



**PARKS, RECREATION AND CULTURAL SERVICES
MEMORANDUM 19-2015**

DATE: July 13, 2015
TO: Honorable Mayor Joyce Downing and City Council Members
FROM: David Willett, Acting City Manager 
Amanda Peterson, Director of Parks, Recreation & Cultural Services 
SUBJECT: CR- 94 - Recreation Center Weight Room Equipment Purchase

RECOMMENDATION

Staff recommends approval of the attached Resolution which would authorize the City Manager to issue a purchase order to Commercial Fitness Solutions Inc. in the amount of \$46,105.49 for the purchase of the Cybex VR1. The equipment includes the Cybex VR1 selectorized weight equipment, dumbbells, dumbbell racks, and two Cybex Bravo Functional Trainers.

BACKGROUND

The current Cybex modular weight equipment was installed in 1994 and has exceeded the typical lifespan for weight equipment for public usage. Cybex discontinued manufacturing replacement parts approximately five years ago. Replacement parts are being customized from outside vendors which increases the costs and lead time for repairs, which in turn impacts programs and participant usage. The modular weight system is the core of the recreation center weight room for programmed and drop-in activities.

Staff recommends purchasing the Cybex equipment over other manufacturers due to the variety and ease of use of the equipment for the broad age range of participants from teens to seniors who use the equipment. Also, the Cybex equipment was chosen due to compact design of the equipment which best utilizes the limited space available in the weight room.

Commercial Fitness Solutions has been identified as a Noncompetitive Negotiation bidder for this project. The justification for noncompetitive negotiation is that Commercial Fitness Solutions is the exclusive provider of Cybex fitness equipment for all commercial equipment for the state of Colorado. This is in line with the City's purchasing procedures for source selection in contracting, as it complies with the guidelines set forth in the Purchasing Policy Document, approved January 12, 2012.

BUDGET/TIME IMPLICATIONS

The cost of this project is \$46,105.49 which includes delivery and shipping with the estimated delivery date of August 26, 2015. Funds were allocated in the 2015 Capital Improvement Program with a budget of \$50,300. Attached to this memorandum is the quote from Commercial Fitness Solutions and the sole source letter from Cybex stating that Commercial Fitness Solutions is the exclusive provider of Cybex equipment in Colorado.

STAFF REFERENCE

Amanda Peterson, Director of Parks, Recreation, & Cultural Services at apeterson@northglenn.org, or (303) 450-8950
Brian Magnett, Recreation Supervisor at bmagnett@northglenn.org, or (303) 450-8899

ATTACHMENTS

ATTACHMENT 1	Quote from Commercial Fitness Solutions
ATTACHMENT 2	Source Selection Justification



Quotation/Order Form

12386 Dumont Way #100 Littleton, CO 80125
 720.479.8200 (ph) 720.479.8201 (fx)
 info@commercialfitness.com

Date	Quotation #
6/18/2015	11674

Bill To:
Accounts Payable City of Northglenn 11801 Community Center Dr. Northglenn, CO 80233

Ship To:
City of NorthGlenn 11801 Community Center Dr. Northglenn, CO 80233 Brian -

Terms	Rep	FOB
Net 30	KG	

Item	Description	Qty	Unit Price	Total
8840-325	Cybox Bravo Functional Trainer, 4:1, 325# Stack (tall w/ chin up bar), 8840-325	2	7,895.00	15,790.00
8820	Cybox Bravo Utility Bench, 8820	1	295.00	295.00
13041	Cybox VR1 Leg Press, 13041	1	5,195.00	5,195.00
13051	Cybox VR1 Leg Extension with Start Adj. 13051	1	3,595.00	3,595.00
13061	Cybox VR1 Seated Leg Curl w/ Start Adj, 13061	1	3,795.00	3,795.00
13240	Cybox VR1 Dual Multi-Press, 13240	1	4,695.00	4,695.00
13130	Cybox VR1 Lat Pull, 13130	1	3,395.00	3,395.00
13200	Cybox VR1 Dual Ab/Back Extension, 13200	1	4,275.00	4,275.00
VR1 weight option	Cybox VR1 increment weight option (adds 5# to light stacks, and 7.5# to standard stacks)	6	160.00	960.00
16001	Cybox Adjustable -10 to 80 Bench, 16000	1	845.00	845.00
16131	Cybox Free Weight Scott Curl, 16131	1	995.00	995.00
16141	Cybox Weight Storage with Bar Holders, 16141	1	545.00	545.00
16250	Cybox Twin Tier Dumbbell Rack (holds 10 pairs), 16250	2	945.00	1,890.00
TKO DB Urethan... 828US-A10	TKO 7.5 - 27.5# 828US Urethane DB, 5 pairs			980.00
TKO DB Urethan... TKO Rubber Hex ...	TKO 5-50# SDS Urethane Dumbbell SET, 10 Pairs, 828US-A10	1	2,000.00	2,000.00
	TKO 55# - 75# 828US Urethane DB			2,438.00
	TKO Rubber Hex 3-25# Dumbbell Set, 8 pairs, with Vertical Rack			771.20
Aeromat Rack- Str...	Aeromat Club Rack with (7) Aeromat Medicine Balls, 2#, 4#, 6#, 8#, 10#, 12# and 15#, (3) Aeromat Fitness Balls, 55cm, 65cm and 75cm, (1) each Stroops Slastix Toner in Very Light, Light, Medium, Heavy, Very Heavy and (5) Pavigym Hanging Mats and (1) Pavigym Mat Rack. **NOTE: Mat Rack needs to be installed by customer. ***			1,039.29



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Terms	Rep	FOB
Net 30	KG	

Item	Description	Qty	Unit Price	Total
	Subtotal			53,498.49
Discount	Discount - A - CPRA		-11,760.00	-11,760.00
Strength Freight/Install	Strength Equipment Freight Delivery/Installation		2,344.00 1,933.00	2,344.00 1,933.00
#1	The Following Services are Included at No Charge: * In-Service Orientation * CAD Facility Design * Priority Service Status (48Hr Response Time) * Preventative Maintenance Orientation * Liability Sign & Waiver Samples		0.00	0.00
#2	NOTE: SECURING EQUIPMENT: Cybex strength machines have holes in the feet which allow for ease in anchoring to the floor. Cybex strongly recommends that the equipment be anchored/secured to a solid, level surface to eliminate rocking, tipping or falling over due to incorrect usage or misuse. *Anchoring equipment is the responsibility of the customer.		0.00	0.00

**Please note:

Prices valid for 30 days from date of quote.
 Storage fees may be charged if CFS is not notified of a shipping delay 2 weeks prior to product shipment from the manufacturer. Buyer is responsible for any freight, labor or storage charges incurred as a result of any changes made after 2 week cut off. If any portion of the order is cancelled within the two week time frame, there will be a 25% restocking fee. Custom orders carry a 100% restocking fee. Please address all changes in writing and fax to 720-479-8201. All orders are subject to credit approval prior to shipment. Buyer is responsible for all costs of collection including seller's reasonable attorney's fees. All unpaid amounts will accrue interest at the rate of 1.5% a month. All sales are subject to local area sales tax rates.

Subtotal	\$46,015.49
Sales Tax (7.0%)	\$0.00
Total	\$46,015.49

Authorized Signature & Title _____



Global Headquarters: 10 Trotter Drive ■ Medway, MA 02053 ■ USA ■ t 1.508.533.4300 ■ f 1.508.533.5500

memo

To: Ken Greenberg
From: Matthew Santos
CC: Dean Bowrsosen
Date: June 30, 2015
Re: Sole Source Letter for Colorado

Dear Sir and or Madam,

This letter is expressly written to verify and confirm that Commercial Fitness Solutions is the exclusive provider of Cybex fitness equipment to any and all commercial (light or full institutional) settings for the state of Colorado. Under the ownership of Ken Greenberg, CFS has risen to the top of Cybex fitness equipment dealers by demonstrating strong product knowledge and unsurpassed customer service. Commercial Fitness Solutions has been recognized by Cybex as a top performer in the fitness industry and we at Cybex are proud to have Ken and his team at Commercial Fitness Solutions as a true partner.

Thank you,

Matthew Santos, West Coast Director of Dealer Sales

CC: Dean Bowrosen, Vice President Dealer Sales

SPONSORED BY: MAYOR DOWNING

COUNCILMAN'S RESOLUTION

RESOLUTION NO.

No. CR-94
Series of 2015

Series of 2015

A RESOLUTION AUTHORIZING THE CITY MANAGER TO ISSUE A PURCHASE ORDER TO COMMERCIAL FITNESS SOLUTIONS, INC. IN THE AMOUNT OF \$46,105.49 FOR THE PURCHASE OF RECREATION CENTER WEIGHT ROOM EQUIPMENT

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF NORTHGLENN, COLORADO, THAT:

Section 1. The City Manager is hereby authorized to issue a Purchase Order to Commercial Fitness Solutions, Inc. in the amount of \$46,105.49 for the purchase of Cybex VR1 equipment for the Recreation Center weight room.

DATED at Northglenn, Colorado, this ____ day of _____, 2015.

JOYCE DOWNING
Mayor

ATTEST:

JOHANNA SMALL, CMC
City Clerk

APPROVED AS TO FORM:

COREY Y. HOFFMANN
City Attorney