$ 200.00	\$ 200.00		\$ 200.00	\$ 200.00
	2	Octane Lateral X-2012	\$ 800.00	\$ 1,600.00		\$ 800.00	\$ 1,600.00
	13	Matrix #T5 - 2012	\$ 700.00	\$ 9,100.00		\$ 700.00	\$ 9,100.00
	6	PreCor EFX 576i Ellipticals	\$ 500.00	\$ 3,000.00		\$ 500.00	\$ 3,000.00
	1	Lemond Spinning Bike	\$ 100.00	\$ 100.00		\$ 100.00	\$ 100.00
DEDUCT:				\$ 14,400.00			\$ 14,400.00
Estimated Net Total Cost (All Items 1-6 less #7 All Trade-				\$ 96,770.00			\$ 95,742.00

DESCRIPTIVE LITERATURE: Yes or No	Yes
DELIVERY by October 1, 2015: Yes or No	Yes
AUTHORIZED DEALER: Yes or No	Yes
SERVICE FACILITY LOCATION:	
Location:	Main office warehouse
Miles from Troy	57
Response Time for Service Calls	48 hrs *excluding holidays and weekends*
CONTACT INFORMATION: Name	
Name	Dan Coyer & Don King
Hours of Operation	M-F 8AM-5PM
24 Hr. Phone	800-525-2739 & 248-789-0469
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	No
REFERENCES: Yes or No	Yes
INSURANCE:	
Can meet	X
Cannot meet	
PAYMENT TERMS:	Net 30
EXCEPTIONS:	"Certificate of liability and additional insured is included 3rd - primary & secondary non contributory certificate within 5 days of award/request."
ACKNOWLEDGEMENT: Signed Yes or No	Yes
FORMS (5) Yes or No	Yes

VENDOR NAME:	Fitness Things, Inc.	Fitness Things, Inc.
	Plymouth, MI	Plymouth, MI
	Alternate A	Alternate B

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ITEM	QTY	Description (No Substitutions)	Alternate Description	Unit Cost (Each)	Estimated Total Cost	Alternate Description	Unit Cost (Each)	Estimated Total Cost
1	2	Matrix VS-S74 Hip w/ Plus features Abductor/Adductor	CYBEX Eagle Dual Hip Abductor/Adduct	\$ 5,400.00	\$ 10,800.00	CYBEX VR1 Dual Hip Abductor/Adducto	\$2,995.00	\$ 5,990.00
2	1	Matrix VS-S22 w/ plus features, Peck Fly/Rear Delt	CYBEX Prestige Dual Peck Fly/Rear Delt	\$ 3,600.00	\$ 3,600.00	CYBEX VR1 Dual Peck Fly/Rear Delt	\$2,895.00	\$ 2,895.00
3	2	Octane LateralX LX8000	S775 Lateral Trainer	\$ 4,650.00	\$ 9,300.00	Helix 3500 Lateral Trainer	\$3,200.00	\$ 6,400.00
4	13	Matrix #T5-2015, heavy commercial treadmill	CYBEX 625T, heavy commercial treadmill	\$ 4,400.00	\$ 57,200.00	SportsArt T655 heavy commercial treadmill	\$3,895.00	\$ 50,635.00
5	6	Precor EFX835 adj crossramp - P30 console	CYBEX 625AT Total Body Arc	\$ 4,650.00	\$ 27,900.00	(3) SportsArt E845 Elliptical/(3) 625 AT	\$3,875.00 \$4,650.00	\$ 25,575.00
6	2	Keiser M3 Electromagnetic Groupex bike w/ computer	BodyCraft SPR Rear Belt Indoor Cycle	\$ 1,450.00	\$ 2,900.00	BodyCrat SPR Rear Belt Indoor Cycle	\$1,450.00	\$ 2,900.00
TOTAL COST FOR NEW EQUIPMENT					\$111,700.00			\$ 94,395.00

7 TRADE-INS								
	QTY	Description		Estimated	Estimated		Estimated	Estimated
	1	Lifefitness Peck Fly/Rear		\$ 100.00	\$ 100.00		\$ 100.00	\$ 100.00
	1	Lifefitness Abductor		\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00
	1	Lifefitness Adductor		\$ 50.00	\$ 50.00		\$ 50.00	\$ 50.00
	2	Octane Lateral X-2012		\$ 300.00	\$ 600.00		\$ 300.00	\$ 600.00
	13	Matrix #T5 - 2012		\$ 300.00	\$ 3,900.00		\$ 300.00	\$ 3,900.00
	6	PreCor EFX 576i Ellipticals		\$ 250.00	\$ 1,500.00		\$ 250.00	\$ 1,500.00
	1	Lemond Spinning Bike		\$ 100.00	\$ 100.00		\$ 100.00	\$ 100.00
		DEDUCT:			\$ 6,300.00			\$ 6,300.00
Estimated Net Total Cost (All Items 1-6 less #7 All Trade-					\$105,400.00			\$ 88,095.00

DESCRIPTIVE LITERATURE: Yes or No	Yes
DELIVERY by October 1, 2015: Yes or No	Yes
AUTHORIZED DEALER: Yes or No	Yes
SERVICE FACILITY LOCATION:	
Location:	1160 Ann Arbor Road, Plymouth, MI 48170
Miles from Troy	36.4 Miles
Response Time for Service Calls	48 hours
CONTACT INFORMATION: Name	
Name	Eric Miles
Hours of Operation	8AM-6PM
24 Hr. Phone	734-647-1385
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	No
REFERENCES: Yes or No	Yes
INSURANCE:	
Can meet	X
Cannot meet	
PAYMENT TERMS:	Net 30
EXCEPTIONS:	"2 bids are included" SEE BID DOCUMENTS FOR MORE
ACKNOWLEDGEMENT: Signed Yes or No	Yes
FORMS (5) Yes or No	Yes