



CITY COUNCIL ACTION REPORT

May 11, 2009

TO: John Szerlag, Acting City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration
Susan A. Leirstein, Purchasing Director
Carol K. Anderson, Parks and Recreation Director

SUBJECT: Bid Waiver: Troy Community Center Strength Equipment Purchase

Background

- In January 2003, the Troy Community Center purchased (10) pieces of Keiser brand strength equipment. The Keiser equipment was reconditioned at the time of purchase and expected to last 5-7 years.
- The equipment is now scheduled to be replaced with new commercial grade strength equipment.
- The City has determined Matrix equipment to be commercial grade quality and favored by users of the Community Center when compared to the Keiser equipment.
- Informal quotes were taken from suppliers in the Midwest including Matrix, the manufacturer. It was discovered that because freight costs are based on weight, it is more expensive, even from the manufacturer to have the equipment shipped from out-of-state.
- Therefore, All Pro Exercise of Farmington Hills is being recommended at an estimated total cost of \$16,000.00, as detailed on the quotation dated 4/30/2009 for the following reasons –
 - Only authorized distributor in Michigan for Matrix equipment.
 - Local service facility in Farmington Hills
 - Preferred customer and freight discounts
 - Only supplier to offer a trade-in on the Keiser equipment

Financial Considerations

- Funding for the purchase of strength equipment is available in the Parks and Recreation equipment supplies account # 101.751.31.755.7740.010

Legal Considerations

- Formal bidding procedures are waived, as no benefit would be derived from soliciting formal bids.

Policy Considerations

- Troy continues to enhance the health and safety of the community. (Outcome Statement I)
- Troy adds value to properties through upgrades of equipment to enhance quality of life. (Outcome Statement II)

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

QUOTATION

Quote Number: Troy P&R w/tradein
 Quote Date: Apr 30, 2009
 Page: 1

Voice: 248-442-7777
 Fax: 248-442-7779

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

Customer ID	Good Thru	Payment Terms	Sales Rep
TroyCC	5/30/09	Net 30 Days	KingD

Quantity	Item	Description	Unit Price	Amount
1.00	Matrix G3S23	Convq Shoulder List \$3,450	3,450.00	3,450.00
1.00	Matrix G3S70	Leg Press - List \$5,450	5,450.00	5,450.00
1.00	Matrix G3S50	Abdominal - List \$3,250	3,250.00	3,250.00
1.00	Matrix G3S72	Seated Leg Curl - List \$3,350	3,350.00	3,350.00
1.00	Matrix G3FW52	Back Extension List \$665	665.00	665.00
1.00	Matrix G3S55	Rotary Torso - List \$3,450	3,450.00	3,450.00
1.00	Matrix G3S42	Seated Dip - List \$3,350	3,350.00	3,350.00
1.00		All-Pro preferred customer discount.	7,075.00	-7,075.00
1.00		Inbound freight.	1,590.00	1,590.00
1.00		All-Pro Freight discount	890.00	-890.00
1.00		Deliver, equipment moving and set up.	390.00	390.00
1.00		Trade-in Keiser Strength circuit: Hip Add, Hip Abd, Low Back, Leg Extn, Upper Back, Chest Press, Chest Fly, Lat Pull, Abdom, Leg Press.	1,000.00	-1,000.00
			Subtotal	15,980.00
			Sales Tax	
			TOTAL	15,980.00

KC FITNESS SERVICE

Chicagolands Fitness Equipment Experts

654 Milwaukee Ave.
Prospect Hts., IL 60070
Phone: (847) 215-7775
Fax: (847) 215-8801

Prepared for: Mr. John Hug
Troy Community Center
3179 Livernois
Troy, MI 48098

Phone: 248-524-3484
HugJD@troymi.gov

QUOTATION

Estimated Install Date:

Qty	Manufacturer	Description	Unit Price	Total Price
1	Matrix G3S23	Convq Shoulder	\$ 3,450.00	\$ 3,450.00
1	Matrix G3S70	Leg Press	\$ 5,450.00	\$ 5,450.00
1	Matrix G3S50	Abdominal	\$ 3,250.00	\$ 3,250.00
1	Matrix G3S72	Seated Leg Curl	\$ 3,350.00	\$ 3,350.00
1	Matrix G3FW52	Back Extension	\$ 665.00	\$ 665.00
1	Matrix G3S55	Rotary Torso	\$ 3,450.00	\$ 3,450.00
1	Matrix G3S42	Seated Dip	\$ 3,350.00	\$ 3,350.00
1		KC Fitness Preferred Customer Discount	\$ (5,990.00)	\$ (5,990.00)
10	Keiser	NO TRADE IN ALLOWANCE	\$ 00	\$ 00
1		Inbound Freight	\$ 1,600.00	\$ 1,600.00
1		Delivery & Installation	\$ 500.00	\$ 500.00

Date: 5/6/2009

Product Total: \$ 18,575.00

Quoted By: John Andriola

Tax: Exempt

Terms: 50% Down / 50% At Delivery

Customer Approval: _____

Date Approved: _____

Total Due: \$ 18,575.00

This quotation is not a general price list, and is valid only with respect to the specific transaction for which it was generated, and only for the quantities set forth above. This quotation is valid for 30 days. Thereafter it is subject to change without notice.



Johnson Health Tech North America

1610 Landmark Drive - - Cottage Grove, WI 53527

Phone: 608-839-1198 - Fax: 608-839-5688 - Email: chris.kohlhoff@matrixfitness.com

QUOTE

Date	Quote #
05/06/09	MLMQ3108

Sold To: Troy Community Center

3179 Livernois
Troy, MI 48098
USA

Ship To: Troy Community Center

3179 Livernois
Troy, MI 48098
USA

USA
Phone: 248-524-3484
Fax:

USA
Phone: 248-524-3484
Fax:

Freight: Inside Delivery & Installation / Debris Removal

Terms	Issued By	NA Acct. #	Ship Via
100% PTS	Danielle De		

Ln #	Qty	Description	Unit List	Unit Price	Ext. Price
1	1	Matrix Converging Shoulder Press - G3S23P	\$3,450.00	\$2,850.00	\$2,850.00
2	1	Matrix Leg Press - G3S70P	\$5,450.00	\$4,850.00	\$4,850.00
3	1	Matrix Abdominal - G3S50P	\$3,250.00	\$2,650.00	\$2,650.00
4	1	Matrix Seated Leg Curl - G3S72P	\$3,350.00	\$2,750.00	\$2,750.00
5	1	Matrix Back Extension Bench - G3FW52P	\$665.00	\$665.00	\$665.00
6	1	Matrix Rotary Torso - G3S55P	\$3,450.00	\$2,850.00	\$2,850.00
7	1	Matrix Seated Dip - G3S42P	\$3,350.00	\$2,750.00	\$2,750.00
8	0	No TRADE-IN on 10 pc Keiser Circuit	\$0.00	\$0.00	\$0.00

SubTotal	\$19,365.00
Sales Tax	\$0.00
Fr/Asm/Del	\$2,435.00

FRAME COLOR:

UPHOLSTERY:

Total (USD)	\$21,800.00
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