



CITY COUNCIL AGENDA ITEM

Date: October 25, 2016

To: Brian Kischnick, City Manager

From: Mark Miller, Director of Economic & Community Development
 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 eighteen (18) pieces of equipment (less trade-ins) that no longer have warranty coverage and are all past their useful life cycle.
- Replacements are specific to brand to replace brand specific equipment. Patrons enjoy having a variety of different types of equipment.

Purchasing

On October 20, 2016, 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) trade-in 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. Four (4) 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	26
Troy Companies notified via MITN	0
Troy Companies - Active email Notification	0
Troy Companies - Active Free	0
Companies that viewed the bid	15
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 proposals three (3) companies were the lowest bidders meeting specifications; with a one to one trade-in value on individual items and are being recommended for the purchase of eighteen (18) pieces of physical fitness equipment (less trade-ins). Note that ProMaxima was not considered because they did not offer a one to one trade-in value on equipment and did not bid equipment as specified.



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Financial

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

Recommendation

City management recommends awarding three (3) contracts to the low bidders meeting specifications; *Forté Fitness of Ida, MI* for \$9,190.00, *All Pro Exercise of Plymouth Township, MI* for \$46,740.00 and *Direct Fitness Solutions, LLC of Mundelein, IL* for \$9,180.00 as detailed on the following page at an estimated total cost (less one to one trade ins) of \$65,110.00 all at prices contained in the bid tabulation.



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		FORTE FITNESS, INC. Ida, MI	ALL PRO EXERCISE Plymouth, MI	DIRECT FITNESS SOLUTIONS, LLC Mundelein, IL				
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	2	PreCor Vitality Multi-Press CO24ES	\$1,695.00	\$3,390.00	\$2,195.00	\$4,390.00	\$2,495.00	\$4,990.00
2	2	PreCor Vitality Leg Extension/ Leg Curl CO27ES	\$1,695.00	\$3,390.00	\$2,195.00	\$4,390.00	\$2,495.00	\$4,990.00
3	2	FreeMotion i11.9 Incline Treadmill	\$4,995.00	\$9,990.00	\$4,595.00	\$9,190.00	\$5,495.00	\$10,990.00
4	6	Matrix #T5x-2016, heavy commercial Treadmill	\$4,195.00	\$25,170.00	\$4,795.00	\$28,770.00	\$4,895.00	\$29,370.00
5	3	Matrix A3x heavy commercial Ascent Trainer	\$0.00	\$0.00	\$4,895.00	\$14,685.00	\$4,995.00	\$14,985.00
6	2	Matrix E3x heavy commercial Elliptical	\$3,695.00	\$7,390.00	\$3,595.00	\$7,190.00	\$4,395.00	\$8,790.00
7	1	Octane XR6000 X Ride Seated Total Body Elliptical	\$0.00	\$0.00	\$3,695.00	\$3,695.00	\$4,550.00	\$4,550.00
TOTAL COST FOR NEW EQUIPMENT				\$49,330.00		\$68,615.00		\$78,665.00
8 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
1	1	Lifefitness Hammer Strength Shoulder Press- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
2	1	Lifefitness Hammer Strength incline Press- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
3	1	Lifefitness Hammer Leg Curl- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
4	1	Lifefitness Hammer Strength Leg Extension- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
4	2	Matrix #T5x- 2013 Treadmills	\$400.00	\$800.00				
4	6	Matrix #T5x- 2013 Treadmills	\$400.00	\$2,400.00	\$700.00	\$4,200.00	\$500.00	\$3,000.00
5	3	Matrix A3x Ascent Trainers- 2013	\$300.00	\$900.00	\$600.00	\$1,800.00	\$500.00	\$1,500.00
6	2	Matrix E3x Elliptical- 2013	\$200.00	\$400.00	\$500.00	\$1,000.00	\$500.00	\$1,000.00
7	1	Octane XR6000 Xride- 2012	\$300.00	\$300.00	\$600.00	\$600.00	\$700.00	\$700.00
		DEDUCT:		\$5,200.00		\$8,050.00		\$6,600.00
Estimated Net Total Cost (All Items 1-5 less #6 All Trade-ins)				\$44,130.00		\$60,565.00		\$72,065.00
Estimated low bid as specified or approved equivalent less Trade-in Items:				\$0.00		\$0.00		#REF!

*Awarded low bid as specified with a 1:1 Trade-in Value.

ITEMS 1 & 2 less trade-ins:			\$9,180.00
ITEM 3 less trade-ins:		\$9,190.00	
ITEMS 4, 5, 6, & 7 less trade-ins:			\$46,740.00
*Grand Total Purchase Amount:		\$65,110.00	

VENDOR NAME:	FORTE FITNESS Ila, MI	ALL PRO EXERCISE Plymouth, MI	DIRECT FITNESS SOLUTIONS, LLC Mundelein, IL
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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	2	PreCor Vitality Multi-Press CO24ES	\$1,695.00	\$3,390.00	\$2,195.00	\$4,390.00	\$2,495.00	\$4,990.00
2	2	PreCor Vitality Leg Extension/ Leg Curl CO27ES	\$1,695.00	\$3,390.00	\$2,195.00	\$4,390.00	\$2,495.00	\$4,990.00
3	2	FreeMotion i11.9 Incline Treadmill	\$4,995.00	\$9,990.00	\$4,595.00	\$9,190.00	\$5,495.00	\$10,990.00
4	6	Matrix #T5x-2016, heavy commercial Treadmill	\$4,195.00	\$25,170.00	\$4,795.00	\$28,770.00	\$4,895.00	\$29,370.00
5	3	Matrix A3x heavy commercial Ascent Trainer	\$0.00	\$0.00	\$4,895.00	\$14,685.00	\$4,995.00	\$14,985.00
6	2	Matrix E3x heavy commercial Elliptical	\$3,695.00	\$7,390.00	\$3,595.00	\$7,190.00	\$4,395.00	\$8,790.00
7	1	Octane XR6000 X Ride Seated Total Body Elliptical	\$0.00	\$0.00	\$3,695.00	\$3,695.00	\$4,550.00	\$4,550.00
TOTAL COST FOR NEW EQUIPMENT				\$49,330.00		\$68,615.00		\$78,665.00

8 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
1	Lifefitness Hammer Strength Shoulder Press- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
1	Lifefitness Hammer Strength incline Press- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
1	Lifefitness Hammer Leg Curl- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
1	Lifefitness Hammer Strength Leg Extension- 2002	\$200.00	\$200.00	\$225.00	\$225.00	\$200.00	\$200.00
8	Matrix #T5x- 2013 Treadmills	\$400.00	\$3,200.00	\$700.00	\$5,600.00	\$500.00	\$4,000.00
3	Matrix A3x Ascent Trainers- 2013	\$300.00	\$900.00	\$600.00	\$1,800.00	\$500.00	\$1,500.00
2	Matrix E3x Elliptical- 2013	\$200.00	\$400.00	\$500.00	\$1,000.00	\$500.00	\$1,000.00
1	Octane XR6000 Xride- 2012	\$300.00	\$300.00	\$600.00	\$600.00	\$700.00	\$700.00
	DEDUCT:		\$5,200.00		\$9,450.00		\$7,600.00
Estimated Net Total Cost (All Items 1-5 less #6 All Trade-ins)				\$44,130.00		\$59,165.00	\$71,065.00

DESCRIPTIVE LITERATURE: Yes or No	Y	Y	Y
DELIVERY by 12/15/2016: Yes or No	Y	Y	Y IF ORDERD BY 11/07/16
AUTHORIZED DEALER: Yes or No	Y	Y	Y
SERVICE FACILITY LOCATION:			
Location:	NOVI, MI	PLYMOUTH MI	SHELBY TWP MI
Miles from Troy	25	35	15
Response Time for Service Calls	24-48 HRS	48 HRS	24-48 HRS
CONTACT INFORMATION: Name	NORM MCGLINNEN	DAN COYER	JERRY SAPUTO
Hours of Operation	7A-6P	9A-5P M-F	STANDARD BUS HRS
24 Hr. Phone	734.274.0010	800.525.2739	586.382.6562
WARRANTY: (3) Years Minimum			
All Wear Items	Y	Y	Y
All Parts & Labor Coverage	Y	Y	Y
Free 2nd Day Parts Shipping	Y	Y	Y
Free Service call	Y	Y	Y
SUBCONTRACTORS: Yes or No	Y	Y	Y
REFERENCES: Yes or No	Y	Y	Y
INSURANCE:			
Can meet	X	X	Y
Cannot meet			
PAYMENT TERMS:	NET 30	NET 30	NET 30
EXCEPTIONS:	Y	NO EXCEPTIONS	Y
ACKNOWLEDGEMENT: Signed Yes or No	Y	Y	Y
FORMS (5) Yes or No	Y	N	Y

LOW BIDDER(S) MEETING SPECIFICATIONS.

VENDOR NAME:	PROMAXIMA		
	Houston, TX		

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	2	PreCor Vitality Multi-Press CO24ES	\$2,675.00	\$5,350.00		\$0.00		\$0.00
2	2	PreCor Vitality Leg Extension/ Leg Curl CO27ES	\$2,775.00	\$5,550.00		\$0.00		\$0.00
Alt.	2	FreeMotion i11.9 Incline Treadmill	\$10,250.00	\$20,500.00		\$0.00		\$0.00
3	6	Matrix #T5x-2016, heavy commercial Treadmill	\$4,399.00	\$26,394.00		\$0.00		\$0.00
4	3	Matrix A3x heavy commerical Ascent Trainer	\$3,499.00	\$10,497.00		\$0.00		\$0.00
5	2	Matrix E3x heavy commercial Elliptical	\$4,175.00	\$8,350.00		\$0.00		\$0.00
5	1	Octane XR6000 X Ride Seated Total	\$6,429.00	\$6,429.00		\$0.00		\$0.00
TOTAL COST FOR NEW EQUIPMENT				\$76,641.00		\$0.00		\$0.00
TRADE-INS								
	QTY	Description	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total	Estimated Trade-In Amount (Each)	Estimated Trade-In Amount Total
	1	Lifefitness Hammer Strength Shoulder Press- 2002		\$0.00		\$0.00		\$0.00
	1	Lifefitness Hammer Strength incline Press- 2002		\$0.00		\$0.00		\$0.00
	1	Lifefitness Hammer Leg Curl- 2002		\$0.00		\$0.00		\$0.00
	1	Lifefitness Hammer Strength Leg Extension- 2002		\$0.00		\$0.00		\$0.00
	8	Matrix #T5x- 2013 Treadmills		\$0.00		\$0.00		\$0.00
	3	Matrix A3x Ascent Trainers- 2013		\$0.00		\$0.00		\$0.00
	2	Matrix E3x Elliptical- 2013		\$0.00		\$0.00		\$0.00
	1	Octane XR6000 Xride- 2012		\$0.00		\$0.00		\$0.00
		DEDUCT:		\$1,800.00		\$0.00		\$0.00
Estimated Net Total Cost (All Items 1-5 less #6 All Trade-ins)				\$74,841.00		\$0.00		\$0.00

DESCRIPTIVE LITERATURE: Yes or No	Y		
DELIVERY: Yes or No	Y		
AUTHORIZED DEALER: Yes or No	Y		
SERVICE FACILITY LOCATION:			
Location:	NEW BALTIMORE, MD		
Miles from Troy	19		
Response Time for Service Calls	48 HRS		
CONTACT INFORMATION: Name			
Name	PROMAXIMA		
Hours of Operation	8AM-5PM		
24 Hr. Phone	713-667-9606		
WARRANTY: (3) Years Minimum			
All Wear Items	Y		
All Parts & Labor Coverage	Y		
Free 2nd Day Parts Shipping	N		
Free Service call	N		
SUBCONTRACTORS: Yes or No	Y		
REFERENCES: Yes or No	Y		
INSURANCE:			
Can meet	Y		
Cannot meet			
PAYMENT TERMS:	NET 30		
EXCEPTIONS:	BLANK		
ACKNOWLEDGEMENT: Signed Yes or No	Y		
FORMS (5) Yes or No	Y		

ATTEST:
ENNA BACHELOR
BRIAN GOUL
SUSAN RIESTERER

 Mary Beth Murz,
 Purchasing Manager