

July 20, 2005

To: John Szerlag, City Manager

From: John M. Lamerato, Assistant City Manager/Finance and Administration
Brian P. Murphy, Assistant City Manager /Services
Jeanette Bennett, Purchasing Director
Carol K. Anderson, Director of Parks and Recreation

Subject: **Agenda Item** - Bid Waiver –
Purchase of Thirteen Treadmills for the Troy Community Center

RECOMMENDATION

On January 10, 2005, Troy City Council approved a contract to purchase and install new physical fitness equipment at the Community Center from the lowest bidder meeting specifications, All Pro Exercise, Inc. of Farmington Hills, MI. (Resolution #2005-01-023-E4) All Pro Exercise, Inc. has agreed to provide the Community Center with thirteen (13) additional Precor treadmills at the original bid price of \$4,495.00 for each treadmill and \$225.00 each for the three-year maintenance agreement, less (13) trade-ins at \$800.00 each for an estimated net cost of \$50,960.00. City management recommends the purchase of fitness equipment from All-Pro Exercise, Inc., the only authorized Precor dealer in Michigan.

BACKGROUND

In March 2002, the Community Center opened a fitness room, which included thirteen (13) Life Fitness treadmills. Based on the maintenance we have done on the initial purchase of treadmills, the normal cycle to replace this type of equipment is three years. The Life Fitness equipment is encountering more needed repairs, which results in more equipment downtime due to waiting for parts. This also includes additional costly repairs.

The City recently purchased eight (8) Precor treadmills from All-Pro Exercise, Inc. in March 2005, which are currently in use at the Community Center. Other facilities that use Precor treadmills are in the Township of Canton, more than ten YMCA's, the Jewish Community Center and others. All Pro has provided excellent service with a 24-hour response time.

WHY PURCHASE THIS EQUIPMENT

- Touch Sensitive control board has greater reliability & functionality
- Patented design integrated "foot plant technology" much less joint stress
- Strongly recommended by users
- Ease of use and familiarity to users
- Used more, repaired less
- Wider population range of users, then other cardio equipment.

July 20, 2005

To: John Szerlag, City Manager
Re: Bid Waiver – Purchase and Trade-In of Treadmills

MARKET SURVEY

Several fitness equipment vendors were contacted to see if they would accept a trade-in if new equipment was purchased. The response received indicated willingness to trade-in, but at a reduced rate ranging from \$175 - \$300 per unit verses the \$800 All Pro Exercise will allow.

BUDGET

Funds are available in the Community Center Capital Account for Annex Equipment #401755.7978.045.

Prepared by: John Hug Gym/Fitness Coordinator

Quotation

All-Pro Exercise, Inc.
 24166 Haggerty Road
 Farmington Hills, MI 48335
 248-442-7777

Quote Number:
 m134

Quote Date:
 Jul 11, 2005

Page:
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Quoted to:

Troy Community Center
 3179 Livernois
 Troy, MI 48098
 248 524-3484

Customer ID	Good Thru	Payment Terms	Sales Rep
TroyCC	8/10/05	Net 30 Days	D.Smith

Quantity	Item	Description	Unit Price	Extension
13.00	Precor C956i	Treadmill-List \$7195.00	4,495.00	58,435.00
13.00	Precor W899303	3/3TreadExtndWrnty - List \$525	225.00	2,925.00
13.00		Life Fitness TR9500 Next Generation Treadmills-Ser#'s HTL351356,HTL351359	800.00	-10,400.00
			Subtotal	50,960.00
			Sales Tax	
			Total	50,960.00

E-1b Address of "E" Items Removed for Discussion by City Council and/or the Public

E-2 Approval of City Council Minutes

Resolution #2005-01-023-E-2

RESOLVED, That the Minutes of the Special Meeting of December 20, 2004 and the Minutes of the Regular Meeting of December 20, 2004, be **APPROVED** as submitted.

E-3 Proposed City of Troy Proclamation(s): No Proclamations Submitted

E-4 Standard Purchasing Resolution 2 – Bid Award: Lowest Bidder Meeting Specifications – Physical Fitness Equipment

Resolution #2005-01-023-E-4

RESOLVED, That a contract to purchase and install new physical fitness equipment at the Community Center and Police Department is hereby **AWARDED** to the lowest bidder meeting specifications, All Pro Exercise, Inc. of Farmington Hills, MI, at an estimated net total cost of \$72,760.00 including trade-ins, at unit prices contained in the attached bid tabulation dated November 18, 2004, and accompanying schedule of values.

BE IT FURTHER RESOLVED, That the award is contingent upon the vendor submission of proper contract and bid documents, including insurance certificates, and all other specified requirements.

E-5 Standard Purchasing Resolution 2 – Bid Award: Lowest Bidder Meeting Specifications – Bare Root Street Trees - Installed

Resolution #2005-01-023-E-5

RESOLVED, That a contract to furnish and install 2,500 bare root street trees, in the Spring of 2005, is hereby **AWARDED** to the lowest bidder meeting specifications, Marine City Nursery of Marine City, MI, for an estimated total cost of \$410,000.00, and a second contract be **ISSUED** to SS Seeding, Inc. of Oxford, MI, for 900 additional trees totaling \$90,000.00, at unit prices contained in the attached bid tabulation opened December 7, 2004, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

BE IT FURTHER RESOLVED, That the awards are contingent upon contractor(s) submission of properly executed bid and contract documents, including bonds, insurance certificates, and all other specified requirements.

Opening Date -- 11-18-04
 Date Prepared -- 12/13/04

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

VENDOR NAME:

* ALL PRO	* ALL PRO	FITNESS
EXERCISE	EXERCISE	THINGS INC
"A"	"B"	

PROPOSAL: PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER AND POLICE DEPARTMENT

DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
PROPOSAL A:			
COMMUNITY CENTER			
Eight (8) Treadmills, Precor 956i or approved alternate	\$ 4,495.00	\$ (3,795.00)	\$ 4,676.40
	* \$ 35,960.00	DMS	DMS
Quoting on:	956i	L9 CARDIO	530T PROT
Manufactured by:	PRECOR	LANDICE	CYBEX
Dimensions:	EXACT SPECS	32"X82"	32WX79L
MAINTENANCE:			
Year 1:	N/C	N/C	N/C
Year 2:	* \$ 900.00	\$ 900.00	N/C
Year 3:	* \$ 900.00	\$ 900.00	N/C
Total for Proposal A:	\$ 37,760.00	DMS	DMS
		\$ (32,160.00)	\$ (37,411.20)
PROPOSAL B:			
POLICE WEIGHT ROOM			
Furnish and install Fitness Equipment in accordance with specifications			
COMPLETE FOR THE SUM OF:	\$ 29,066.00	\$ * 26,700.00	\$ 28,738.45
LESS: Equipment Trade-in	\$ (1,500.00)	\$ * (1,500.00)	\$ (1,500.00)
NET TOTAL for Proposal B:	\$ 27,566.00	\$ * 25,200.00	\$ 27,238.45
OPTIONAL EQUIPMENT			
COMPLETE FOR THE SUM OF:	\$ 8,168.00	\$ * 8,178.00	\$ 11,484.92
GRAND TOTAL OF A, B, & OPTIONAL EQUIPMT.	\$ 73,494.00	N/A	N/A
SCHEDULE OF VALUES: Y or N	YES	YES	YES
DESCRIPTIVE LITERATURE: Y or N	YES	YES	YES
INSURANCE: Can meet	XX	XX	XX
Cannot meet			
COMPLETION SCHEDULE: No later than	80 days	80 days	60 days
SITE INSPECTION: Police DATE	9/9/04	9/9/04	11/5/04
Comm. Ctr DATE	9/2/04	9/2/04	11/5/04
TERMS:	NET 30	NET 30	NET 30 DAYS
WARRANTY: Police Equipment	ATTACHED TO BID	ATTACHED TO BID	3 YEARS

Opening Date -- 11-18-04
 Date Prepared -- 12/13/04

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

VENDOR NAME:	* ALL PRO EXERCISE "A"	* ALL PRO EXERCISE "B"	FITNESS THINGS INC	
DELIVERY:	2 WEEKS - CARDO 4-10 WKS-STRENGTH	2 WEEKS 4-10 WEEKS	60 DAYS	
EXCEPTIONS:	LISTED IN BID	LISTED IN BID	BLANK	
ACKNOWLEDGEMENT: Completed Y / N	YES	YES	YES	
ADDENDUM 1 Y or N	YES	YES	YES	

NO BID:
Cannon Sports Inc
Rainbow Sports & Trophies

*** DENOTES LOWEST ACCEPTABLE BIDDER**

ATTEST:
Donald Ostrowski
John Hug
Cheryl Morrell
Linda Bockstanz

 Jeanette Bennett
 Purchasing Director

Opening Date -- 11-18-04
 Date Prepared -- 12/13/04

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

VENDOR NAME:

SOURCELINQ	EXERCISE	WATE-MAN	
	WAREHOUSE	FITNESS EQUIP	
DMS	DMS	DMS	

PROPOSAL: PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER AND POLICE DEPARTMENT

DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
PROPOSAL A:			
COMMUNITY CENTER			
Eight (8) Treadmills, Precor 956i or approved alternate	\$ (3,794.00) DMS	\$ (3,999.00) DMS	\$ (3,995.00) DMS
Quoting on:	6310	L9	SUPER TREAD ST-4600HRT
Manufactured by:	SPORTS ART	LANDICE	NORAMCO
Dimensions:	BLANK	BLANK	34"X90"
MAINTENANCE:			
Year 1:	\$ -	0	\$ -
Year 2:	\$ -	0	\$ 350.00
Year 3:	\$ 1,000.00	0	\$ 550.00
Total for Proposal A:	DMS	DMS	DMS
	\$ (31,352.00)	\$ (31,992.00)	\$ (32,860.00)
PROPOSAL B:			
POLICE WEIGHT ROOM			
Furnish and install Fitness Equipment in accordance with specifications	\$ (23,488.00) DMS	NO BID	NO BID
COMPLETE FOR THE SUM OF:			
LESS: Equipment Trade-in	\$ (500.00)		
NET TOTAL for Proposal B:	DMS	NO BID	NO BID
	\$ (22,988.00)		
OPTIONAL EQUIPMENT			
COMPLETE FOR THE SUM OF:	\$ (7,624.00)	NO BID	NO BID
GRAND TOTAL OF A, B, & OPTIONAL EQUIPMT.			
	DMS	N/A	N/A
	\$ (61,964.00)		
SCHEDULE OF VALUES: Y or N	YES	NO	NO
DESCRIPTIVE LITERATURE: Y or N	YES	YES	YES
INSURANCE: Can meet Cannot meet	XX	XX	XX
COMPLETION SCHEDULE: No later than	BLANK	14 days	30 days
SITE INSPECTION: Police DATE Comm. Ctr DATE	NO NO	NO 10/25/04	NO NO
TERMS:	BLANK	NET 30	2% 10 Days Net 30 Days
WARRANTY: Police Equipment	BLANK	N/A	N/A

Opening Date -- 11-18-04
 Date Prepared -- 12/13/04

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

VENDOR NAME:	SOURCELINQ	EXERCISE	WATE-MAN	
		WAREHOUSE	FITNESS EQUIP	
	DMS	DMS	DMS	
DELIVERY:	20 DAYS	BLANK	BLANK	
EXCEPTIONS:	ATTACHED TO BID	BLANK	ATTACHED TO BID	
ACKNOWLEDGEMENT: Completed Y / N	YES	YES	YES	
ADDENDUM 1 Y or N	NO	NO	NO	



Downloading History for ITB-cot 04-41FitnessEqmt

The report below shows all fax and e-mail vendors that matched this document when it was originally issued. It also shows all vendors that have downloaded or ordered the document and any subsequent amendments as of 12/13/2004.

Document Title:	Physical Fitness Equipment for Police & Community Center
Date Issued:	10/20/2004
Close Date:	11/18/2004
Date Amendment #1 was Issued:	11/9/2004

Click on the table headings for "Account Number" or "Company name" to re-sort this report by that column. You may also click on any vendor account number to view their account information.

Acct #	Company Name	Service	Date Obtained Document	Date Obtained Amendments
13998	ABM Janitorial Services	Free	11/2/2004	
16603	Ad-Tech Agency Inc.	E-mail		
15120	All-Pro Exercise, Inc.	Fax	10/21/2004	#1 11/9/2004
16743	American Playground Corp.	Free	11/9/2004	
13031	Anaconda Sports	E-mail	10/20/2004	
10481	Angers Equipment Company, Inc	E-mail	10/21/2004	
12765	Aress Corporation	E-mail	10/22/2004	
19065	BEC International	Free	11/2/2004	
10988	Bill Fritz Sports Corporation	Free	10/20/2004	
19172	C-Mark Services, Inc.	Free	11/2/2004	
12704	Cannon Sports Inc.	E-mail	11/13/2004	
17830	CI Apparel	Free	11/8/2004	
14715	Ebon Group LLC	E-mail		
12616	Exercise Warehouse, Inc	Free	11/11/2004	#1 11/9/2004
19102	Fit Equip Commercial	Free	10/26/2004	
12053	Fitness Things, Inc.	E-mail	11/4/2004	#1 11/15/2004
14017	Flaghouse	Free	11/3/2004	
11536	Good Sport	E-mail	11/9/2004	
11071	Hamilton Uniforms	E-mail		
11766	HES STALLINGS-JULIEN SALES &	E-mail	11/9/2004	

	SERVICE			
13808	Hoyle Athletic Supply, Inc.	E-mail	10/20/2004	
15538	Joe A. Copperstone, Co. Inc	E-mail		
15113	KLM Bike & Fitness, Inc.	E-mail	11/14/2004	#1 11/14/2004
19124	Lifefitness, Inc.	Free	10/29/2004	
18155	Majestic Sales	E-mail	10/20/2004	
18911	McNish Sporting Goods & Trophies, Inc.	E-mail		
10194	Net Connection, Inc.	E-mail		
18093	Noramco USA	E-mail	10/20/2004	
11936	Northside True Value Hardware	Fax		#1 11/9/2004
11373	Play Mart Inc.	E-mail		
16120	PlaySmart Recreational Construction Inc.	Free	10/21/2004	
10970	ProMaxima MFG., LTD	E-mail	10/21/2004	
17958	Rainbow Sports & Trophies	E-mail	10/20/2004	
10972	School Specialty Inc. (Acct. 1of8)	E-mail	11/10/2004	
16758	ShayLeslie Corp DBA Gaffey & Associates	E-mail		
15696	Sourcelinq LLC	Free	11/10/2004	#1 11/10/2004
13340	SPECIAL EVENTS PARTY RENTAL	Free	10/27/2004	
15260	Sportable Scoreboards	E-mail		
17718	Team Sports Inc.	E-mail	10/20/2004	
17813	The Emption Group	E-mail		
19107	True Fitness	Free	10/27/2004	
12658	Tuff Stuff aka Task Industries	E-mail		#1 11/10/2004
16682	V.T.L., Inc. d/b/a Tumbl Trak	E-mail		
18767	Wate-Man Fitness Equipment, Inc.	Free	10/20/2004	

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