



## Parks & Recreation

# Memo

To: Eric Hanson, City Administrator  
From: Linda Bruer, Director of Parks and Recreation  
Date: February 16, 2016  
RE: Pointe Fitness Equipment

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The Pointe's cardiovascular fitness equipment replacement program had been on a three year cycle. Last year, the decision was made to hold off trading out equipment an additional year, therefore, all of the current equipment will be at least four years old at the time of replacement. Equipment is replaced based on the amount of use, cost of upkeep, and popularity.

Notice of the request for proposal to provide equipment was advertised in a newspaper of general circulation, on the city's website, and sent to local commercial fitness equipment vendors. Attached are the results from the four different bidders along with bid analysis by staff. Vendors offered pricing on the particular brand of equipment offered by that company, which in some cases, did not meet the city's specifications. In some cases a comparable piece was not available. Equipment specifications were established based on past history with a particular product, available features that meet clients' needs, and overall cost. The request for proposal also asked for a trade in value for the pieces being taken out of service. The RFP stipulated that multiple vendors could be awarded for purchase of various pieces and only one vendor would be awarded for trade-ins.

There are 43 pieces of cardiovascular equipment in use at The Pointe of which 29 will be taken out of service; 27 will be traded in to one vendor offering the best trade in option for all the pieces and two will be transferred to city facilities for employee wellness purposes. Staff's recommendation includes the purchase of 31 new pieces resulting in a total of 45 cardiovascular pieces.

As has been the practice the last several times equipment was replaced, \$145,000 was used as an estimated budget base for a financed purchase with a three year payment of approximately \$49,000 per year. However, staff is recommending an outright purchase of the equipment to avoid finance charges in the amount of \$147,963 with award of purchase to the following three vendors:

- Foremost Fitness: \$60,750 (10 treadmills, 2 crosstrainers)
- Push Pedal Pull: \$71,568 (5 ellipticals, 4 AMT, 6 bikes, and 1 NuStep)
- PR Fitness Equipment: \$15,645 (2 crosstrainers, 1 climbmill)

Staff also recommends acceptance of the highest trade in, from PR Fitness Equipment in the amount of \$8,800.00 Please let us know if you have any questions.

### Pointe Fitness Equipment Bid Results and Analysis

Vendor	10 Treadmills	4 Crosstrainers	5 Elliptical Trainers	4 Precor AMT 885	3 Upright Bikes	3 Recumbent Bikes	1 Climbmill	1 Recumbent Climber
Foremost Fitness	True CS650 \$51,500.00	True Spectrum(2) \$9250.00	True Spectrum \$23,125.00	-----	True CS900 \$6000.00	True CS900 \$6600.00	Stairmaster Gauntlet \$4450.00	NuStep T4r \$4500.00
Push Pedal Pull	Precor 885 \$56,000.00	Precor AMT 835(2) \$12,338.00	Precor EFX 835 \$25,940.00	Precor AMT 885 \$31,376.00	Precor 835 \$4917.00	Precor 835 \$5550.00	Stairmaster Gauntlet \$4800.00	NuStep T4r \$3785.00
PR Fitness Equipment	Matrix T7xe \$63,000.00	Ascent Trainer 5x(2) \$10,350.00	Matrix E5x: \$20,125.00	-----	Matrix U5x \$7125.00	Matrix R5x \$8025.00	Matrix C5x \$5295.00	SciFit Rex7000 \$4095.00
Orthotech	Startrac E-TR \$68,950.00	-----	-----	-----	Startrac EUB \$8385.00	Startrac ERB \$8985.00	Startrac 3-SM \$4595.00	-----
Item Total	\$51,500.00	\$19,600.00	\$25,940.00	\$31,376.00	\$4917.00	\$5550.00	\$5295.00	\$3785.00
	Low Bid Meets specs	Spec'd Arc Trainers but no one bid the Arc Trainer brand. Staff prefers to purchase 2 True and 2 Ascent for variety. Keeping 2 current Arc trainers and trading 2 for a total of 6 crosstrainers	The Precor was specified due to history with product and public preference.	The Precor was specified. The Precor AMT's to be traded are 7 years old and have been very reliable and public favorite.	Low Bid Meets specs	Low Bid Meets specs	Specified the Matrix for safety reasons. Currently have 1 Matrix that we are keeping. Another brand was retired earlier this year for safety reasons	Low Bid Meets specs
Grand Total	\$147,963.00							

Highlighted items indicate recommended purchase

### Trade In Results

Vendor	5 True CS550 Treadmills	5 True CS550 Treadmills w/TV	1 Cybex 610A ARC Trainer	3 Cybex 750AT ARC Trainers	3 Precor EFX 835 Ellipticals	4 Precor 100i AMT w/TV	2 Cybex 530C Upright Bikes	2 Cybex 530C Recumbent Bikes	2 Nautilus K2 Climbers	Total Trade Value
Foremost Fitness	\$300.00 each	\$300.00 each	\$200.00	\$500.00 each	\$700.00 each	\$400.00 each	\$25.00 each	\$25.00 each	\$100.00 each	\$8,700.00
Push Pedal Pull	\$200.00 each	\$250.00 each	\$300.00	\$400.00 each	\$500.00 each	\$500.00 each	\$125.00 each	\$150.00 each	\$50.00 each	\$7,900.00
PR Fitness Equipment	\$300.00 each	\$400.00 each	\$300.00	\$600.00 each	\$550.00 each	\$300.00 each	\$50.00 each	\$50.00 each	\$75.00 each	\$8,800.00
Orthotech	\$500.00 each with purchase	-----	-----	-----	-----	-----	-----	-----	\$200.00 each	\$700.00

\*Part #2, the trade in value, of the RFP is to be awarded to only one bidder.