



CITY COUNCIL AGENDA ITEM

Date: July 12, 2013

To: Brian Kischnick, City Manager

From: Mark F. Miller, Director of Economic and Community Development
 MaryBeth Murz, Purchasing Manager
 Carol K. Anderson, Temporary Recreation Director
 Brian E. Goul, Aquatics/Fitness Coordinator

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 sixteen (16) pieces of equipment (less trade-ins) that no longer have warranty coverage and are all past the useful life cycle.

Purchasing

On July 3, 2013, a bid opening was conducted as required by City Charter and Code for sixteen (16) 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. Two (2) bid responses were received. 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	10
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, All Pro Exercise of Farmington Hills, MI was the lowest bidder meeting specifications and is being recommended for the purchase of sixteen (16) pieces of physical fitness equipment.

Financial

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

Recommendation

City management recommends awarding a contract to purchase and install seven (7) New Matrix T5x Treadmills, four (4) new Matrix U3x Upright Cycles, two(2) Matrix E5x Ellipticals, and three (3) Matrix A5x Ascent Trainers at the Troy Community Center less Trade-ins of seven (7) Matrix T5x Treadmills, four (4) Matrix U3x Upright Cycles, two (2) Matrix E5x Ellipticals, and three (3) Matrix A5x Ascent Trainers to the lowest bidder meeting specifications, *All Pro Exercise of Farmington Hills, MI* for an estimated net total cost of \$54,685.00, all at prices contained in the bid tabulation dated July 3, 2013.

VENDOR NAME: DESCRIPTION	ALL PRO EXERCISE (bid as specified)		ALL PRO EXERCISE (alternate bid)		PRO MAXIMA (alternate bid)	
	Unit Cost	Total Cost	Unit Price	Total Cost	Unit Price	Total Cost
	ITEM #1 Seven (7) New Matrix T5x Treadmills	\$ 4,895.00	\$ 34,265.00	\$ 4,895.00	\$ 34,265.00	\$ 4,499.00
ITEM #2 Four (4) New Matrix U3x Upright Cycles	\$ 1,895.00	\$ 7,580.00	\$ 1,895.00	\$ 7,580.00	\$ 2,100.00	\$ 8,400.00
ITEM #3 Two (2) Matrix E5x Ellipticals	\$ 3,695.00	\$ 7,390.00	\$ 3,395.00	\$ 6,790.00	\$ 3,100.00	\$ 6,200.00
ITEM #4 Three (3) Matrix A5x Ascent Trainers	\$ 4,995.00	\$ 14,985.00	(alt #3 E3x) \$ 4,695.00	\$ 14,085.00	\$ 3,999.00	\$ 11,997.00
			(alt #4 A3x)			
TOTAL COST FOR NEW EQUIPMENT		\$ 64,220.00		\$ 62,720.00	\$ 58,090.00	\$ 58,090.00
ITEM #5 - PURCHASE OF CITY'S TEN (10) TRADE-INS						
Seven (7) Matrix T5x Treadmills	\$ 805.00	\$ 5,635.00	\$ 805.00	\$ 5,635.00	\$ 100.00	\$ 700.00
Four (4) Matrix U3x Upright Cycles	\$ 375.00	\$ 1,500.00	\$ 375.00	\$ 1,500.00	\$ 25.00	\$ 100.00
Two (2) Matrix E5x Ellipticals	\$ 600.00	\$ 1,200.00	\$ 600.00	\$ 1,200.00	\$ 50.00	\$ 100.00
Three (3) Matrix A5x Ascent Trainers	\$ 400.00	\$ 1,200.00	\$ 400.00	\$ 1,200.00	\$ 100.00	\$ 300.00
TOTAL TRADE-IN COST (Deduct from cost of new equipment)		\$ 9,535.00		\$ 9,535.00		\$ 1,200.00
ESTIMATED NET TOTAL AWARDED COST		\$ 54,685.00		\$ 53,185.00		\$ 56,890.00
BY AUGUST 30, 2013						
DELIVERY SCHEDULE:	Yes or No	Yes	Yes	Yes	Yes	Yes
AUTHORIZED DEALER	Yes or No	Yes	Yes	Yes	Yes	Yes
SERVICE FACILITY:	Location:	Plymouth, Township	Plymouth, Township	Houston, Texas		
	Miles	Approximately 40 miles	Approximately 40 miles	Out of State		
	Response	48 Hours	48 Hours	24-48 HOURS		
CONTACT INFORMATION:	Names	Dan Coyer/Don King	Dan Coyer/Don King	Pro Maxima Service		
	24Hr Phone	800.525.2739 X13	800.525.2739 X13	800.231.6652		
	Hrs of Operation	8am - 5pm	8am - 5pm	M-F 7am-6pm & Sat 8am-3pm		
WARRANTY: (3) Years Minimum						
	All Wear Items	Yes	Yes	Yes	Yes	Yes
	All Parts & Labor	Yes	Yes	Yes	Yes	Yes
	Free 2nd Day Parts	Yes	Yes	Yes	Yes	Yes
	Free Service call	Yes	Yes	Yes	Yes	Yes
	Document Marked	Yes	Yes	Yes	Yes	Yes
NO SUBCONTRACTORS:	Complies	Blank	Blank	Blank	Blank	Blank
INSURANCE:	Can meet	X	X	X	X	X
	Cannot meet					
PAYMENT TERMS:		Not Specified	Not Specified	Not Specified	Not Specified	Not Specified
EXCEPTIONS:		Blank	Blank	Blank	Blank	Blank
ALL OR NONE AWARD	Yes or No	Yes	Yes	Yes	Yes	Yes
ACKNOWLEDGEMENT: Signed	Yes or No	Yes	Yes	Yes	Yes	Yes

MaryBeth Murz,
Purchasing Manager

ATTEST:
Susan Reisterer
Brian Goul
Enna Bachelor

HIGHLIGHTED AREA DENOTES LOW BIDDER MEETING SPECIFICATIONS.