



CITY COUNCIL AGENDA ITEM

October 11, 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: Sole Source - Recreation Equipment

Background

LifeTrail recreation equipment is designed for older, active adults. It is based on the latest advancements in functional fitness and promotes strength, balance, stamina, and socialization. It is comprised of seven (7) stations, with twenty-one (21) activity panels, offering one hundred fifty nine (159) different exercises.

LifeTrail equipment is manufactured by Playworld Systems, and is distributed exclusively by Playworld Midstates of Holland, MI. It is the only line of outdoor equipment of its kind currently being offered targeting adults 50 and older.

The equipment will be installed in the City's newest park, Milverton Park. Because of the park's close proximity to the Troy American House senior complex, as well as being within walking distance of the residential areas bordering the park, Milverton Park is the perfect location for installation of this recreation equipment.

In addition, the LifeTrail equipment qualifies for purchase under the Community Development Block Grant program, resulting in no City funds being used for its purchase or installation. Over the past two years, CDBG funding has afforded the City the opportunity to install an asphalt pathway and parking lot, trees, benches, and climbing boulders in the park without cost to the City. The installation of a picnic shelter and swings (if approved by Council), is also scheduled for Milverton Park this year.

Recommendation

City management recommends awarding a contract for the purchase of LifeTrail recreation equipment to the sole area distributor, Playworld Midstates of Holland, MI, for an estimated total cost of \$24,770.00, which includes a 33% discount from Playworld Systems, in accordance with Quote No. 100510-CSK1 dated 10/5/2010.



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Fund Availability

Funding for this purchase is available initially from the Park Development capital account, and then reimbursed by Oakland County through the Community Development Grant Program.

JB\G:\Community Center Files\City Council memos\10.09.10 – LifeTrailRecEquip.doc



Indiana Michigan Ohio

LifeTrail Proposal - Surface Mount

P.O./Quote No: **100510-CSK1**
 Proposal Date: **10/5/2010**
 Sales Rep: **Jim Kennedy**
 Sales Rep Phone #: **800-782-0611 TOLL FREE**
 Sales Rep Fax #: **1-586-228-9391**

Purchase Orders, Contracts & Checks in care of:
Playworld Midstates
 2127 112th Avenue, Holland, MI 49424-9609

Bill To:	Ship To:
Name: City of Troy - Parks & Recreation Department	Name: City of Troy - Parks & Recreation Department
Address: 3179 Livernois	Address: 3179 Livernois
Address: Troy, Michigan 48084	Address: Troy, Michigan 48084 Oakland Cnty
Contact: Jeff Biegler, Superintendent of Parks	Contact: Jeff Biegler, Superintendent of Parks
Phone: 248-524-3484 or 248-524-1061	Phone: 248-524-3484 or 248-524-1061
Fax: 248-689-6497	Fax: 248-689-6497

LifeTrail - Surface Mount Stations with Roofs - 2010 Prices						
Set of 7 LifeTrail Advanced Wellness Stations with 159 Total Exercises						
			Unit Cost	Unit Freight	Unit Installation	
1	LAWS-1R-SM	Station 1: Welcome Sign, Lower-Body Cycling Exercise Proprioceptive Neuromuscular Facilitation (PNF) Exercises Pad = 15'2" x 12'4" (15.5 x 12.5' = 193.75' sq)	\$5,763.00	\$206.00	By Owner	\$5,969.00
1	LAWS-2R-SM	Station 2: Hip Lift & Thigh Squeeze Push-Up Exercises Wobble Board Exercises Pad = 17'9" x 14'6" (18 x 15' = 270' sq)	\$4,169.00	\$204.00	By Owner	\$4,373.00
1	LAWS-3R-SM	Station 3: Upper-Body Cycling; Squat Exercises; Tricep Strength & Torso Stability Exercises Pad = 14' x 12'8" (14 x 13' = 182' sq)	\$5,276.00	\$231.00	By Owner	\$5,507.00
1	LAWS-4R-SM	Station 4: Inverted Row & Core Exer; Weighted Squat Exercises Shoulder Stability & Strength Exercises Pad = 21'2" x 15'10" (21.5 x 16' = 344' sq)	\$4,952.00	\$230.00	By Owner	\$5,182.00
1	LAWS-5R-SM	Station 5: Stair Exercises Overhead Press Exercises Standing Stretches & Yoga Poses Pad = 17'6" x 20'1" (17.5 x 20.5' = 358.75' sq)	\$5,483.00	\$272.00	By Owner	\$5,755.00
1	LAWS-6R-SM	Station 6: PNF & Leg Extension (ADA) Tricep Strength & Torso Stability Exercises (ADA) Upper Body Cycling Exercises (ADA) Pad = 15'2" x 12'4" (15.5 x 12.5' = 193.75' sq)	\$4,953.00	\$137.00	By Owner	\$5,090.00
1	LAWS-7R-SM	Station 7: Overhead Press (ADA) Stretch Exercises (ADA) Shoulder Stability & Strength Exercises (ADA) Pad = 20'8" x 19'10" (21 x 20' = 420' sq)	\$4,181.00	\$189.00	By Owner	\$4,370.00
Subtotals:			\$34,777.00	\$1,469.00	By Owner	\$36,246.00
LifeTrail Site Preparation:						
0	Pads	Concrete Pads 4" (per dims above)	Not in Quote			Not in Quote
0	Dumpster	Disposal of Packing Materials	Not in Quote			Not in Quote
0	Storage	Locked Storage Trailer	Not in Quote			Not in Quote
					Subtotal:	\$36,246.00
					Less Playworld 33% Sale:	\$11,476.00
Equipment & Freight						Net Total: \$24,770.00

We propose hereby to furnish materials and/or labor, in complete accordance with above specifications

for the sum of TWENTY-FOUR THOUSAND SEVEN HUNDRED SEVENTY AND 00/100 dollars.

Note: This proposal may be withdrawn by us, if not accepted by: WEDNESDAY, NOVEMBER 23, 2010, due to sale deadline on 11/30/2010.

Payments to be made as follows:
(checks payable to: PLAYWORLD MIDSTATES)

Playworld Midstates
2127 112th Avenue
Holland, MI 49424

Customer is responsible for unloading, counting & properly signing the bill of lading when equipment is delivered. Customer is responsible for storage until installation.
All material is guaranteed to be as specified. All work to be completed in a workman like manner according to standard practices. Any alteration or deviation from the above specifications involving extra cost will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by workers compensation insurance.

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be as outlined above. Past due accounts subject to 1 1/2% month charge and legal fees associated with collection.

Terms & Conditions: Terms are check with order, or with approved credit. Payment is due net 10 days upon completion.

Acceptance by Playworld Midstates Representative

Required Signature: JIM KENNEDY
Authorized Signature - Michigan Playgrounds, LLC

Signature: _____
Customer
Printed Name: _____
Customer

- Notes:
1. Equipment prices are itemized for freight and installation charges.
 2. Installation quoted for SURFACE MOUNTED UNITS.
 3. Concrete pads NOT INCLUDED in this quote.
 4. Prices DO NOT include sales tax. Complete Michigan Sales Tax Exemption form required to avoid sales tax.
 5. If receiving goods, sign Bill of Lading, using PW Checklist to make sure that all items are received.
 6. You will need several people to unload all items and store them securely until installation.
 7. If any packages arrive with damages, REFUSE DELIVERY OF THESE ITEMS and note refusal on Bill of Lading.



Home > Design > Playsystem Gallery > LifeTrail® Advanced Wellness System

LifeTrail® Advanced Wellness System

Give older, active adults the freedom of revitalizing fitness with LifeTrail® Advanced Wellness System, the progressive, functional fitness workout designed to make it easier for users to perform daily tasks and enjoy a better quality of life. Each of LifeTrail®'s seven stations includes three activity panels, for a total of 21 activity panels and 159 exercises. [Visit our LifeTrail® center to learn more.](#)

Refine your search by telling us what kind of playsystem you're looking for

Age Range: Play Events: Budget: ADA:

Min Width: Max Width: Min Length: Max Length:

FT M

Apply



Standard System with Roofs
Age Range: 50+
Play Events: 0



Station 1 With a roof
Age Range: 50+
Play Events: 2



Station 2 With a roof
Age Range: 50+
Play Events: 3



Station 3 With a roof
Age Range: 50+
Play Events: 3



Station 4 With a roof
Age Range: 50+
Play Events: 3



Station 5 With a roof
Age Range: 50+
Play Events: 3



Station ADA 1 With a roof
Age Range: 50+
Play Events: 3



Station ADA 2 With a roof
Age Range: 50+
Play Events: 3

- Playsystem Gallery
- Playmakers® & Challengers®
- Explorers®
- Adventure Series
- CityScapes
- SkyTowers
- Active
- Fun Centers™
- FirstPlay™ Toddler
- ToddlerTown™
- NEOS®
- Climbing Boulders™
- Climbing Walls
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LifeTrail

Outdoor fitness equipment for older, active adults



Play is beneficial at every stage of life, but it's especially important later in adulthood when staying active is vital to living longer and healthier. We created LifeTrail® outdoor fitness equipment with the needs of older, active adults in mind.

And now LifeTrail outdoor fitness equipment has expanded to include 21 functional fitness activity panels designed to make users stronger, more energetic, and more able to complete the real-life activities that matter most. We call it LifeTrail Advanced Wellness System. Mix and match the 21 activity panels to create up to seven three-sided outdoor fitness stations, which can be configured in clusters for circuit training, or along a path to give users the added health benefits of walking.

Outdoor fitness equipment built on the latest scientific research

Playworld Systems, an internationally recognized leader in the creation of outdoor fitness equipment, developed the original LifeTrail in tandem with gerontology, kinesiology, and recreation experts from Penn State University.

Co-created with leading gerontology and kinesiology specialist Danielle DuVall, the expanded LifeTrail Advanced Wellness System has taken that research even further to offer you the latest advancements in outdoor fitness equipment, including 159 new functional fitness exercises patterned after the movements of everyday life, as well as easy-to-use instructional signs with text and colors tested for maximum legibility in older adults.

Outdoor fitness equipment for retirement communities

The retirement community industry is booming. LifeTrail outdoor fitness equipment can help you build a wellness program that sets your retirement community apart from the competition. LifeTrail's outdoor fitness equipment motivates residents to go outside, and often become social hubs where residents can train alongside friends and new acquaintances. Installing the outdoor fitness equipment in a cluster makes it easy for staff to supervise residents at close range.

Outdoor fitness equipment for parks and communities

As 78 million baby boomers make their way into retirement, municipalities and park and recreation departments have an immediate need to address the outdoor fitness and recreation needs of this growing and influential segment of the population. LifeTrail outdoor fitness equipment is the perfect solution.

LifeTrail is also a great way to promote total family wellness in your community. Playworld Systems can help you plan LifeTrail clusters in close proximity to your playspace so that parents and grandparents can play next to their little ones, or along a planned outdoor fitness trail to give the whole family a fun walking workout.

Find A Representative - Start your outdoor fitness planning process today.

Request A Catalog - Get more LifeTrail information sent directly to you.



Product Snapshot

- Outdoor fitness equipment
- Designed for active, older adults
- Based on the latest advancements in functional fitness
- Promotes strength, balance, stamina, and socialization
- Offers 21 activity panels and 159 exercises

See It in Action

Watch videos, hear testimonials, and download the research behind LifeTrail's outdoor fitness equipment.

[Go now](#)

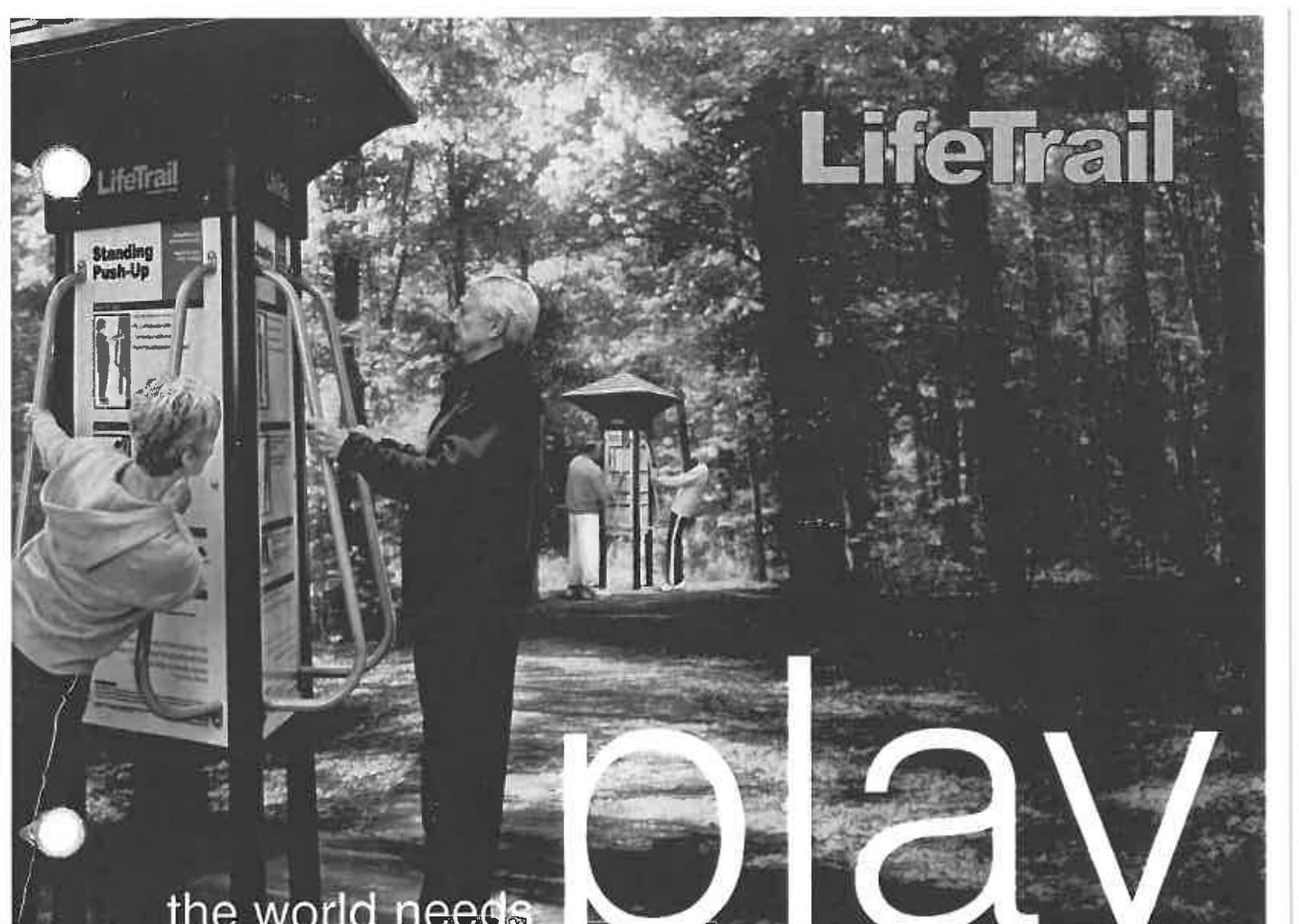
Browse LifeTrail Products

Start building your adult outdoor fitness area.

[View outdoor fitness equipment](#)

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 - Playworld
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 - LifeTrail
 - NatureForms
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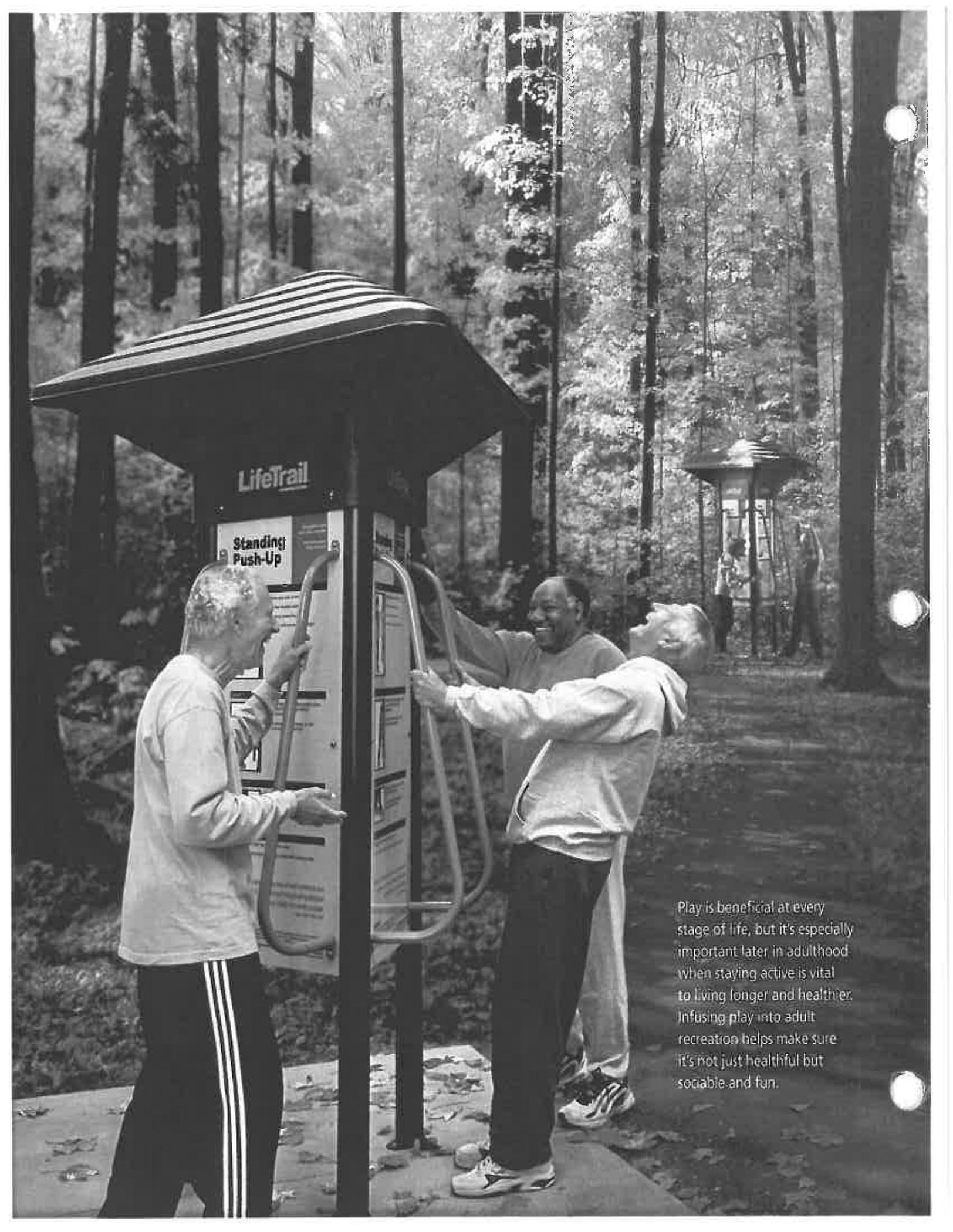
LifeTrail

the world needs

play



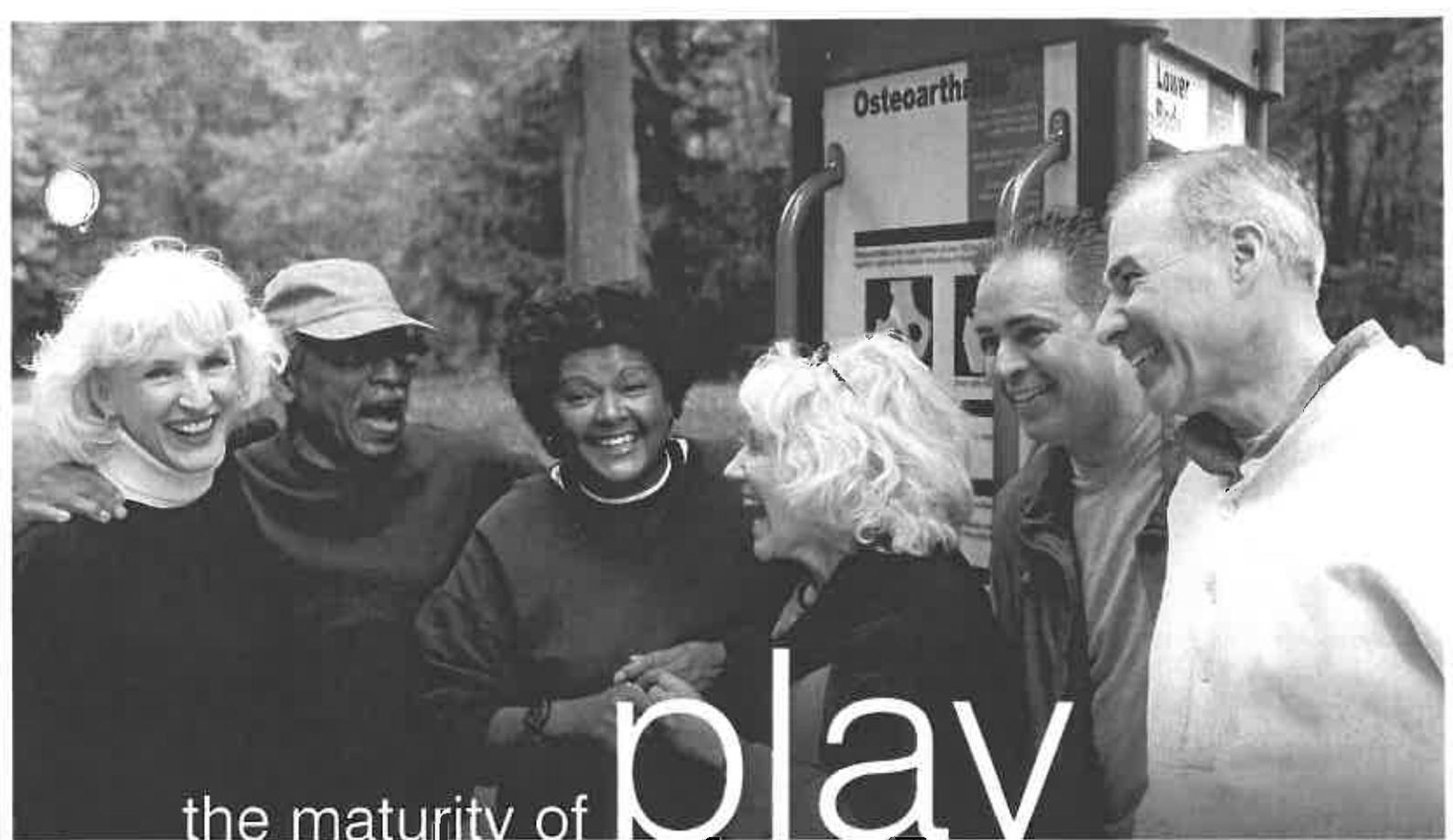
Adult Recreation Activities



LifeTrail

Standing
Push-Up

Play is beneficial at every stage of life, but it's especially important later in adulthood when staying active is vital to living longer and healthier. Infusing play into adult recreation helps make sure it's not just healthful but sociable and fun.



the maturity of play

Walking is the most common form of outdoor recreation among older adults. LifeTrail is specifically designed to provide older adults with the opportunity to walk outdoors, and to stretch and strengthen their body.

The ten LifeTrail wellness stations can be installed along existing walking paths to provide a variety of exercise options prior to, during or after a normal walking routine. As the stations create stopping points along a path, they also become social gathering places where people can exercise with friends or meet new acquaintances.

LifeTrail Wellness Station Features



Why you should buy LifeTrail:

1. Older adults are the fastest growing segment of the population. LifeTrail is designed to meet the needs of older adults.
2. Active, older adults are committed to total body wellness. They embrace a healthy lifestyle and enjoy the outdoors. LifeTrail provides a series of age appropriate, outdoor activities specifically designed to help older adults maintain a maximum level of wellness and independence.
3. Walking is the preferred and recommended form of exercise among older adults. LifeTrail enhances a walking routine by providing upper and lower body exercises for a comprehensive fitness program.
4. Older adults are politically active and influential in their communities. They serve on boards and committees where decisions are made about allocating funds to best serve the needs of their peers.
5. LifeTrail is an easy, affordable way to add exercise activities and allows you to promote your facility to active, older adults.

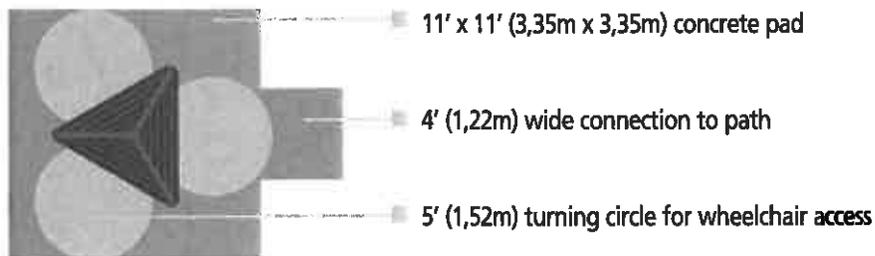
Researched and Designed by Experts

Extensive research went into the planning and design of LifeTrail. Each of the ten wellness stations was conceptualized and designed in collaboration with gerontology, kinesiology and recreation experts from Pennsylvania State University. LifeTrail was rigorously field-tested through observation, individual interviews and focus groups of older adult participants.

Each wellness station features a sophisticated, appealing design and is constructed from highly durable, weatherproof materials.

Installing LifeTrail

Installation is simple and can be easily accomplished by an existing maintenance crew or local contractor. Surface mount installation is completed by bolting directly onto the concrete pad (see below).



11' x 11' (3,35m x 3,35m) concrete pad

4' (1,22m) wide connection to path

5' (1,52m) turning circle for wheelchair access



Rotomolded roof is made from 1/4" (6mm) high density polyethylene with UV treatment to resist fading. The roof fits over the top of the panels and posts to easily shed water.

Posts and grab bars are galvanized, triple-coated steel, painted with super-durable, polyester powder-coat paint that has been weather tested for color and gloss retention. This also makes them easy to clean. The stations are available in two landscape themed color options:

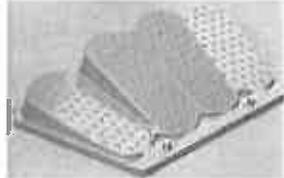


Deep chocolate with copper accents



Bottle green with gold accents

Grab bars and non-slip treads facilitate balance and stability.



Each activity panel has clear illustrations and contains instruction copy that is printed with large type to make it easy to read. Each panel is made of 1/4" (6mm) fiberglass-reinforced plastic that is simple to clean.

Adjustable resistance control mechanisms (for appropriate activities) provide different levels of challenge.



Each panel contains an inspirational or thought provoking quote.

There is a risk management disclaimer on every station.

Ten LifeTrail Wellness Stations

1. Welcome

The Welcome station walks the user through the basics of using LifeTrail. The panels describe the general benefits of exercise and give instructions for optimizing the use of LifeTrail based on physical ability.

2. Lower Body Warm-Up

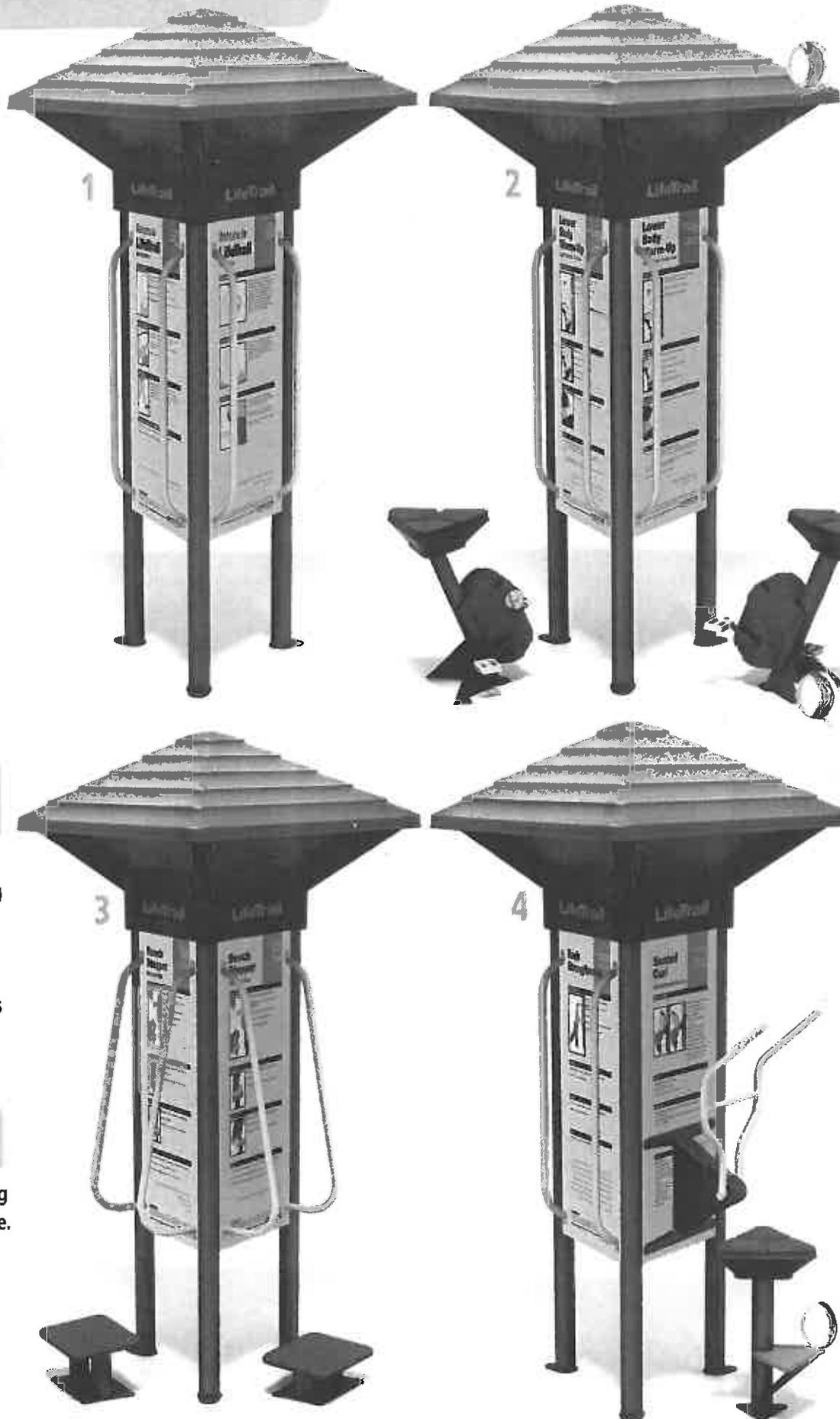
The Lower Body Warm-Up is as easy as riding a bike. Leg pedaling gradually warms the muscles to reduce the risk of strain. Warm-up exercises also prepare the heart for further exercise. Advanced users can increase the resistance so the pedals move with moderate difficulty.

3. Bench Stepper

Weak leg muscles are a major contributor to accidental falls among older adults. The Bench Stepper increases leg strength and balance. Two different step heights allow the user to choose the height that works best for their leg length.

4. Torso Stability

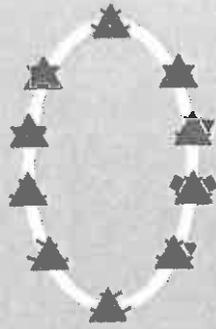
Developing and maintaining a strong back is key to a healthy, pain-free life. A strong abdomen provides the support needed for a healthy back. The Torso Stability station has two exercises to strengthen the lower back and abdominal muscles.



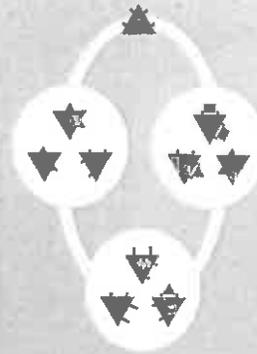
LifeTrail can be configured to work with your site layout.

5. Upper Body

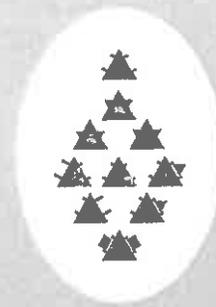
This activity is designed to increase blood flow to the arms, chest and back. Arm resistance is an excellent exercise and can increase mobility. At higher resistance, exercise increases upper body strength and stamina.



Walking Path



Cluster



Single Group

6. Standing

Pushing a grocery cart in and out of the back of a car is a simpler task with increased body strength. Pushing a cart is one of the best all-around strength exercises and strengthens the chest and upper arms.

Each wellness station is designed with both lifestyle and age appropriate activities for active, older adults. In addition, most of the stations have two levels of challenge, one for beginners and one for advanced users. The ten wellness stations shown are in the recommended order for the most effective fitness routine. However, LifeTrail can be arranged in any format needed to match your site requirements.

7. Forearm

Adequate hand and forearm strength are important for daily activities. The forearm exercise simulates the motion of wringing water out of a towel and strengthens the forearms.

8. Upper Body & Strength

The spring-loaded kneeling station works to improve upper body strength and stretch the muscles between the shoulders and back of the neck.



5. Upper Body Warm-Up

This activity is designed to increase blood flow to the arms, shoulders, chest and back. Arm pedaling at low resistance is an excellent warm-up exercise and can increase shoulder mobility. At higher resistance, this exercise increases upper body strength and stamina.



6. Standing Push-Up

Pushing a grocery cart, and getting in and out of the bathtub become simpler tasks with improved upper body strength. Push-ups are one of the best all around upper body strength exercises and this activity strengthens the chest, shoulders and upper arms.



7. Forearm Rolls

Adequate hand and forearm strength are important for many daily activities. The Forearm Rolls exercise simulates the motion of wringing water out of a towel and strengthens the hands and forearms.

8. Upper Body Stretch & Strengthen

The spring-loaded levers in this station work to improve upper body strength and stretch the muscles between the shoulder blades and back of the neck.

Customize Your LifeTrail Wellness Stations

Each wellness station is comprised of three sides, two of which are activities. These activities have been developed to address the major components of a well-rounded fitness program for older adults.

The third side can be customized to suit your needs. You can either choose one of our standard informational panels, or for an additional cost, you can select a wheelchair/ADA accessible activity or create your own custom panel.



1. Standard Informational Panel

There are ten informational panels to choose from. Each provide the user with important health information and tips for healthy living.

- Benefits of Exercise
- Exercise For Your Mind
- Fall Prevention
- Healthy Eating
- Osteoarthritis
- Osteoporosis
- Posture/Safe Lifting
- Stress Reduction
- Pain Management
- Tai Chi
- Yoga



2. Wheelchair/ADA Accessible Option

There are five wheelchair accessible activities to choose from:

- Forearm Rolls
- Pull-Up
- Stretches
- Upper Body Stretch and Strengthen
- Upper Body Warm-Up



3. Custom Panel Options

Our graphic designers can help you create your own custom panel to recognize a sponsor, display a map of the trail or highlight interesting facts or historical references about your park or facility. Here are a few samples, but the possibilities are endless.



This LifeTrail is brought to you by Pringle Development for a healthy lifestyle for years to come.



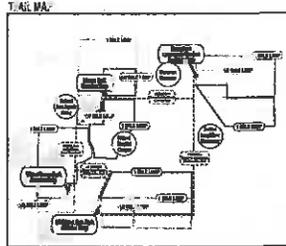
Tunnell Communities
Long Neck, DE

City of Holland



Leisure and Cultural Services

WELCOME

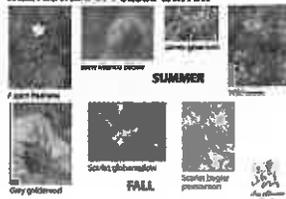


Welcome to the City of Holland's Hospital Neighborhood wellness trail! We hope that you enjoy these wellness trails and all the healthy benefits that we will bring to you. On the arches located at each exercise stop, you will see a map noting several wellness trail loops of various lengths along with a trail map for the entire system. You may begin your workout at any of the four main exercise stops and follow the exercise loop that best fits your needs, and then follow the colored arrows on the trail for the route that you choose. Each 1/2 mile or 1 mile loop will take you back to your starting point, or you may choose a longer route that connects with one or more of the other wellness trail loops for a longer workout. Enjoy your workout!



City of Holland
Holland, MI

PLANT COMMUNITIES OF PUEBLO CANYON



Los Alamos County Parks Division
Los Alamos, NM



"LifeTrail gives Cleveland Metroparks another opportunity to serve the needs of its visitors. The park district has always offered trails that many visitors use for physical fitness pursuits. LifeTrail targets and encourages a special group of users who seek a lower impact level of exercise."

Jane Christyson
Director of Marketing and
Golf Clubhouse Services
Cleveland Metroparks
Cleveland, OH



"LifeTrail has added a new dimension to our exercise program and is good for our residents in that they're no longer just going for a walk. There's now the added dimension of stretching and conditioning, the residents like that."

*Michael Deveney
Wellness Coordinator
Cornwall Manor Retirement Community
Cornwall, PA*

FREE with Each LifeTrail Purchase

You will receive a helpful programming package with your LifeTrail purchase. This package contains simple, step-by-step instructions for each wellness station on a DVD. You will also receive an instructional CD so you can print the training manual and suggestions for motivational activities. In addition, we'll help you promote LifeTrail within your community or facility, by providing you with promotional materials that you can personalize and send out to your local media, use in newsletters or share with members of your community.

LifeTrail Clubs

The LifeTrail Club is a fitness program that you can create for your facility or park. The concept is simply to have residents and local community members accumulate points for walking and using the LifeTrail wellness stations. When each member reaches a certain level, they hand in their score card and receive a prize. You can introduce this concept to local hospitals and businesses who may want to participate and donate prizes. We can help you create your own LifeTrail Club. Just give us a call today.

Site Amenities

Playworld Systems offers an extensive line of site amenities that will complement your LifeTrail. Below are a few samples. For a complete selection, please visit us online at www.PlayworldSystems.com or contact your authorized Playworld Systems representative.



Contour Bench



Garbage Can

Outstanding Warranty

You can buy LifeTrail with confidence. The galvanized steel posts and stainless steel hardware are backed by our limited lifetime warranty. The grab bars, steel activity equipment and plastic components have a limited 10-year warranty. All moving parts are guaranteed with a limited 5-year warranty.

Playworld Systems Brands

We build community through play, by giving everyone in the community something to play on.

At Playworld Systems, we believe play is essential to the well-being of people of all ages. We help people in every stage of life stay active and healthy, with innovative products that provide the highest fun and fitness value possible. Play equipment for toddlers and children. Walls and boulders for climbers of all levels. Ramps and rails for boarders, bladers and bikers. Wellness stations for older adults. We're all about recreation for life. And making it available for all.

Play Designs

PLAYWORLD SYSTEMS

PlayDesigns® creates playgrounds for toddlers and preschoolers on the go. These boldly colored playgrounds feature developmentally appropriate activities to help build muscle strength and socialization skills and encourage kids to use their imaginations.



PLAYWORLD.

PLAYWORLD SYSTEMS

Playworld™ has been customizing fun and challenging playgrounds for kids ages 5–12 for over 30 years. With a wide range of innovative products to choose from, you'll find exciting activities that are low to the ground and high in the sky. We make sure our playgrounds are safe and inclusive, so children of all ages and abilities can play together.



Climbing Boulders

PLAYWORLD SYSTEMS

Climbing Boulders™ have the look and feel of real rock. Both the novice and experienced climber are challenged as they use their skills to conquer the many climbing routes found on each boulder. Available in five different sizes, the level of challenge increases as the boulder size increases.



WOODWARD

PLAYWORLD SYSTEMS

Woodward® Ramps & Rails were created with the pros from Woodward® Camp to encourage boarders, bladers and BMX bikers to take their tricks to the next level. These ramps and rails surpass the competition in product performance, durability, quality, maintenance and design.



LifeTrail.

PLAYWORLD SYSTEMS

LifeTrail® provides active, older adults with a total body workout. Comprised of a series of ten outdoor wellness stations, LifeTrail can be installed along existing walking paths to provide enjoyable strengthening, flexibility and balance activities during a normal walking routine.

