



CITY COUNCIL ACTION REPORT

June 14, 2010

TO: John Szerlag, City Manager

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

SUBJECT: Standard Purchasing Resolution 2: Bid Award – Lowest Bidder Meeting Specifications - Fitness Equipment

Background

- On June 4, 2010, bids were received and opened for ITB-COT10-21 to provide physical fitness equipment for the Troy Community Center less Trade-Ins.
- This equipment will replace equipment that is past its warranty period.
- 32 vendors were notified via the MITN system with five bids received; as well as one late bid submittal.
- Of the bids submitted, there was only one item on the bid that met specifications. The two companies that submitted bids were Direct Fitness Solutions LLC which submitted three proposals and Fitness Things Inc which submitted two options.
- The bids were examined and compared to the bid specifications for the Matrix #E5xc Total Body Ellipticals, Matrix #R3X Recumbent Bike, Matrix #H3x Hybrid Cycle, and the Octane #4700 Smart Stride Ellipticals.
- Of the three proposals from Direct Fitness Solutions, LLC and two options received from Fitness Things, many of the alternatives did not meet the requested specifications.
 - Item #1 Three (3) Matrix #E5xc Total Body Ellipticals: Proposal C from Direct Fitness Solutions, LLC for the Precor 534i Experience was the lowest bid for this item but did not meet specifications due to the fact that it is not self powered. Proposal A from Direct Fitness Solutions LLC for the Precor 556i Experience was the second lowest bid and meets our specifications.
 - Item #2 Five (5) Matrix #R3X Recumbent Bikes: None of the proposals or options submitted met our specifications. Proposal C from Direct Fitness Solutions, LLC for the Tag Fitness 9GR Recumbent Bike was the lowest bid for this item but did not meet specifications due to the unit not having a step through design or commercial level watt range. Proposals A & B from Direct Fitness Solutions, LLC for the Precor 842i or 846i Experience were the next lowest bids and do not meet specifications due to the lack of a step through design. Option #1 from Fitness Things Inc for the Cybex 750R could not be considered for award because of their all or none award stipulation. In addition, Option #2 from Fitness Things does not meet the commercial level wattage specifications.
 - Item #3 Two (2) Matrix #H3x Hybrid Cycle: None of the proposals or options submitted met our specifications due to the other alternative units lacking a 45 degree angle for riding, which is beneficial for seniors and those requiring therapy.
 - Item #4 Two (2) Octane #4700 Smart Stride Elliptical: None of the proposals or options submitted met our specifications due to the other alternative units lacking the electronically adjustable/ customizable stride length feature, which is specialty equipment beneficial to seniors and those requiring therapy.

June 14, 2010

To: John Szerlag, City Manager

Re: Bid Award – Lowest Bidder Meeting Specifications - Fitness Equipment

Financial Considerations

- The department has funds budgeted in the Parks and Recreation Community Center General Operating Supplies account # 101.751.31.755.7740.010

Legal Considerations

- ITB-COT10-21 to provide twelve (12) pieces of cardiovascular equipment less trade-ins for the Troy Community Center was competitively bid as required by City Charter and Code.
- Vendors were given the opportunity to respond with their level of interest in providing the specified cardiovascular equipment.

Options

- City management recommends awarding a contract to purchase and install three (3) Precor 556i Experience for the Troy Community Center to the lowest acceptable bidder meeting specifications, Direct Fitness LLC of Mundelein, IL for an estimated net total cost of \$10,185.00 including trade-ins, at prices contained in the bid tabulation dated June 4, 2010.
- In addition, City management recommends rejection of bids for Item #2 - five (5) MatrixR3X Recumbent Bikes, Item #3 for two (2) MatrixH3x Hybrid Cycles, Item #4 for two (2) Octane #4700 Smart Stride Ellipticals and the balance of Item #5 for Trade-ins due to alternative units not meeting specifications or an all or none award stipulation.

Opening Date -- 6/4/10
Date Prepared -- 6/4/10

CITY OF TROY
BID TABULATION
PHYSICAL FITNESS EQUIPMENT

VENDOR NAME: jh/sl

(All or None Award)

Direct Fitness Solutions, LLC	Direct Fitness Solutions, LLC	Direct Fitness Solutions, LLC	Fitness Things Inc
Proposal A (1)	Proposal B (2)	Proposal C (3)	Option #1

PROPOSAL: VARIOUS PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER LESS TRADE-INS

DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
ITEM #1			DMS	
Three (3) Matrix #E5xc Total Body Ellipticals or approved alternate	\$ 3,895.00	\$ 3,995.00	\$ 3,395.00	\$ 5,000.00
Quoting on:	556i Experience	546i Experience	534i Experience	Cybox Arc Trainer
Manufactured by:	Precor	Precor	Precor	Cybox
Model Number:	556i	546i	534i	750 A
ITEM #2			DMS	
Five (5) Matrix #R3X Recumbent Bike or approved alternate	\$ 2,295.00	\$ 1,895.00	\$ 1,595.00	\$ 2,280.00
Quoting on:	846i Experience	842i Experience	9GR Recumbent Bike	Cybox 750 R
Manufactured by:	Precor	Precor	Tag Fitness	Cybox
Model Number:	846i R	842i R	9GR	750 R
ITEM #3			DMS	
Two (2) Matrix #H3x Hybrid Cycle or approved alternate	\$ 1,950.00	\$ 1,695.00	\$ 1,450.00	\$ 2,690.00
Quoting on:	846i Experience	842i Experience	9GU Upright Bike	Sci Fit ISO 1000
Manufactured by:	Precor	Precor	Tag Fitness	Sci Fit
Model Number:	846i U	842i U	9GU	ISO 1000 R
ITEM #4			DMS	
Two (2) Octane #4700 Smart Stride Elliptical or approved alternate	\$ 3,895.00	\$ 3,995.00	\$ 3,395.00	\$ 4,150.00
Quoting on:	556i Experience	546i Experience	532i Experience	True CS 800L2W
Manufactured by:	Precor	Precor	Precor	Blank
Model Number:	556i	546i	532i	Blank
EST. Sub- Total Cost:	\$ 34,850.00	\$ 32,840.00	\$ 27,850.00	\$ 40,080.00
ITEM #5				
PURCHASE OF CITY'S (18) TRADE-INS				
Six (6) Life Fitness - Recumbent Bikes	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (100.00)
Three (3) Life Fitness Version 3 Upright Bikes	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (100.00)
Two (2) Life Fitness Version 4 Upright Bikes	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (100.00)
Two (2) Life Fitness HR Elliptical	\$ (300.00)	\$ (300.00)	\$ (300.00)	\$ (250.00)
Two (2) Precor EFX-554i Elliptical	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (300.00)
Two (2) Precor EFX-546i Elliptical	\$ (500.00)	\$ (500.00)	\$ (500.00)	\$ (300.00)
One (1) Stair Master 4600	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ -
* See Addendum B	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (2,800.00)
Total to Deduct:	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (2,800.00)
ESTIMATED NET TOTAL COST:	\$ 29,850.00	\$ 27,840.00	\$ 22,850.00	\$ 37,280.00
AUTHORIZED DEALER: Yes or No	Yes	Yes	Yes	Yes

(All or None Award)

VENDOR NAME:		Direct Fitness Solutions, LLC Proposal A (1)	Direct Fitness Solutions, LLC Proposal B (2)	Direct Fitness Solutions, LLC Proposal C (3)	Fitness Things Inc Option #1
DESCRIPTIVE LITERATURE	Yes or No Attached	Addendum A	Addendum A	Addendum A	Option #1
DELIVERY SCHEDULE:	Yes or No Can Meet	Yes	Yes	Yes	Yes
SERVICE FACILITY:	Location:	Manchester, MI	Manchester, MI	Manchester, MI	Plymouth, MI
	Miles	80 miles	80 miles	80 miles	41.4 miles
	Response	24 - 48 Hrs	24 - 48 Hrs	24 - 48 Hrs	24 - 48 Hrs
CONTACT INFORMATION:	Names	Jack Summers Mark Kwiatkowski	Jack Summers Mark Kwiatkowski	Jack Summers Mark Kwiatkowski	Kristen Tassielli Rachelle Lohrer
	24Hr Phone	734-478-6633	734-478-6633	734-478-6633	734-891-0015
	Hrs of Oper	8 AM to 5 PM	8 AM to 5 PM	8 AM to 5 PM	10 AM to 7 PM
WARRANTY: (3) Years Minimum		Yes or No	Yes or No	Yes or No	Yes or No
	All Wear Items	Yes	Yes	Yes	Yes
	All Parts & Labor	Yes	Yes	Yes	Yes
	Free 2nd Day Parts	Yes	Yes	Yes	Yes
	Free Service call	Yes	Yes	Yes	Yes
	Document Marked	No Extra Charge	No Extra Charge	No Extra Charge	N/A
NO SUBCONTRACTORS:	Yes or No Complies	Yes	Yes	Yes	Yes
INSURANCE:	Can meet Cannot meet	XX	XX	XX	XX
PAYMENT TERMS:		Blank	Blank	Blank	Net 30
WARRANTY:		AS SPECIFIED			
EXCEPTIONS:		See Addendum "B & C" Attached To Bid	Blank	Blank	N/A
ALL OR NONE AWARD	Yes or No	*Yes	Yes	Yes	Yes
ACKNOWLEDGEMENT:	Yes or No	Yes	Yes	Yes	Yes

* Addendum B - City has the right to Mix and Match these three proposals and will only accept trade-ins in proportion to items purchased.

ATTEST:
John Hug
Diane Fisher
Linda Bockstanz

Susan Leirstein, CPPO CPPB
Purchasing Director

Opening Date -- 6/4/10
 Date Prepared -- 6/4/10

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT
 (All or None Award)

VENDOR NAME:

jh/sl

Fitness Things			
Inc			
Option #2			

PROPOSAL: VARIOUS PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER LESS TRADE-INS

DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
ITEM #1				
Three (3) Matrix #E5xc Total Body Ellipticals or approved alternate	\$ 4,150.00			
Quoting on:	True CS800 L2W			
Manufactured by:	TRUE			
Model Number:	CS800L2W			
ITEM #2				
Five (5) Matrix #R3X Recumbent Bike or approved alternate	\$ 2,000.00			
Quoting on:	True RCS800R2W			
Manufactured by:	TRUE			
Model Number:	RCS800R2W			
ITEM #3				
Two (2) Matrix #H3x Hybrid Cycle or approved alternate	\$ 2,690.00			
Quoting on:	846i Experience	842i Experience		
Manufactured by:	Sci Fit			
Model Number:	ISO 1000 R			
ITEM #4				
Two (2) Octane #4700 Smart Stride Elliptical or approved alternate	\$ 4,150.00			
Quoting on:	True CS800L2W			
Manufactured by:	TRUE			
Model Number:	CS800L2W			
EST. Sub- Total Cost:	\$ 36,130.00			
ITEM #5				
PURCHASE OF CITY'S (18) TRADE-INS				
Six (6) Life Fitness - Recumbent Bikes	\$ (100.00)			
Three (3) Life Fitness Version 3 Upright Bikes	\$ (100.00)			
Two (2) Life Fitness Version 4 Upright Bikes	\$ (100.00)			
Two (2) Life Fitness HR Elliptical	\$ (250.00)			
Two (2) Precor EFX-554i Elliptical	\$ (300.00)			
Two (2) Precor EFX-546i Elliptical	\$ (300.00)			
One (1) Stair Master 4600	\$ -			
Total to Deduct:	\$ (2,800.00)			
ESTIMATED NET TOTAL COST:	\$ 33,330.00			
AUTHORIZED DEALER:	Yes or No	Yes		

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT
 (All or None Award)

VENDOR NAME:		Fitness Things			
		Inc			
		Option #2			
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DESCRIPTIVE LITERATURE	Yes or No	Option #2			
	Attached				
DELIVERY SCHEDULE:	Yes or No	Yes			
	Can Meet				
SERVICE FACILITY:	Location:	Plymouth, MI			
	Miles	41.4 miles			
	Response	24 - 48 Hrs			
CONTACT INFORMATION:	Names	Kristen Tassielli			
		Rachelle Lohrer			
	24 Hr Phone	734-891-0015			
	Hrs of Oper	10 AM to 7 PM			
WARRANTY: (3) Years Minimum		Yes or No			
	All Wear Items	Yes			
	All Parts & Labor	Yes			
	Free 2nd Day Parts	Yes			
	Free Service call	Yes			
	Document Marked	N/A			
NO SUBCONTRACTORS:	Yes or No	Yes			
	Complies				
INSURANCE:	Can meet	XX			
	Cannot meet				
PAYMENT TERMS:		Net 30			
WARRANTY:		AS SPECIFIED			
EXCEPTIONS:		N/A			
ALL OR NONE AWARD	Yes or No	Yes			
ACKNOWLEDGEMENT:	Yes or No	Yes			

HIGHLIGHTED AREAS DENOTES LOWEST ACCEPTABLE BIDDER