

## MEMORANDUM NO. M17-050

**TO:** Administration and Finance Committee  
**FROM:** Dean Bostrom, Executive Director  
Craig Talsma, Deputy Director/Director A&F  
Mike Kies, Director of Recreation and Facilities  
Katie Basile, Superintendent of Facilities  
Chad Lindstrom, PSS&WC Fitness Supervisor  
**RE:** Supply and installation of Fitness Equipment Prairie Stone Sports and Wellness Center (PSS&WC)  
**DATE:** April 4, 2017

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### **Background**

In an effort to remain competitive within the industry and to upgrade aging fitness equipment, it was identified as a priority to replace a number of the cardiovascular training equipment for Prairie Stone Sports and Wellness Center. Therefore, funds were allocated within the 2017 operating capital budget during the 2017 budget process for the replacement of fitness equipment within the facility.

PSS&WC staff identified a variety of diverse training equipment within the bid process. The equipment selected was based upon relevancy within the industry, member feedback and the professional opinion of the PSS&WC Staff. The bid packet was prepared and the results were announced in late March for the supply of this fitness equipment.

The bid packet included 23 pieces of cardiovascular training fitness equipment, with the majority including updated Wi-Fi enabled, web browsing, video streaming and web application smart consoles. It also included 26 spin bikes. The purchase of the proposed new fitness equipment will replace and enhance the oldest like-type cardiovascular fitness equipment within the facility. The current equipment selected will be traded in based on the highest level of repairs needed as well as hours of usage. Credit will be given on these pieces and was incorporated in the bid process.

### **Implications:**

Bids for the fitness equipment were opened and publicly read on April 4, 2017. The following is a summary of each region of the bid package (which includes the supply and installation of these pieces) along with staff's recommendation.

Supply and installation of Fitness Equipment at Prairie Stone Sports and Wellness Center:

A total of 7 vendors submitted bid packets. The vendors bid on selected groups of fitness equipment; the results are allocated out according to each vendor. The highlighted amounts represent the vendor/equipment proposed to be purchased.

	<b>BID SHEET 1</b>	<b>BID SHEET 2</b>	<b>BID SHEET 3</b>	<b>BID SHEET 4</b>	<b>BID SHEET 5</b>	<b>BID SHEET 6</b>	<b>BID SHEET 7</b>
Midwest Commercial Fitness	\$0.00	\$0.00	\$0.00	\$36,620.00	\$25,740.00	\$26,700.00	\$15,940.00(2)
Life Fitness	\$0.00	\$17,274.00	\$12,086.76 OR \$16,131.30	\$15,655.46	\$22,071.92**	\$0.00	\$12,303.32(2)
Direct Fitness Solutions	\$36,620.00	\$0.00	\$10,490.00	\$0.00	\$28,990.00	\$21,280.00	\$0.00
Integrity Fitness	\$29,650.00	\$14,895.00	\$8,850.00	\$35,290.00	\$26,520.00	\$19,780.00	\$12,520.00(2)
Matrix Fitness	\$31,194.00	\$13,562.00	\$7,342.00*	\$28,054.00	\$0.00	\$22,846.00	\$10,798.00(2)
BSN Sports	\$21,125.98	\$15,434.28	\$0.00	\$8,888.18	\$32,539.64	\$0.00	\$0.00
MFAC, LLC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22,774.00	\$0.00

\* Additional \$2,000 to final price for negotiated upgrade of console

\*\* Additional \$300 to final price for reduction of trade in by 3 bikes

The chart below provides a summary of the costs associated with the fitness equipment selected within this bid process:

<b>COMPANY</b>	<b>BID</b>
Direct Fitness Solutions (BID 1)	\$36,620.00
Matrix Fitness (BID 2)	\$13,562.00
Matrix Fitness (BID 3)	\$9,342.00
Integrity Fitness (BID 4)	\$35,290.00
Life Fitness (BID 5)	\$22,371.92
Integrity Fitness (BID 6)	\$19,780.00
Life Fitness (BID 7)	\$12,303.32
<b>Total</b>	<b>\$149,269.24</b>

The amount budgeted within the operating capital fund for the 2017 PSS&WC fitness equipment replacement was a total of \$175,000 with the purchase of the fitness equipment reflected in the chart above, totaling \$149,269.24. The account will reflect a positive balance of \$25,730.76.

**Bid Sheet 1:** Form of equipment proposed: (3) Precor Elliptical 885 fixed handrail, with adjustable crossramp and (3) Precor Elliptical 883 dual action w/adjustable crossramp

**Vendor Selected: Direct Fitness Solutions \$36,620.00 (6 total pieces)**

Direct Fitness Solution was selected as the lowest qualified bidder providing (3) Precor Elliptical 883 and (3) Precor Elliptical 885 trainers. Matrix Fitness supplied an alternative type of equipment at a lower price. The Precor pieces were selected over the Matrix because of Precor's patented converging crossramp technology. The Precor's elliptical path allows for a natural running stride creating a smooth efficient movement pattern for all users. The patented Precor motion keeps your heels in contact with the pedals, reducing muscle and tendon stress. Independent research studies were performed to evaluate and validate the product design. At its simplest, the new ramp design better mimics a person's natural converging path of motion as they walk and run. Muscle activation patterns also change depending on the training angle. This unique movement pattern provides for more diverse training opportunities for users. In addition, the reduced joint stress and variable muscle activation associated with this movement pattern allows for diverse forms of training and use in a therapeutic rehabilitative manner. This serves as a specific advantage within PSS&WC due to the partnership with AthletiCo Physical Therapy, which provides rehabilitative services on site, focusing on orthopedic rehabilitative therapy.

Integrity Fitness supplied an alternative type of equipment at a lower price but they are not considered equivalent pieces due to the lack of incline/decline capability and the lack of a fixed arm option. BSN Sports supplied an alternative type of equipment at a lower price but they are not considered equivalent pieces due to the lack of incline/decline capability and the lack of a fixed arm

option. Matrix supplied alternative equipment options, which do not have a similar cross ramp movement pattern.

**Bid Sheet 2:** Form of equipment proposed: (3) Life Fitness 95XE Cross Trainer

**Vendor Selected: Matrix Fitness \$13,562.00 (3 total pieces)**

Matrix Fitness was selected as the lowest qualified bidder providing (3) E7XI Suspension Ellipticals (equivalent). Matrix is also a leading international brand of high quality cardiovascular trainers for use in commercial settings.

**Bid Sheet 3:** Form of equipment proposed: (2) Stair Master Guantlet, Stepmill:

**Vendor Selected: Matrix Fitness \$7,342.00 (2 pieces)**

Matrix Fitness was selected as the lowest qualified bidder providing (2) C5X Climb Mills (equivalent). Vendor quotes for all stepmill brands/types reflected a LCD console. PSS&WC staff recommends upgrading the console to a 16" 7X smart console with high technology, which includes an added equipment shut-off safety feature and negotiated that upgrade at a cost of \$1,000.00 per unit. With this upgraded console, the total cost for equipment within bid sheet 3 is increased by \$2,000 or a new total of **\$9,342.00**.

**Bid Sheet 4:** Form of equipment proposed: (2) Octane Zero Runner, (2) Octane Lateral X: (2) Octane Recumbent Elliptical

**Vendor Selected: Integrity Fitness \$35,290.00 (6 total pieces)**

Integrity Fitness was selected as the lowest qualified bidder providing (2) Octane Zero Runners, (2) Octane Lateral X and (2) Octane XR6000 Recumbent Ellipticals. These pieces were selected to diversify the cardiovascular training pieces currently available within the facility. The specific advantage of the Lateral X trainer, which involves lateral motion while exercising, includes an increase in caloric expenditure and also engages more muscles in the lower region of the body. Selecting a lateral training piece also allows for diverse forms of training, including sports specific training for sports involving lateral movement, such as hockey, soccer, and football.

The advantages of the recumbent elliptical machine include making physical activity easier for those who have difficulty exercising in a standing position. Compared to a traditional standing elliptical trainer, one is able to sit down comfortably while performing workouts. This increases opportunities to enhance cardiovascular fitness whether one is physically fit or if one has physical disabilities or suffers from chronic conditions. The Octane Recumbent Elliptical is one such machine that is designed with the physically fit as well as the physically challenged users in mind. Recumbent elliptical training allows for a total body workout in a comfortable seated position with movable handles which engages multiple upper body muscles including the chest, upper back, biceps and triceps. A recumbent elliptical cross trainer is not equivalent to a recumbent bike, in which one pedals in a circular motion and only uses the legs; Nor is it similar to a recumbent stepper, which creates a push and pull movement on the pedals. The recumbent elliptical is a seated, total body workout. The

feet pedal forward or backward in a longer, ellipse shape, and the upper-body pushes and pulls the handlebars. The recumbent elliptical is a unique form of exercise, which combines the benefits of a standing elliptical and a seated recumbent bike.

The Zero Runner is a piece of self-propelled fitness equipment that enables the user to run without the impact of a treadmill or a track. The truly unique design of the equipment is its two "leg joints" that bend at the location of the hip and the knee. This means that unlike traditional elliptical machines that have a pre-determined elliptical "track" for one to travel through, or treadmills, with belt movements that slightly alter the natural running gait and still place impact on your knees, ankles, and hips, the Zero Runner allows one to run freely and naturally without impact.

Midwest supplied the same 3 types of pieces of equipment as Integrity, yet at a higher cost. Life Fitness supplied an alternative option for only 1 type of the 3 different pieces, yet the unit cost for that piece was higher than the Integrity's unit cost.

Matrix supplied non like-type alternative pieces. Matrix supplied one piece that was already considered for bid sheet 1, the second piece with no lateral movement (therefore not considered comparable to the Lateral X), and a recumbent bike (not recumbent elliptical) with no movable handles.

BSN Sports supplied 1 non like type alternative piece. They supplied a semi-recumbent stepper, not a recumbent elliptical.

**Bid Sheet 5:** Form of equipment proposed: (26) Precor Spinner Ride, belt drive

**Vendor Selected: Life Fitness \$22,071.92 (26 spin bikes)**

Life Fitness was selected as the qualified lowest bidder providing (23) Cybex IC2 indoor cycles (equivalent). In addition, Life Fitness is the world's largest corporation specializing in the design, manufacture and programming of indoor cycling equipment.

Bid sheet 5 originally included a trade in of 26 spin bikes, currently located within the PSS&WC group fitness spin room. PSS&WC staff recommends retaining 3 of the newest current spin bikes and placing the 3 spin bikes out onto the fitness floor for general member usage. Trading in 23 of the current PSS&WC spin bikes versus 26 reduces the trade in value by \$300, bringing the total cost for equipment within bid sheet 5 to **\$22,371.92** versus the bid opening price of \$22,071.92.

**Bid Sheet 6:** Form of equipment proposed: (4) Free Motion New i11.9 Incline Trainer Treadmill

**Vendor Selected: Integrity Fitness \$19,780.00 (4 pieces)**

Integrity Fitness was selected as the lowest qualified bidder providing (4) Free Motion i11.9 Incline Trainer Treadmills.

**Bid Sheet 7:** Form of equipment proposed: (2) Cybex New Arc 770AT Arc Trainer:

**Vendor Selected: Life Fitness \$12,303.32 (2 pieces)**

Life Fitness was selected the lowest qualified bidder providing (2) Cybex 770AT Arc Trainers. These pieces meet all specifications, most importantly the movement pattern of an arc trainer. The pattern inherent in an arc trainer increases biomechanical efficiency and decreases potential joint strain. Matrix Fitness supplied an alternative piece at a lower price but it is not considered an equivalent like type piece for this bid because the Matrix does not move in an arc pattern. The piece supplied for this bid was also supplied for and considered for bid sheet 1.

The initial Bid Summary Sheet erroneously asked for a quantity of 4 instead of 2. Bidders were contacted to verify that if the purchased amount was 2 that the bid amount would have been exactly ½ of the submitted amount.

LifeFitness provided the price for 4 Cybex 770AT Arc Trainers within the bid.

Therefore, each unit piece values at \$6,151.66. With the purchase of 2 Arc Trainers, the value totals \$12,303.32, which has been confirmed by the vendor.

**Recommendations:**

Staff recommends that the A&F Committee recommend to the full Board to approve the purchase of PSSWC fitness equipment in an amount of \$149,269.24 based upon the bid results as follows:

- Bid Package #1: Award Direct Fitness Solutions for 3 Precor 883 Elliptical and 3 Precor 885 Elliptical in the amount of \$36,620.00.
- Bid Package #2: Award Matrix Fitness for 3 E7XI Suspension Elliptical in the amount of \$13,562.00.
- Bid Package #3: Award Matrix Fitness for 2 Matrix C5X Climb Mill in the amount of \$9,342.00.
- Bid Package #4: Award Integrity Fitness for 2 Octane Zero Runners ZR8000, 2 Octane Lateral X, and 2 OctaneXR6000 Recumbent Elliptical in the amount of \$35,290.00
- Bid Package #5: Award Life Fitness for 26 IC2 Indoor Cycles in the amount of \$22,371.92
- Bid Package #6: Award Integrity Fitness for 4 Free motion i11.9 Incline Trainer Treadmills in the amount of \$19,780.00
- Bid Package #7: Award Life Fitness for 2 Cybex 770AT Arc Trainers in the amount of \$12,303.32