



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

# CITY COUNCIL AGENDA ITEM



Date: January 6, 2020

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager  
Lisa Burnham, Accounting Manager  
Elaine Bo, Recreation Director  
Brian Goul, Assistant Recreation Director  
MaryBeth Murz, Purchasing Manager

Subject: Standard Purchasing Resolution 2: Low Bidder Meeting Specifications - Fitness Equipment

## History

- The Community Center Fitness Room offers and maintains sixty four (64) pieces of cardio equipment.
- The fitness equipment is continually monitored and a three to four year life cycle replacement plan is in place based on warranty coverage(s).
- The replacement plan ensures up-to-date equipment for patrons of the fitness room at the Community Center and limited repair expenses.
- Based on the replacement plan it is necessary to purchase and replace seventeen (17) pieces of equipment (less trade-ins) that no longer have warranty coverage and are all past their useful life cycle.
- The items were bid and will be awarded based on the bid specifications with a 1 to 1 trade in value.
- Replacements are specific to brand to replace brand specific equipment.
- Patrons enjoy having a variety of different types of equipment.

## Purchasing

On December 5, 2019, a bid opening was conducted as required by City Charter and Code for seventeen (17) pieces of physical fitness equipment with one (1) for one (1) trade-in exchange on equipment. For every new piece of equipment purchased by the City from a vendor, that vendor was required to purchase one (1) trade-in. The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; [www.mitn.info](http://www.mitn.info). Five (5) bid responses were received which included alternate bid responses. The award is recommended *bid as specified* in order to maintain standardized equipment at the Community Center. Below is a detailed summary of potential vendors:

<b>Companies notified via MITN</b>	35
Troy Companies notified via MITN	0
Troy Companies - Active email Notification	0
Troy Companies - Active Free	0
<b>Companies that viewed the bid</b>	27
Troy Companies that viewed the bid	0

**MITN** provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying members** are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.



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After reviewing the bid proposals three (3) companies were the lowest bidders meeting specifications; with a one to one trade-in value on individual items and are being recommended for the purchase of seventeen (17) pieces of physical fitness equipment (less trade-ins).

## Financial

Funds are budgeted and available in the General Fund under the Community Center account 101.752.31.755.7740.010 for the 2019/2020 fiscal year.

## Recommendation

City management recommends awarding three (3) contracts to the low bidders meeting specifications; *Johnston Health Tech, N.A. DBA Matrix Fitness of Cottage Grove, WI* for \$37,663.06, and *Direct Fitness Solutions, LLC of Mundelein, IL* for \$3,850.00, and *Strengthio Fitness of Grand Rapids, MI* for \$12,469.00 for an estimated grand total of \$53,982.06 as detailed below by line item at an estimated total cost (less one to one trade ins) all at prices contained in the bid tabulation.

	Johnston Health Tech, N.A. dba Matrix Fitness Items #1, 3, 4, 7, 8, & 9	Direct Fitness Solutions, LLC Item #5	Strengthio Fitness Items #2 & 6
<b>TOTAL COST FOR NEW EQUIPMENT</b>	\$43,313.06	\$4,250.00	\$13,969.00
Deduct Trade-Ins	\$5,650.00	\$400.00	\$1,500.00
<b>Estimated Grand Total Cost bid as specified less Trade-in Items:</b>	<b><u>\$37,663.06</u></b>	<b><u>\$3,850.00</u></b>	<b><u>\$12,469.00</u></b>
<b>Estimated Grand Total Cost:</b>	<b><u>\$53,982.06</u></b>		

VENDOR NAME: Johnson Health Tech NA dba Matrix Fitness  
Cottage Grove, WI

**TO PURCHASE AND INSTALL (17) SEVENTEEN PIECES OF PHYSICAL FITNESS EQUIPMENT FOR THE TROY COMMUNITY CENTER FITNESS ROOM LESS TRADE-INS IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:**

			EQUIPMENT PURCHASE		ITEM A - TRADE-INS		FINAL COST
	Qty	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Cost Less Trade-in
ITEM #1	5	Matrix T5x-08 Treadmill, 900 MHZ	\$3,678.15	\$18,390.75	\$600.00	\$3,000.00	\$15,390.75
ITEM #2	1	Octane XRIDE XR6000S w/swivel seat	No Bid				
ITEM #3	2	Matrix E3X-04 Elliptical	\$2,863.42	\$5,726.84	\$500.00	\$1,000.00	\$4,726.84
ITEM #4	3	Matrix Ascent A3X-04 Trainers	\$3,429.55	\$10,288.65	\$400.00	\$1,200.00	\$9,088.65
ITEM #5	1	SciFit Pro II	No Bid				
ITEM #6	2	Freemotion i10.9b incline Trainer	No Bid				
ITEM #7	1	Matrix Versa Diverging Lat Pulldown VS-S33 with heavy stack	\$3,117.90	\$3,117.90	\$150.00	\$150.00	\$2,967.90
ITEM #8	1	Matrix Versa Diverging Seated Row VS-S34 with heavy stack	\$2,997.06	\$2,997.06	\$150.00	\$150.00	\$2,847.06
ITEM #9	1	Matrix Versa Back Extension VS-S52 with heavy stack	\$2,791.86	\$2,791.86	\$150.00	\$150.00	\$2,641.86
<b>GRAND TOTAL COST FOR NEW EQUIPMENT:</b>			<b>\$37,663.06</b>				

<b>DELIVERY SCHEDULE:</b>	Y or N	Y
<b>AUTHORIZED DEALER:</b>	Y or N	Y
<b>SERVICE FACILITY:</b>	Location:	Novi, MI
	Miles:	25 miles
	Response time within:	24-48 hours
<b>CONTACT INFORMATION:</b>	Names:	Jason Swekel
	24Hr Phone:	734-740-1369
	Hrs. of Operation:	8AM - 5PM
<b>WARRANTY:</b>		
	All Wear Items: Y or N	Y
	All Parts & Labor: Y or N	Y
	Free 2nd Day Parts: Y or N	Y
	Free Service call: Y or N	Y
<b>NO SUBCONTRACTORS:</b>	Complies: Y or N	Y
<b>INSURANCE MET:</b>	Y or N	Y
<b>REFERENCES:</b>	Y or N	Y
<b>PAYMENT TERMS:</b>		Net 30 days
<b>EXCEPTIONS:</b>		None
<b>FORMS:</b>		Y
<b>ACKNOWLEDGEMENT SIGNED:</b>	Y or N	Y
<b>ADDENDUM</b>	Y or N	Y

ATTEST:

\_\_\_\_\_  
 Susan Riesterer  
 \_\_\_\_\_  
 Brian Goul  
 \_\_\_\_\_  
 MaryBeth Murz  
 \_\_\_\_\_  
 Kristine Kallek

\_\_\_\_\_  
 MaryBeth Murz,  
 Purchasing Manager

VENDOR NAME: Fitness Things **OPTION 1 (as specified)**  
 Livonia, MI

TO PURCHASE AND INSTALL (17) SEVENTEEN PIECES OF PHYSICAL FITNESS EQUIPMENT FOR THE TROY COMMUNITY CENTER FITNESS ROOM LESS TRADE-INS IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:							
			EQUIPMENT PURCHASE		ITEM A - TRADE-INS		FINAL COST
	Qty	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Cost Less Trade-in
ITEM #1	5	Matrix T5x-08 Treadmill, 900 MHZ					No Bid
ITEM #2	1	Octane XRIDE XR6000S w/swivel seat	\$4,073.00	\$4,073.00	\$400.00	\$400.00	\$3,673.00
ITEM #3	2	Matrix E3X-04 Elliptical					No Bid
ITEM #4	3	Matrix Ascent A3X-04 Trainers					No Bid
ITEM #5	1	SciFit Pro II	\$4,309.00	\$4,309.00	\$400.00	\$400.00	\$3,909.00
ITEM #6	2	Freemotion i10.9b incline Trainer					No Bid
ITEM #7	1	Matrix Versa Diverging Lat Pulldown VS-S33 with heavy stack					No Bid
ITEM #8	1	Matrix Versa Diverging Seated Row VS-S34 with heavy stack					No Bid
ITEM #9	1	Matrix Versa Back Extension VS-S52 with heavy stack					No Bid
<b>GRAND TOTAL COST FOR NEW EQUIPMENT:</b>							<b>\$7,582.00</b>

<b>DELIVERY SCHEDULE:</b>	Y or N	Y
<b>AUTHORIZED DEALER:</b>	Y or N	Y
<b>SERVICE FACILITY:</b>	Location:	Livonia, MI
	Miles:	30 miles
	Response time within:	48 hours
<b>CONTACT INFORMATION:</b>	Names:	Dee Ball
	24Hr Phone:	734-455-8790 x270
	Hrs of Operation:	10AM - 5PM
<b>WARRANTY:</b>		
	All Wear Items: Y or N	Y
	All Parts & Labor: Y or N	Y
	Free 2nd Day Parts: Y or N	Y
	Free Service call: Y or N	Y
<b>NO SUBCONTRACTORS:</b>	Complies: Y or N	Y
<b>INSURANCE MET:</b>	Y or N	Y
<b>REFERENCES:</b>	Y or N	Y
<b>PAYMENT TERMS:</b>		Net 30
<b>EXCEPTIONS:</b>		equipment
<b>FORMS:</b>		Y
<b>ACKNOWLEDGEMENT SIGNED:</b>	Y or N	Y
<b>ADDENDUM</b>	Y or N	Y

VENDOR NAME: Fitness Things **OPTION 2 (Exceptions in red)**  
 Livonia, MI

**TO PURCHASE AND INSTALL (17) SEVENTEEN PIECES OF PHYSICAL FITNESS EQUIPMENT FOR THE TROY COMMUNITY CENTER FITNESS ROOM LESS TRADE-INS IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:**

			EQUIPMENT PURCHASE		ITEM A - TRADE-INS		FINAL COST
	Qty	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Cost Less Trade-in
ITEM #1	5	TRUE Fitness TC900 Treadmill	\$3,765.00	\$18,825.00	\$300.00	\$1,500.00	<b>\$17,325.00</b>
ITEM #2	1	Octane XRIDE XR6000S w/swivel seat	\$4,069.00	\$4,069.00	\$400.00	\$400.00	<b>\$3,669.00</b>
ITEM #3	2	TRUE Fitness XC900 Elliptical	\$2,969.00	\$5,938.00	\$150.00	\$300.00	<b>\$5,638.00</b>
ITEM #4	3	Cybox 525AT Arc Trainers	\$4,046.00	\$12,138.00	\$200.00	\$600.00	<b>\$11,538.00</b>
ITEM #5	1	SciFit Pro II	\$4,309.00	\$4,309.00	\$400.00	\$400.00	<b>\$3,909.00</b>
ITEM #6	2	TRUE Fitness TI1000 Alpine Runner	\$3,425.00	\$6,850.00	\$300.00	\$600.00	<b>\$6,250.00</b>
ITEM #7	1	Life Fitness Hammer Strength MTS Front Pulldown	\$5,180.00	\$5,180.00	\$100.00	\$100.00	<b>\$5,080.00</b>
ITEM #8	1	Life Fitness Hammer Strength MTS Row	\$5,180.00	\$5,180.00	\$100.00	\$100.00	<b>\$5,080.00</b>
ITEM #9	1	Life Fitness Hammer Strength Select Back Extension	\$3,661.00	\$3,661.00	\$100.00	\$100.00	<b>\$3,561.00</b>
<b>GRAND TOTAL COST FOR NEW EQUIPMENT:</b>							<b>\$62,050.00</b>

<b>DELIVERY SCHEDULE:</b>	Y or N	Y
<b>AUTHORIZED DEALER:</b>	Y or N	Y
<b>SERVICE FACILITY:</b>	Location:	Livonia, MI
	Miles:	30 miles
	Response time within:	48 hours
<b>CONTACT INFORMATION:</b>	Names:	Dee Ball
	24Hr Phone:	734-455-8790 x270
	Hrs. of Operation:	10AM - 5PM
<b>WARRANTY:</b>		
	All Wear Items: Y or N	Y
	All Parts & Labor: Y or N	Y
	Free 2nd Day Parts: Y or N	Y
	Free Service call: Y or N	Y
<b>NO SUBCONTRACTORS:</b>	Complies: Y or N	Y
<b>INSURANCE MET:</b>	Y or N	Y
<b>REFERENCES:</b>	Y or N	Y
<b>PAYMENT TERMS:</b>		Net 30
<b>EXCEPTIONS:</b>		Bid Proposal labeled "option 2" is bid with equivalent equipment
<b>FORMS:</b>		Y
<b>ACKNOWLEDGEMENT SIGNED:</b>	Y or N	Y
<b>ADDENDUM</b>	Y or N	Y

VENDOR NAME: Direct Fitness Solutions (Exceptions in Red)  
Mundelein, IL

**TO PURCHASE AND INSTALL (17) SEVENTEEN PIECES OF PHYSICAL FITNESS EQUIPMENT FOR THE TROY COMMUNITY CENTER FITNESS ROOM LESS TRADE-INS IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:**

			EQUIPMENT PURCHASE		ITEM A - TRADE-INS		FINAL COST
	Qty	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Cost Less Trade-in
ITEM #1	5	Matrix T5x-08 Treadmill, 900 MHZ	\$5,245.00	\$26,225.00	\$400.00	\$2,000.00	\$24,225.00
ITEM #2	1	Octane XRIDE XR6000S w/swivel seat	\$4,805.00	\$4,805.00	\$400.00	\$400.00	\$4,405.00
ITEM #3	2	Matrix E3X-04 Elliptical	\$4,075.00	\$8,150.00	\$400.00	\$800.00	\$7,350.00
ITEM #4	3	Matrix Ascent A3X-04 Trainers	\$5,425.00	\$16,275.00	\$400.00	\$1,200.00	\$15,075.00
ITEM #5	1	SciFit Pro II	\$4,250.00	\$4,250.00	\$400.00	\$400.00	\$3,850.00
ITEM #6	2	Freemotion i10.9b incline Trainer	\$5,999.00	\$11,998.00	\$400.00	\$800.00	\$11,198.00
ITEM #7	1	Matrix Versa Diverging Lat Pulldown VS-S33 with heavy stack	\$2,465.00	\$2,465.00	\$400.00	\$400.00	\$2,065.00
ITEM #8	1	Matrix Versa Diverging Seated Row VS-S34 with heavy stack	\$2,465.00	\$2,465.00	\$400.00	\$400.00	\$2,065.00
ITEM #9	1	Matrix Versa Back Extension VS-S52 with heavy stack	\$2,465.00	\$2,465.00	\$100.00	\$100.00	\$2,365.00
<b>GRAND TOTAL COST FOR NEW EQUIPMENT:</b>							<b>\$72,598.00</b>

<b>DELIVERY SCHEDULE:</b>	Y or N	Y
<b>AUTHORIZED DEALER:</b>	Y or N	Y
<b>SERVICE FACILITY:</b>	Location:	Shelby Township, MI
	Miles:	10 miles
	Response time within:	24-48 hours
<b>CONTACT INFORMATION:</b>	Names:	Jerry Saputa
	24Hr Phone:	586-382-6562
	Hrs. of Operation:	Standard Business Hours
<b>WARRANTY:</b>		
	All Wear Items: Y or N	Y
	All Parts & Labor: Y or N	Y
	Free 2nd Day Parts: Y or N	Y
	Free Service call: Y or N	Y
<b>NO SUBCONTRACTORS:</b>	Complies: Y or N	Y
<b>INSURANCE MET:</b>	Y or N	Y
<b>REFERENCES:</b>	Y or N	Y
<b>PAYMENT TERMS:</b>		Net 30
<b>EXCEPTIONS:</b>		None
<b>FORMS:</b>		Y
<b>ACKNOWLEDGEMENT SIGNED:</b>	Y or N	Y
<b>ADDENDUM</b>	Y or N	Y

VENDOR NAME: Strenthio Fitness  
Grand Rapids, MI

TO PURCHASE AND INSTALL (17) SEVENTEEN PIECES OF PHYSICAL FITNESS EQUIPMENT FOR THE TROY COMMUNITY CENTER FITNESS ROOM LESS TRADE-INS IN ACCORDANCE WITH THE ATTACHED SPECIFICATIONS AS FOLLOWS:								
			EQUIPMENT PURCHASE		ITEM A - TRADE-INS		FINAL COST	
	Qty	Description (No Substitutions)	Unit Cost (Each)	Estimated Total Cost	Unit Cost (Each)	Estimated Total Cost	Cost Less Trade-in	
ITEM #1	5	Matrix T5x-08 Treadmill, 900 MHZ					No Bid	
ITEM #2	1	Octane XRIDE XR6000S w/swivel seat	\$3,779.00	\$3,779.00	\$500.00	\$500.00	\$3,279.00	
ITEM #3	2	Matrix E3X-04 Elliptical					No Bid	
ITEM #4	3	Matrix Ascent A3X-04 Trainers					No Bid	
ITEM #5	1	SciFit Pro II					No Bid	
ITEM #6	2	Freemotion i10.9b incline Trainer	\$5,095.00	\$10,190.00	\$500.00	\$1,000.00	\$9,190.00	
ITEM #7	1	Matrix Versa Diverging Lat Pulldown VS-S33 with heavy stack					No Bid	
ITEM #8	1	Matrix Versa Diverging Seated Row VS-S34 with heavy stack					No Bid	
ITEM #9	1	Matrix Versa Back Extension VS-S52 with heavy stack					No Bid	
<b>GRAND TOTAL COST FOR NEW EQUIPMENT:</b>								<b>\$12,469.00</b>

<b>DELIVERY SCHEDULE:</b>	Y or N	Y
<b>AUTHORIZED DEALER:</b>	Y or N	Y
<b>SERVICE FACILITY:</b>	Location:	Warren, MI
	Miles:	11 miles
	Response time within:	48 hours
<b>CONTACT INFORMATION:</b>	Names:	Don King/Charlie Fouts
	24Hr Phone:	248-798-9417
	Hrs. of Operation:	M-F 9AM - 5PM
<b>WARRANTY:</b>		
	All Wear Items: Y or N	Y
	All Parts & Labor: Y or N	Y
	Free 2nd Day Parts: Y or N	Y
	Free Service call: Y or N	Y
<b>NO SUBCONTRACTORS:</b>	Complies: Y or N	Y
<b>INSURANCE MET:</b>	Y or N	Y
<b>REFERENCES:</b>	Y or N	Y
<b>PAYMENT TERMS:</b>		Net 30
<b>EXCEPTIONS:</b>		None
<b>FORMS:</b>		Y
<b>ACKNOWLEDGEMENT SIGNED:</b>	Y or N	Y
<b>ADDENDUM</b>	Y or N	Y