



CITY COUNCIL AGENDA ITEM

Date: September 2, 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 Bidders Meeting Specifications
Fitness Equipment

Background

On August 25, 2010, bids were received and opened for ITB-COT10-28 to provide fitness equipment for the Troy Community Center less trade-ins. This equipment will replace equipment that is past its warranty period and is consistent with our policy to maintain up-to-date equipment for the Community Center fitness room customers.

There were 33 vendors notified via the MITN system with two bids received, as well as one statement of no bid.

Two companies submitted bids: Direct Fitness Solutions, LLC and All Pro Exercise. The bids were examined and Direct Fitness Solutions, LLC did not meet specifications on Item #1- Item #5, as no substitutions were allowed, due to an already diverse equipment base. All Pro Exercise submitted a no bid on Item #6 and both companies submitted prices for Item #7.

Bid specifications included a one (1) for two (2) exchange on equipment. For every new piece of equipment purchased by the City from a vendor, that vendor will be required to purchase (2) two trade-ins from the 27 pieces of equipment listed in Item #8.

Recommendation

City management recommends awarding a contract to purchase and install two (2) Octane Pro #3700 Ellipticals, one (1) Octane #4700 Smart Stride Elliptical, one (1) Octane Xride XR6000 Seated Elliptical Cross Trainer, two (2) Matrix #E5xc Total Body Ellipticals, and three (3) Matrix #A3x Ascent Trainers for the Troy Community Center to the lowest bidder meeting specifications, All Pro Exercise of Farmington Hills, MI for an estimated net total cost of \$26,755.00 including trade-ins, at prices contained in the bid tabulation dated August 25, 2010.

In addition, City management recommends awarding a contract to purchase and install three (3) PreCor AMT #100i Ellipticals, and one (1) SciFit RST #7000 Seated Stepper for the Troy Community Center to the lowest bidder, Direct Fitness Solutions, LLC of Mundelein, IL for an estimated net total cost of \$11,135.00 including trade-ins, at prices contained in the bid tabulation dated August 25, 2010.



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To: John Szerlag, City Manager
Re: Bid Award – Fitness Equipment

Fund Availability

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

G:/Bid Award 10-11 New Format/Award Standard Purchasing Resolution 2 - Fitness Equipment ITB-COT 10-28 09.10.doc

Opening Date -- 8/25/10
 Date Reviewed - 8/30/10

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

VENDOR NAME: sl

| | | | |
|-------------------------|-----------------------|--|--|
| All Pro Exercise | Direct Fitness | | |
| | Solutions, LLC | | |
| | | | |

**PROPOSAL: PURCHASE NEW PHYSICAL FITNESS EQUIPMENT FOR TROY COMMUNITY CENTER LESS TRADE-INS
 -- NO SUBSTITUTIONS ALLOWED --**

| DESCRIPTION | UNIT PRICE | UNIT PRICE | UNIT PRICE | UNIT PRICE |
|--|---------------|---------------------------|----------------------------|------------|
| ITEM #1 | | | | |
| Two (2) Octane Pro #3700 Ellipticals | \$ 3,795.00 | DMS | | |
| ITEM #2 | | | | |
| One (1) Octane #4700 Smart Stride Ellipticals | \$ 4,295.00 | DMS | | |
| ITEM #3 | | | | |
| One (1) Octane Xride XR 6000 Seated Elliptical Cross Trainer | \$ 3,795.00 | DMS | | |
| ITEM #4 | | | | |
| Two (2) Matrix #E5xc Total Body Elliptical | \$ 3,395.00 | DMS | | |
| ITEM #5 | | | | |
| Three (3) Matrix #A3x Ascent Trainers | \$ 4,695.00 | DMS | | |
| ITEM #6 | | | | |
| Three (3) PreCor AMT#100i Ellipticals | No Bid | \$ 5,695.00 | | |
| ITEM #7 | | | | |
| One (1) SciFit RST #7000 Seated Stepper | \$ 3,895.00 | \$ 3,550.00 | | |
| SUB-TOTAL AWARDED ITEMS: | \$ 36,555.00 | \$ 20,635.00 | | |
| ITEM #8 | | | | |
| PURCHASE OF CITY'S (27) TRADE-INS | | | | |
| Six (6) Life Fitness - Recumbent Bikes | \$ (400.00) | \$ (200.00) | | |
| Three (3) Life Fitness Version 3 Upright Bikes | \$ (250.00) | \$ (200.00) | | |
| Two (2) Life Fitness Version 4 Upright Bikes | \$ (350.00) | \$ (200.00) | | |
| Two (2) Life Fitness HR Elliptical | \$ (700.00) | \$ (300.00) | | |
| One (1) Stair Master 4600 | \$ (400.00) | \$ (200.00) | | |
| Four (4) Precor EFX-554i Elliptical | \$ (750.00) | \$ (1,000.00) | | |
| Four (4) Precor EFX-546i Elliptical | \$ (850.00) | \$ (1,000.00) | | |
| Three (3) Precor AMT 100i Elliptical | \$ (1,300.00) | \$ (1,500.00) | | |
| Two (2) SciFit RST 7000 Seated Stepper | \$ (800.00) | \$ (300.00) | | |
| Total to Deduct: | \$ (9,800.00) | \$ (9,500.00) | | |
| ESTIMATED TOTAL AWARDED ITEMS: | \$ 26,755.00 | \$ 11,135.00 | | |
| AUTHORIZED DEALER: | Yes or No | Y | Y | |
| DESCRIPTIVE LITERATURE | Yes or No | Blank | Blank | |
| DELIVERY SCHEDULE: | Yes or No | By October 1, 2010 | | |
| | | Y | If PO is rec'd by 9/3/ - Y | |
| SERVICE FACILITY: | Location: | Farmington Hills | Manchester, MI | |
| | Miles | 25 | 90 | |
| | Response | 48 Hours | 24-48 Hours | |

Opening Date -- 8/25/10
 Date Reviewed - 8/30/10

CITY OF TROY
 BID TABULATION
 PHYSICAL FITNESS EQUIPMENT

| | | | | | |
|------------------------------------|--------------------|-------------------------|--------------------------------------|--|--|
| VENDOR NAME: | | All Pro Exercise | Direct Fitness Solutions, LLC | | |
| CONTACT INFORMATION: | | | | | |
| | Names | Don King | Jack Summers | | |
| | 24Hr Phone | (248) 789-0469 | (734) 478-6633 | | |
| | Hrs of Operation | 9AM - 5PM | 7AM - 7PM | | |
| WARRANTY: (3) Years Minimum | | Included | | | |
| | | Yes or No | Yes or No | | |
| | All Wear Items | Yes | Yes | | |
| | All Parts & Labor | Yes | Yes | | |
| | Free 2nd Day Parts | Yes | Yes | | |
| | Free Service call | Yes | Yes | | |
| | Document Marked | Blank | Blank | | |
| NO SUBCONTRACTORS: | Yes or No | Not Marked | Complies | | |
| INSURANCE: | Can meet | XX | XX | | |
| | Cannot meet | | | | |
| PAYMENT TERMS: | | Net 30 | Net 30 | | |
| WARRANTY: | | AS SPECIFIED | | | |
| EXCEPTIONS: | | Blank | Bidding PreCor | | |
| | | | (SEE BID DOCUMENT) | | |
| ALL OR NONE AWARD | Yes or No | No | No | | |
| ACKNOWLEDGEMENT: Signed | Yes or No | Yes | Yes | | |

NO BIDS:
ProMaxima

ATTEST:
Brian Goul
Diane Fisher
Julie Hamilton

BOLDFACE TYPE DENOTES LOWEST ACCEPTABLE BIDDERS

 Susan Leirstein, CPPO CPPB
 Purchasing Director