City of Carroll

112 E. 5th Street Carroll, Iowa 51401-2799 (712) 792-1000 FAX: (712) 792-0139

MEMO TO: Gerald L. Clausen, City Manager

FROM: Jack Wardell, Director of Parks & Recreation JW

DATE: May 5, 2016

SUBJECT: Memo to City Council – Waive Purchasing Policy #0501 – New Fitness Equipment for Weight Room Project - 2016

Purchase six (6) Cybex 770T CT Treadmills - $32,700.00 + freight and installation

At the Carroll Recreation Center the weight/fitness room is one of the more prominent areas for our members and guests. The treadmills are one of the most popular machines being used. Currently, there are six treadmills that need to be replaced. The Cybex treadmills have been a machine our members and staff are very familiar with and would recommend to any facility to purchase.

Attached to this memorandum is estimate no. 124106 from Nova Fitness Equipment for four Cybex 770T-E3 CT Treadmills at a cost of $23,034.00 and two 770T-WR CT Treadmills for $9,666.00 The first four treadmills have the TV screen attached to the machine. These treadmills will be placed in the fitness room where watching the TVs on the walls is difficult. Nova Fitness is the only dealer that can sell Cybex Treadmills in this area, so there is no competing company for the Cybex Treadmills.

Purchase three (3) Cybex 770 Total Body Arc Trainer - $14,775.00 + freight and installation

Arc Trainers are an extremely popular choice of our members and guests. Three of the current machines need to be replaced. Our recommendation is to purchase three Cybex 770 Total Body Arc Trainers. Attached to this memorandum is a picture of the Arc Trainer.

Purchase four (4) Life Fitness Activate Ellipticals - $13,664.00 + freight and installation

Having elliptical machines gives our members another choice as well as variety of machines for their fitness routines. We would recommend replacing four (4) of the current ellipticals in the fitness room with four Life Fitness Activate Ellipticals. Attached to this memorandum is a picture of the elliptical machine.

The cost of the equipment is over the $5,000 limit that requires us to take sealed bids. Below is Purchasing Policy #0501, Section 2, which addresses the purchase of equipment

2. Equipment:

   A. All written sealed bids of $5,000 or more shall be opened simultaneously by a departmental representative with the City Clerk present, then taken to the City Council for formal approval. Purchasing of equipment with a value less than $5,000 may be telephone quotes and approved by the City Manager. In the event telephone quotes are taken and circumstances change (such as all telephone quotes are over $5,000 or the department desires to purchase additional quantities which drives the total over $5,000), the purchasing must stop and start over using sealed bids.

   B. Written sealed bids and quotes from out-of-town shall be accepted.

   C. Staff shall not seek out-of-town written sealed bids or quotes except under the following conditions:

      1. Solicitations may be sought from all State bidders.
      2. Unsolicited information received from out-of-town vendors may be used to invite those out-of-town vendors to bid when there is evidence their price may be competitive.
      3. No vendor or only one vendor exists within the Carroll City limits.

   D. If advantages exist which would make it beneficial to the City to purchase used equipment, this policy may be waived by the Council. In such cases, Staff may negotiate a purchase price for said used equipment without dispersing a set of uniform specifications or taking written sealed bids. All such purchases exceeding $5,000 shall be approved by City Council.

   E. If from the best information available, it would be advantageous to the City to negotiate a purchase price for a new piece of equipment, then the policy may be waived. All such purchases exceeding $5,000 shall first be approved by City Council.

Delivery of the equipment will be 4 to 6 weeks after authorization to purchase. This is a continuation of the City Council recommendation to give members value to their memberships.

RECOMMENDATION: City Council approval of waiving purchasing Policy #0501 to purchase six (6) new treadmills, three (3) new arc trainers and four (4) new ellipticals for the total purchase price of $60,661.60 which includes delivery, installation and package discount for purchasing all thirteen pieces of equipment at once.

Nova Fitness Equipment
4511 South 119th Circle
Omaha, NE 68137
800.949.6682 Fax 402.343.0562

novafitnessequipment.com

ESTIMATE

DATE	EST. NUMBER
5/3/2016	124106

BILL TO	SHIP TO
Carroll Recreation Center Attn: Accounts Payable 716 North Grant Road Carroll, IA 51401	Carroll Recreation Center 716 North Grant Road Carroll, IA 51401 Attn: Jack Wardell | McKenzie Kiger Ph 712.792.1000

P.O. NO.	REP	EXPIRATION DATE
	JM	06/30/2016

ITEM	DESCRIPTION	QTY	COST	TOTAL
770T-E3	CYBEX 770T CT TREADMILL | MSRP $10,395.00 (W/E3 EMBEDDED PERSONAL ENTERTAINMENT MONITOR)	4	5,758.50	23,034.00
770T-WR	CYBEX 770T CT TREADMILL | MSRP $8,645.00 (W/EMBEDDED WIRELESS AUDIO RECEIVER)	2	4,833.00	9,666.00
771AT-WR	CYBEX 770AT TOTAL BODY ARC TRAINER | MSRP $8,895.00 (W/EMBEDDED WIRELESS AUDIO RECEIVER)	3	4,925.00	14,775.00
OSX-0000	LIFE FITNESS ACTIVATE ELLIPTICAL | MSRP $4,380.00	4	3,411.00	13,644.00
FREIGHT	FREIGHT CHARGE | LIST $1,136.00	1	804.00	804.00
DELIVERY	DELIVERY & INSTALLATION | LIST $767.00	1	590.00	590.00
DISCOUNT	PACKAGE DISCOUNT	1	-1,851.40	-1,851.40

Thank you,
Jamie Moore, Territory Sales Manager
M 402.957.4478 | E jamie@novahealth.net

THANK YOU FOR THE OPPORTUNITY TO PRESENT OUR PRICE QUOTE.

SUBTOTAL	$60,661.60
SALES TAX (0.0%)	$0.00
TOTAL	$60,661.60

Signature |
(Print Name Below) _____

P.O. # _____

10 Trotter Drive
Medway, MA 02053
United States of America

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FAX + 1.508.533.5500

www.cybexintl.com

MEMO »

Jamie Moore	Matthew Santos
TO	FROM
402-957-4478	msantos@cybexintl.com
PHONE NO.	EMAIL
20 April 2016	NOVA Fitness Sole Source Letter
DATE	SUBJECT

The intent of this Official Cybex Memo is to establish that NOVA Fitness Equipment is the only authorized Cybex Fitness Equipment Dealer for the State of Iowa. If Cybex Fitness product is procured from any other dealer other than Nova Fitness Equipment in the State of Iowa, the product will be considered used and not granted a factory warranty by Cybex. Cybex is proud of partnering with Nova Fitness for almost 20 years, who shares the same values and customer service commitment as we do at Cybex.

Respectfully,

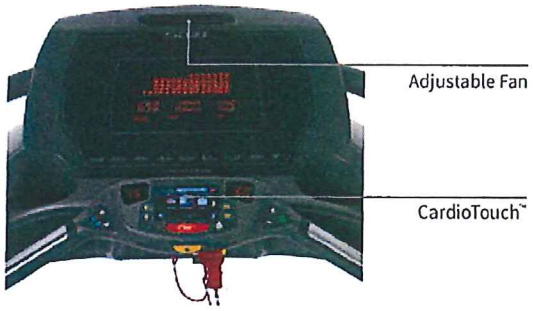
Matthew Santos
Director, Dealer Sales West
Professional Sports

CARDIO

700 Series

770T Treadmill

The 770T is a breakthrough machine designed to encourage serious and casual fitness athletes alike to rediscover the simple joys of running, jogging, and walking.



STANDARD DISPLAY

The CardioTouch™ touch screen display offers a single command center for every exercise program and entertainment control. iPod/iPhone integration comes standard on 700 Cardio Series.

E3 VIEW HD/CYBEX GO OPTIONAL DISPLAY

Optional technology features include embedded MYE wireless audio receiver, E3 View high definition monitor with three viewing modes on a 15.6" embedded display, or Cybex GO*. From virtual workout environments to live HD TV, on-demand content, and music videos – Cybex GO has features everyone will enjoy and an intuitive, easy-to-use touchscreen they'll appreciate.

SPECIFICATIONS

Product Name	770T
Dimensions (L × W × H)	82.5″ × 36″ × 59″ (210 cm × 91.5 cm × 150 cm)
Speed	0.5 – 12.4 mph (0.8 – 20 kph)
Incline Levels	0% – 15%
Running Area (L × W)	60″ × 22″ (152 cm × 56 cm)
Max User Weight	400 lbs (182 kg)
Drive	5 HP peak AC drive motor
Power	115V, 208V-220V, 230V
Display	4.3″ Touchscreen for workout and entertainment setup and control; Graphic display of workout profile via 8 × 15 LED matrix; Numeric display of time, distance, calories, calories/hour, METs, Watts, pace and heart rate including multi-color indication of heart rate range; Lower display shows incline and speed
Workouts	Quick Start (Manual Mode), nine Workouts with Time, Distance or Calorie Goal, six Military tests, 1-Mile Fitness test and Gerkin Protocol; Workouts have 10 levels
Entertainment Options	MYE wireless audio receiver; E3 View embedded HD monitor; Cybex GO
Made for iPod Works with iPhone	iPod/iPhone integration with 30-pin connector. Users can easily charge an iPod or iPhone, listen to music, switch tracks, and control volume
Heart Rate Monitoring	Wireless and Contact Grips
Connectivity	CSAFE (Fitlinxx® Level 1)
Compliance	ETL listed to UL1647, ASTM, EN 957, and CSA; FCC Class A; CE Low Voltage, EMC, and RoHS Directives
Safety	E-stop Safety Lanyard and Safety Sentry™ shutdown features
Color	Available in 15 standard frame colors or a virtually unlimited variety of custom colors

Made for iPod Works with iPhone

*Only available in North America

Upgrade your club with customized Cybex equipment. Visit mydesign.cybexintl.com

MY DESIGN STUDIO

WORLD HEADQUARTERS
10 Trotter Drive · Medway · MA 02053 USA
T + 1.508.533.4300 · F + 1.508.533.5500
cybexintl.com

CYBEX INTERNATIONAL UK LTD
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Bardon Hill · Coalville · LE67 1TB UK
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Cybex Products are Designed & Built in America.

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CYBEX®

CARDIO

700 Series

770AT Arc Trainer

770AT is a commercial high end cross trainer designed for the total body. It burns up to 16% more calories than competing ellipticals or cross-trainers, reduces knee strain by 83%, and improves muscular endurance by 38%*.

STANDARD DISPLAY

The CardioTouch™ touch screen display offers a single command center for every exercise program and entertainment control. iPod/iPhone integration comes standard on 700 Cardio Series.

E3 VIEW HD/CYBEX GO OPTIONAL DISPLAY

Optional technology features include embedded MYE wireless audio receiver, E3 View high definition monitor with three viewing modes on a 15.6" embedded display, or Cybex GO**. From virtual workout environments to live HD TV, on-demand content, and music videos – Cybex GO has features everyone will enjoy and an intuitive, easy-to-use touchscreen they'll appreciate.

SPECIFICATIONS

Product Name	770AT
Dimensions (L × W × H)	76″ × 37″ × 62.5″ (193 cm × 94 cm × 159 cm)
Resistance Range	Up to 900 Watts at 180 SPM
Incline Levels	21
Stride Length	24″ (61 cm)
Max User Weight	400 lbs (182 kg)
Power	Self powered, E3 View available in standard AC voltages, optional AC adapter for full time display
Display	4.3″ Touchscreen for workout and entertainment setup and control; Graphic display of workout profile via 8 × 15 LED matrix; Numeric display of time distance, calories, calories/hour, METs, Watts, strides per minute and heart rate including multi-color indication of heart rate range; Lower display shows incline and resistance level
Workouts	Quick Start (Manual Mode), two Weight Loss, three Cardio, two Shaping, three Strength, as well as Adaptive Power, Constant Power, and Heart Rate Control. Workouts have 10 levels and control both incline and resistance
Entertainment Options	MYE wireless audio receiver; E3 View embedded HD monitor; Cybex GO
Made for iPod® Works with iPhone®	iPod/iPhone integration with 30-pin connector. Users can easily charge an iPod or iPhone, listen to music, switch tracks, and control volume
Heart Rate Monitoring	Wireless and Contact Grips
Connectivity	CSAFE (Fitlinxx® Level 1)
Compliance	ETL listed to UL1647, ASTM, EN 957, and CSA; FCC Class B; CE Low Voltage, EMC and RoHS Directives
Color	Available in 15 standard frame colors or a virtually unlimited variety of custom colors

Made for iPod Works with iPhone

*According to an independent study at the University of Wisconsin-La Crosse
**Only available in North America

Upgrade your club with customized Cybex equipment. **Visit mydesign.cybexintl.com**

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CYBEX®

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Activate Series Elliptical Cross-Trainer

CARDIO THAT FITS ANY FACILITY

ACTIVATE SERIES ELLIPTICAL CROSS-TRAINER

The Activate Series Elliptical Cross-Trainer has an intuitive design that is perfect for exercise rookies or veterans. It benefits from extensive biomechanics research that creates a smooth and natural feeling ellipse path.

SPECIFICATIONS

Service Enhancements

Flash Programmable with USB	No
Manager Menu Options	Yes

Product Features

Adjustable Levelers	Rear
Cup Holders	1
Frame	Welded
Integrated Accessory Tray	Yes
Pedals	Oversized Non-slip Pedals
Resistance Levels	25
Roll Wheels	Front
Easy To Remove Headphone Jack	No
Heart Rate Monitoring	Polar® Telemetry (optional chest strap required); Lifepulse™ with DSP (Digital Signal Processing)
Integrated Reading Rack	Yes
On the Fly Programming	Yes
Plug-In Accessory	Yes
Resistance Controls	Console
Support Handlebars	Yes

Technical Specifications

Warranty	Electrical Components: 2 year limited; Mechanical Components: 2 year limited; Labor: 1 year; Warranties outside the U.S. may vary
Dimensions (L x W x H)	82 in x 28 in x 60 in (209 cm x 72 cm x 153 cm)
Weight	240 lb (109 kg)
Max User Weight	350 lb (159 kg)
Stride Length Max	18 in (46 cm)
Auto Start	Yes
Power Requirements	Self-powered**

ABOUT LIFE FITNESS

ABOUT LIFE FITNESS

Life Fitness has been creating innovative cardio equipment since inventing the Lifecycle® Exercise Bike in 1968. A combination of expert engineering, state-of-the-art technology, attention to design, and