



# TOWN OF ERIE

645 Holbrook Street  
Erie, CO 80516

## Town Council

**Board Meeting Date: 3/13/2018**

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**File #: 18-094, Version: 1**

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**SUBJECT: Consent**

**A Resolution Authorizing the Purchase of Selectorized and Strength Equipment From Advanced Exercise Equipment in the Amount of \$93,307.52**

**DEPARTMENT: Parks & Recreation**

**PRESENTER: Farrell Buller, Parks & Recreation Assistant to the Town Administrator - Community Services**

**FISCAL INFORMATION:**

Cost as Recommended: \$ 93,307.52

Balance Available: \$ 116,300.00

Budget Line Item Number: 100-50-820-600120-00000

New Appropriation Required: No

**STAFF RECOMMENDATION:**

**Approve resolution for the purchase of Selectorized and Strength Equipment from Advanced Exercise Equipment in the amount of \$93,307.52**

**SUMMARY AND BACKGROUND OF SUBJECT MATTER:**

In the 2018 budget, the Board of Trustees authorized \$116,300.00 for the purchase of new and replacement equipment for the Erie Community Center (ECC). Staff has determined the selectorized and strength equipment are in need of replacement based on the following criteria:

- Age - the selectorized and strength equipment to be replaced is 10 years old, standard commercial fitness equipment life span is 5-10 years
- High Usage - the selectorized and strength equipment has experienced a higher usage at the ECC than the normal industry standards and has passed its useful life span
- Repairs - repair parts for the current selectorized and strength equipment are very hard to find, extremely expensive or no longer manufactured

Staff reviewed multiple vendors for selectorized and strength equipment:

<u>Vendors</u>
Advanced Exercise - Life Fitness

Advanced Exercise - Hammer Strength
Commercial Fitness - Cybex
Push, Pedal, Pull - Precor
Sport and Fitness - Nautilus

Analysis completed by staff determined the Life Fitness and Hammer Strength equipment offered by Advanced Exercise was the best overall selection. Some of the deciding factors:

- Industry leader in fitness equipment (Hammer Strength and Cybex is under the umbrella of Life Fitness with Life Fitness being the premier line)
- Highly recommended from other agencies
- Vendor located in Colorado has agreed to get job done during time frame requested
- Fulfillment of a ribbon on our Vision Map as we will be maximizing facility space and including three additional needed pieces of equipment
- Made in USA - the long term quality you need if you are going to keep this line for the next 7-10 years
- Progressive - Many strength lines are not redesigned very often, in some cases every 5- 10 years. This Insignia line was just redesigned a couple years ago off the #1 selling previous line of Strength- Signature Series from Life Fitness. This means the latest features and ergonomics for our members
- Value - Due to the predominately welded construction design it lasts longer and has a greater trade in. Life Fitness Strength can be worth as much as 20- 25% of its original value in 5-7 years when traded in where other brands have little or no value at end of life
- Cooperative pricing through National Joint Powers Alliance (NJPA)
- Warranty offered
  - Parts and Labor - 5 year
  - Frame - 10 years
  - Bearings and cables - 1 year
  - Upholstery - 90 days
- Advanced Exercise is currently the sole distributor of the Life Fitness and Hammer Strength equipment selected.

Upon approval, staff will proceed with ordering the equipment. Total time to delivery is approximately four to six weeks with installation scheduled during the maintenance week August 27 - September 3.

Areas of installation include: Entire 2<sup>nd</sup> floor atrium.

## **ATTACHMENTS:**

1. Advanced Exercise quote for Life Fitness and Hammer Strength equipment
2. Sole Source Letter
3. Resolution