

**ACTION SHEET
ITEM FROM FINANCE COMMITTEE MEETING OF 11/30/15
FOR CITY COUNCIL MEETING OF 12/09/15**

ISSUE:

25. Request for Approval of Procurement Under Cooperative Price Agreement – Cardiovascular Equipment for Genoveva Chavez Community Center; Advanced Exercise Equipment. (Liza Suzanne)

FINANCE COMMITTEE ACTION:

Approved as Consent item.

FUNDING SOURCE: 52703.572400.5724500

SPECIAL CONDITIONS OR AMENDMENTS

STAFF FOLLOW-UP:

VOTE	FOR	AGAINST	ABSTAIN
COUNCILOR TRUJILLO	X		
COUNCILOR RIVERA	X		
COUNCILOR LINDELL	X		
COUNCILOR MAESTAS	X		
CHAIRPERSON DOMINGUEZ			

4-13-15

City of Santa Fe, New Mexico

memo

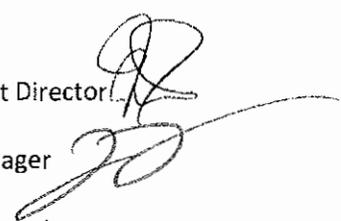
DATE: November 20, 2015

TO: Public Works Committee
Finance Committee
City Council

VIA: Rob Carter, Parks and Recreation Department Director

FROM: Liza Suzanne, GCCC Recreation Complex Manager

Subject: GCCC Purchase of New Cardiovascular Equipment



Background and Summary

The Genoveva Chavez Community Center's Fitness Area cardiovascular machines have reached the end of their functional lifespan. During the budget process for Fiscal Year 2015/16 funding was approved and allocated to replace mature cardiovascular equipment, including treadmills, elliptical cross-trainers, and stationary bicycles. The machines on request support the South Side community's access to wellness in a municipal setting, and provide healthy options for the many visitors to the City and community-at-large. Additionally, they are necessary and appropriate to maintain the standard of service we offer to our legacy membership.

Budget

Monies were approved and budgeted for this expense, and a packet including all supporting documentation was presented to purchasing and endorsed prior to seeking Committee approval. There is \$114,000 in Business Unit 52703 for this purchase along with a BAR in process to secure the funding into proper Line Items for final purchase.

Capital Equipment & Machinery 527053.570500 \$53,324 (Treadmills plus Delivery & Install)

Inventory Exempt 52703. 572400 \$59,921 (Ellipticals & Stationary Bikes)

Action Requested

Please approve the purchase of new cardiovascular equipment from Advanced Exercise in the amount of \$113,244.75 from BU 52703.

Encl: Approval Memorandum from Purchasing Office for NJPA
NJPA Support Documentation
Advanced Exercise Proposal with Quote and PM Outline

CITY OF SANTA FE OTHER METHOD PROCUREMENT CHECKLIST

Contractor Name: Advance Exercise Equipment/ Representing Lifefitness

Procurement Title: Cardiovascular Equipment for the GCCC

Other Methods: State Price Agreement Cooperative Sole Source Exempt Other

Department Requesting/Staff Member Liza Suzanne

Procurement Requirements:

A procurement file shall be maintained for all contracts, regardless of the method of procurement. The procurement file shall contain the basis on which the award is made, all submitted bids, all evaluation materials, score sheets, quotations and all other documentation related to or prepared in conjunction with evaluation, negotiation, and the award process. The procurement shall contain a written determination from the Requesting Department, signed by the purchasing officer, setting forth the reasoning for the contract award decision before submitting to the Committees. .

REQUIRED DOCUMENTS FOR APPROVAL BY PURCHASING*

- | YES | N/A | |
|-------------------------------------|-------------------------------------|--|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Approved Procurement Checklist (by Purchasing) |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Departments Recommendation of Award Memo addressed to Finance |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | State Price Agreement |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Cooperatve Agreement |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Sole Source Request and Determination Form |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Contractors Exempt Letter |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Purchasing Officers approval for exempt procurement |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | BAR |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | FIR |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Contract, Agreement or Amendment |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Current Business Registration and CRS numbers on contract or agreement |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Summary of Contracts and Agreements form |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Certificate of Insurance |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Other: _____ |

Liza Suzanne, Recreation Complex Manager
 Department Rep Printed Name and Title

[Signature] 11/20/15
 Department Rep Signature attesting that all information included

[Signature] 11/20/15
 Purchasing Officer attesting that all information is reviewed

REQUIRED DOCUMENTS FOR OTHER METHOD FILE*

- | YES | N/A | |
|-------------------------------------|-------------------------------------|--|
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | State Price Agreement |
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | Cooperatve Agreement |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Sole source Request and Determination Form |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Contractors Exempt Letter |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Purchasing Officers approval of exempt procurement |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Copies of all Sole Source submittals |

Other: _____

AWARD*

YES N/A

Fully executed Memo to Committees from the Department with recommendation of award

Other: _____

CONTRACT*

YES N/A

Copy of Executed Contract

Copy of all documentation presented to the Committees

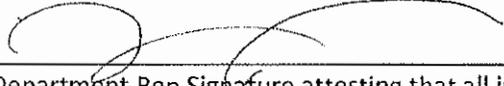
Finalized Council Committee Minutes

Other: _____

Include all other substantive documents and records of communication that pertain to the procurement and any resulting contract.

Create a separate file folder which may contain any documents with trade secrets or other competitively sensitive, confidential or proprietary information.

Lizz Suzanne, Recreation Complex Manager
Department Rep Printed Name and Title

 11/20/15
Department Rep Signature attesting that all information included

City of Santa Fe, New Mexico

memo

DATE: 19 November 2015

TO: Robert Rodarte, Purchasing Officer (CPPO, CPPB)

FROM: Liza Suzanne, GCCC Complex Manager

Subject: GCCC Purchase of New Cardio Equipment

Background and Summary

The Chavez Center's weight room earns approximately \$200,000.00 annually from daily drop-in fitness fees and consistently hosts between 20-40 individual users per hour in the weight room. Our cardiovascular equipment fleet includes stationary bicycles, elliptical cross-trainers, and treadmills, all of which have reached functional lifespan: we are spending more to repair than replace. Therefore, the Chavez Center has been approved and allocated approximately \$115,000.00 in the 52703 budget for expenditure in FY 15/16 to provide new equipment with extended warranties on major moving parts. Cardiovascular equipment in our center are considered heavy commercial, with the ability to support both heavy individuals and long-term use. At present, audits of the treadmills convey over 45,000 miles, for example, and many units are on their third motor.

The NJPA bulk discount price includes one year preventative maintenance service and training support for our new and existing Life Fitness, Hammer Strength and Sci-Fit equipment as well as a special, extended warranty for parts and labor on the new purchase. This exceeds the services and pricing available from local GSA vendors. In addition, the State Price Agreement (SPA) for New Mexico lists vendors who sell cardio equipment, however Life Fitness is not represented or available.

We are attaching the following supporting documents for review and consideration:

- Advanced Exercise proposal by local consultant Josh Martinez, including service and warranty
- Preventive Maintenance Outline with itemized services by Josh Martinez
- NJPA info sheet, describing government agency and 40,000-member, 50-state municipal alliance
- Life Fitness NJPA contract number 021512-LFF
- Platinum Dealer designation award letter to Advanced Exercise by Life Fitness

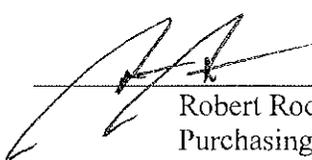
Memorandum – GCCC Purchase of New Cardio Equipment
November 19, 2015
Page 2 of 2

Maintaining brand consistency provides an effective way to upgrade equipment in the most cost-efficient manner, and institutes the best possible technical support for continuing operation. Selected equipment was vetted for its durability, ease of use, technological upgrades, and generous service agreement

Action Requested

For your review and approval.

Approved Disapproved

 11/20/15

Robert Rodarte, CPPO, CPPB
Purchasing Officer
The City of Santa Fe
rrodarte@santafenm.gov

Encl: Advanced Exercise Proposal
 Preventative Maintenance Outline
 NJPA info sheet
 NJPA contract number
 Advanced Exercise Platinum Designation/Sole Source

Get to know us.

National Joint Powers Alliance®

HOW CAN NJPA CONTRACTS BENEFIT MY AGENCY?

National Contract Purchasing provides considerable time and resource savings for participating Member agencies.

- Streamlines the contracting processes and maximizes efficiencies
- No need to establish and/or duplicate bid docs or contract process
- Reduce the impact of staff reductions and budget cuts

WHAT IS THE VALUE OF MEMBERSHIP WITH NJPA?

Membership establishes a legal paper trail between the Member and NJPA, justifying your contract purchasing decision. A no-cost, no-obligation NJPA Membership provides access to competitively bid contracts, procured by a national municipal contracting agency. Our contracts leverage national volume pricing and provide our Members with the desired vendor choices.

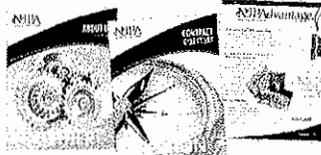
- Ease and time saving benefits of purchasing through national contracts procured, awarded and hosted by a national municipal contracting agency
- Unique advantage to purchase quality products/services deserving of the agency

DOES NJPA SATISFY MY LOCAL BID REQUIREMENTS?

Every state government/education entity has a purchasing level at which public agencies are required to "go out to bid." NJPA has nationally solicited, evaluated and awarded contracts through a competitive bidding process on behalf of its Members. These contracts can be leveraged by municipalities under the authority of NJPA's enabling legislation and your state's procurement laws and/or Joint Powers Authority. These laws allow access to NJPA's contracts and procurement process to satisfy your local/state bidding requirements, avoiding duplication of the process.

Click images to view marketing materials:

About Us—who we are, our contracting process, our legal authority and the value we provide our Members. Contract Directory—our current list of contract solutions. NJPA Advantage Newsletter—our quarterly newsletter.



The National Joint Powers Alliance® (NJPA) is a public agency; established through Minnesota State Statute in 1978. NJPA serves as a municipal contracting agency for over 40,000 Members throughout the nation with competitively awarded contract purchasing solutions through industry-leading vendors.

NJPA Membership is available to government, education and non-profit agencies located in all 50 states at no cost, liability or obligation to the Member. As a public, government agency itself, NJPA responds to its Members' purchasing needs by facilitating and awarding national competitively bid contracts. NJPA contract purchasing solutions result in valuable product and service solutions that range from office supplies to heavy equipment.



Learn more: www.njpacoop.org

Duff Erholtz • Membership Services • 218-894-5490 • Duff.erholtz@njpacoop.org



ANNUAL RENEWAL OF AGREEMENT

Made by and Between

Life Fitness a Division of Brunswick Corp. (Vendor)
5100 North River Road
Schiller Park, IL 60176

and

National Joint Powers Alliance® (NJPA)
202 12th Street NE
Staples, MN 56479
Phone: (218) 894-1930

Whereas:

"Vendor" and "NJPA" have entered into an "Acceptance and Award #021512-LFF" for the procurement of Exercise and Rehabilitation Equipment with Related Accessories, Supplies and Services, and having a maturity date of March 20, 2016, and which are subject to annual renewals at the option of both parties.

Now therefore:

"Vendor" and "NJPA" hereby desire and agree to extend and renew the above defined contract for the period of March 20, 2015 to March 20, 2016.

National Joint Powers Alliance® (NJPA)

By: [Signature], Its: Executive Director/CEO

Name printed or typed: Chad Coquette

Date: 1/12/15

Life Fitness a Division of Brunswick Corp.

By: [Signature], Its: Manager, Education Sales

Name printed or typed: Tim Moran

Date: 1/12/15

If you do not desire to extend contract, please sign below and return this agreement.
Discontinue: We desire to discontinue the contract.
Signature: _____ Date: _____

NJPA AWARDED CONTRACT



NJPA VENDOR CONTRACT SUMMARY -- LIFE FITNESS/HAMMER STRENGTH

DATE March 20, 2012	RFP # 021512
AWARDED CONTRACT NUMBER 021512-LFF	NJPA RFP TITLE & CATEGORY Exercise and Rehabilitation Equipment with Related Accessories, Supplies, and Services
CONTRACT PERIOD March 20, 2012 through March 19, 2016	PRICING MODEL Line item pricing
DESCRIPTION Comprehensive offering of weight lifting and exercise equipment and services through local dealers.	
VENDOR NAME AND ADDRESS Life Fitness 5100 North River Road Schiller Park, IL 60176	VENDOR CONTACT Tim Moran 847-922-0344

NJPA CONTRACTS CONSIST OF THE FOLLOWING DOCUMENTS Section 2.4 "Contract" as used herein shall mean cumulative documentation consisting of the RFP, and entire Bidder's Response, and fully executed "Acceptance and Award". <ul style="list-style-type: none"> • <u>Bidders Response</u> • <u>Request for Proposal (RFP)</u> • Bidder's Response and Pricing - Available upon request from the NJPA Contract Manager 	RELATED CONTRACT DOCUMENTATION <ul style="list-style-type: none"> • <u>Board</u> • <u>Bid Evaluation</u> • <u>Bid Comment & Review</u> • <u>Affidavit of Advertisement</u> • <u>Bid Opening Witness Page</u>
DOCUMENTATION OF CONTRACT MAINTENANCE <u>Renewal Extension 3-20-13</u>	ADDITIONAL INFORMATION: <u>Customer Flyer</u>

NJPA INFORMATION

NJPA CONTACT Gordy Thompson	TITLE NJPA Contract Manager
PHONE 218-894-5489	EMAIL Gordy.thompson@njpacoop.org
ADDRESS 202 12th Street NE, P.O. Box 219, Staples, MN 56479	WEBSITE www.njpacoop.org

National Joint Powers Alliance®

Contract Purchasing Department

Proposal Offering
And Acceptance and Award
RFP #021512

FORM D

EXERCISE AND REHABILITATION EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES,

Proposal Offering (To be completed Only by Proposer)

In compliance with the Request for proposal (RFP) for EXERCISE AND REHABILITATION EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES, the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby offer and agree to furnish the defined products/services and services in compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they are the sole offeror herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this offer is the sole responsibility of the Proposer.

Company Name: LIFE FITNESS A DIVISION OF BRUNSWICK CORP. Date: 2/13/2012

Company Address: 5100 NORTH RIVER ROAD

City: SCHILLER PARK State: IL Zip: 60176

Contact Person: TIM MORAN Title: MANAGER, EDUCATION & ATHLETIC SALES

Authorized Signature (ink only): [Signature]
ANDY BOGART (Name printed or typed)
SENIOR DIRECTOR SALES OPERATIONS

Contract Acceptance and Award (To be completed only by NJPA)

Your proposal offering is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined goods and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, and the Proposer's Response. The effective date of the Contract be March 20, 2012 and continue for four years thereafter AND which is subject to annual renewal at the option of both parties.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature: [Signature] Todd Lyscio
(Name printed or typed)

Title: Executive Director NJPA

Awarded this 20th day of March 2012 Contract Number # 021512-LFF

NJPA Authorized signature: [Signature] Lane D. Waldahl
(Name printed or typed)

Title: Board Clerk

Executed this 20th day of March 2012 Contract Number # 021512-LFF



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • www.njpacoop.org

COMMENT AND REVIEW

To the
INVITATION FOR BID (IFB) #021512
Entitled

EXERCISE AND REHABILITATION EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES

The following advertisement was placed in the Star Tribune on January 6, 2012 and January 13, 2012 and the Daily Journal of Commerce on January 6, 2012 through January 12, 2012 and on the NJPA website www.njpacoop.org, and on noticetobidders.com website:

The National Joint Powers Alliance® (NJPA) on behalf of itself and its current and potential Members nationwide issues this request for proposal (RFP) to provide EXERCISE AND REHABILITATION EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES AND SERVICES, details of this RFP are available beginning January 6, 2012 and continuing until January 27, 2012. Details may be obtained by letter of request to Gregg Meierhofer, NJPA, 202 12th Street Northeast, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 15, 2012 at 4:30 p.m. Central Time at the above address and opened February 16, 2012 at 8:00AM Central Time.

IFB's were requested from and distributed to:

- | | |
|---|----------------------|
| 2 nd Wind Exercise Equipment | All American Fitness |
| Bailey Manufacturing Company | BioSolutions |
| Bodyquest | Fat Bars |
| GameTime | Life Fitness |
| Life Fitness-Hammer Strength | Medical Solutions |
| PowerMax Equipment | Pro Maxima |
| Push Pedal Pull | Raw Crowther Co |
| S&S Worldwide | Samson Equipment |
| School Outfitters | UCS, Inc. |

Late inquiries were received from:

- | | |
|-------------------------|------------|
| AEGIS Fitness Solutions | BSN Sports |
|-------------------------|------------|

Bids were opened on February 16, 2012 at the offices of NJPA offices 202 12th Street Northeast in Staples, Minnesota 56479. All bids received were deemed responsive. Bids were received from the following:

- Life Fitness, a division of Brunswick Corporation
- Samson Equipment, Inc.



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • www.njpacoop.org

Extreme Equipment Sales, LLC dba Total Strength and Speed

Bids were reviewed by the Bid Review committee consisting of:

- Ginger Line, Contract Specialist
- Gregg Meierhofer, Bids and Contracts Officer
- Tracy Plinske, Contract Specialist
- Keith Hanson, Accounting Manager, CPA

The findings of the Bid Review Committee are summarized as follows:

The Bid Evaluation Committee found the bid responses to be generally well put together and offering a wide array of products and services. We feel that Life Fitness can best service our members with their extensive bid offering and sales and service force capabilities. The Committee also found the bid to be within a "Competitive Range".

For these reasons the NJPA Evaluation Team recommends award of NJPA #021512 to

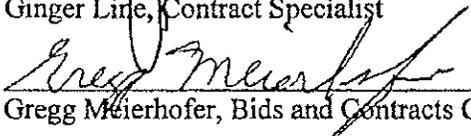
Life Fitness, a division of Brunswick Corporation 021512-LFF



 Ginger Line, Contract Specialist

3-9-12

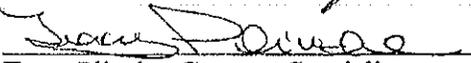
 Date



 Gregg Meierhofer, Bids and Contracts Officer

3-9-12

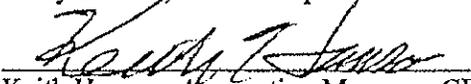
 Date



 Tracy Plinske, Contract Specialist

3-9-12

 Date



 Keith Hanson, Accounting Manager, CPA

3-9-12

 Date

THE BEST PRODUCTS



**HAMMER
STRENGTH®**



LifeFitness

WHAT WE LIVE FOR

THE LEADING BRANDS

As the only fitness equipment provider on contract with NJPA, you can count on us to offer outstanding options for exercisers of every fitness level. Our unparalleled experience ensures that you can count on total support, so you can reach your goals. Everyone wins when you choose Life Fitness.

www.njpacoop.com Reference NJPA contract number #021512-LFF

April 22, 2015

Dear Advanced Exercise Equipment Customer,

I write this to inform you that Advanced Exercise Equipment is the exclusive distributor and **sole source** for Life Fitness cardiovascular, Life Fitness Strength, and Hammer Strength products to the vertical market in Arizona, Colorado, Utah, Kansas, Oklahoma, Missouri, Nevada, Wyoming, Arkansas, Texas, Nebraska, Southern California and New Mexico. The vertical markets include but are not limited to corporate, multi-housing, education, police/fire, recreation centers, country clubs, municipalities and hospitality (hotel/motel). Product purchased from any other source may have an invalid warranty since Life Fitness cannot guaranty the integrity of that product. Advanced Exercise Equipment will also provide service/maintenance/warranties in the territory for Life Fitness products.

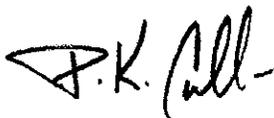
Because of their twenty-year history of supplying the territory with the finest customer support and service with the most knowledgeable salespeople, Life Fitness has welcomed Advanced Exercise Equipment into our Platinum Dealer Program.

The Platinum Dealers are a nationwide network of specially authorized Life Fitness dealers who have earned the right to represent the #1 brand of fitness equipment worldwide and give you local Life Fitness service and support.

Should you have any questions regarding the distribution of Life Fitness products, please call me at 800-596-5788

Thank you for your consideration.

Best regards,



Kent Collins
Director Global Accounts



LifeFitness
SINCE 1968

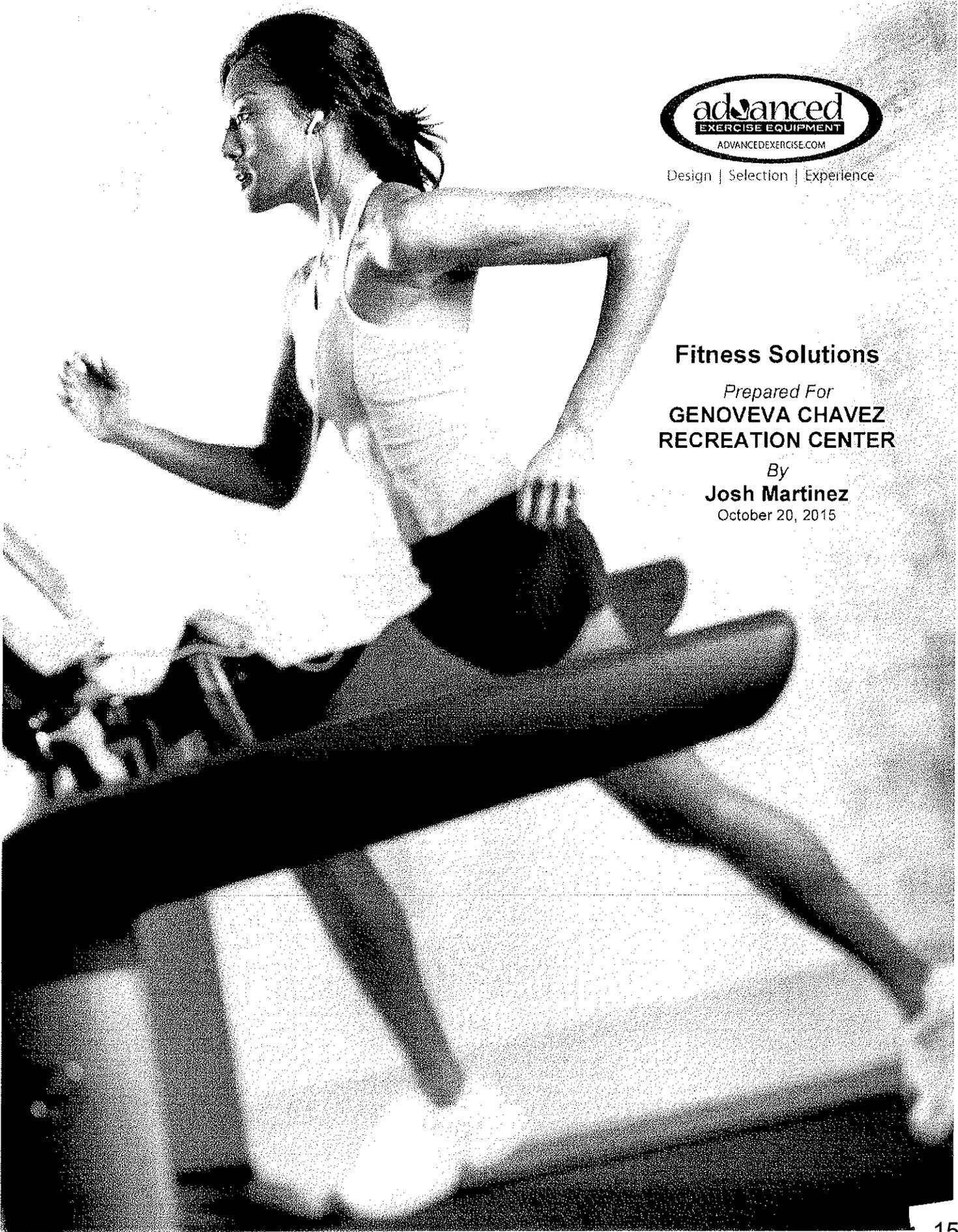


Design | Selection | Experience

Fitness Solutions

Prepared For
**GENOVEVA CHAVEZ
RECREATION CENTER**

By
Josh Martinez
October 20, 2015





Design | Selection | Experience

AEE Consultant:
Josh Martinez
Jmartinez@advancedexercise.com
Phone:
Fax:

Date: October 20, 2015
Quote Expires: 45 day(s)

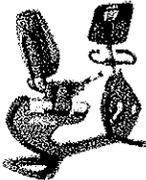
Proposal # 017365-R0

Bill to:
GENOVEVA CHAVEZ RECREATION CENTER
3221 W RODEO ROAD
SANTA FE, NM 87505

Ship to:
GENOVEVA CHAVEZ RECREATION CENTER
3221 W RODEO ROAD
SANTA FE, NM 87505

(505) 955-4001

CARDIO EQUIPMENT

Model	Brand	Description	Specifications	Unit Price	Qty	Total Ext
95XXP-ALLXX	Life Fitness	95X Discover Explore Elliptical Cross-Trainer 	<ul style="list-style-type: none"> Vivid 7" LCD Display Compatible with Android™ & Apple® devices via Bluetooth Intuitive QuickNav™ Dial with push button functionality WiFi enabled provides data via LFC Connect Bluetooth Compatibility Asset Management and Customization via LFCConnect Life Pulse™ Hand Sensors and Polar® Telemetry Heart Rate 20" Stride Length 26 Resistance Levels Quiet Drive Technology Hybrid Technology 88.1 in. L X 30.7 in. W X 65 in. H 	6,199.00	7	\$43,393.00
95RXP-ALLXX	Life Fitness	95R Discover Explore Recumbent Lifecycle Bike 	<ul style="list-style-type: none"> Vivid 7" LCD Display Compatible with Android™ & Apple® devices via Bluetooth Intuitive QuickNav™ Dial with push button functionality WiFi enabled provides data via LFC Connect Bluetooth Compatibility Asset Management and Customization via LFCConnect Life Pulse™ Hand Sensors and Polar® Telemetry Heart Rate 26 Resistance Levels Comfort Curve Plus™ Seat Step-Through Design Hybrid Technology 65 in. L X 27 in. W X 53 in. H 	4,549.00	4	\$18,196.00

95CXP-ALLXX	Life Fitness	95C Discover Explore Upright Lifecycle Bike	<ul style="list-style-type: none"> • Vivid 7" LCD Display • Compatible with Android™ & Apple® devices via Bluetooth • Intuitive QuickNav™ Dial with push button functionality • WiFi enabled provides data via LF Connect • Bluetooth Compatibility • Asset Management and Customization via LFConnect • Life Pulse™ Hand Sensors and Polar® Telemetry Heart Rate • 26 Resistance Levels • Comfort Curve Plus™ Seat • Hybrid Technology • 43.5 in. L X 21 in. W X 59.5 in. H 	4,099.00	5	\$20,495.00
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95TXP-DOMXX	Life Fitness	95T Discover Explore Treadmill	<ul style="list-style-type: none"> • Vivid 7" LCD Display • Compatible with Android™ & Apple® devices via Bluetooth • Intuitive QuickNav™ Dial with push button functionality • WiFi enabled provides data via LF Connect • Bluetooth Compatibility • Asset Management and Customization via LFConnect • Life Pulse™ Hand Sensors and Polar® Telemetry Heart Rate • 4 H.P. (8 H.P. Peak) AC Motor • 0.5-14 MPH • 0%-15% Elevation • 22" x 60" Running Surface • DX3 Deck Belt System • 80"L x 37"W x 62.25"H • 120V Dedicated 20AMP Receptacle 	7,899.00	8	\$63,192.00
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Comments:

Treadmills will be the 220V for existing outlets at GC3.
 NJPA Pricing for this proposal is at a minimum of 25% off MSRP. (Quoted at 27% off for repeat customer)
 Tax Exempt Cert must be provided or current rate will apply.
 This purchase will include quarterly preventative maintenance for 1 year covering new and existing Life Fitness, Hammer Strength and SciFit fitness equipment.
 All Service and Preventive Maintenance provided by a Life Fitness Certified ISO service provider Expert Fitness Group Tech #AF922.
 Standard Warranty on All Life Fitness Cardio Products is:
 7 years on Frame and Motor
 2 years Parts
 1 year labor

Subtotal:	\$145,276.00
* Discount:	-39,224.52
Net Total:	\$106,051.48
Delivery and Install:	4,833.27
Freight:	2,360.00
	Taxes As Applicable
Total:	\$113,244.75

Terms & Conditions

Terms: 50% down, balance due on delivery or Net 10 with an approved purchase order. Invoice will be due and payable, based on the original installation date. We accept cash, checks, money orders, and wire transfers of funds.

Special Orders: A 100% prepayment is required for all customized products including but not limited to custom colors, PLAE Sports Flooring and products with logos such as plates, dumbbells and platforms.

Return Policy: A 25% restocking fee, plus freight, will be incurred for all non-custom products returned. Customized products are nonreturnable. A minimum restocking fee of 25%, plus freight, will be incurred for all non-customized products returned.

Bolt Down Requirements: Life Fitness recommends that all strength training equipment be secured to the floor in order to prevent tipping, rocking or displacement which might occur in the event of unanticipated use of the equipment. Life Fitness **requires** that certain strength training equipment (specifically the Synrgy 360S, T, XS, XM, the HD Elite Half Rack/Short Base unit and other products to be used for body weight strap training) be secured to the floor. In the case of Synrgy 360S, T, XS, XM and the Elite HD Half Rack Short Base, the customer acknowledges:

- Customer has determined the proper placement of the equipment to be secured. **Customer Initial** LS
- Customer has identified and informed AEE of the location of any utility, service lines, including but not limited to post tension cables. It is the customer's responsibility to identify the locations of any cables or lines prior to installation. **Customer Initial** LS
- Customer has confirmed that the subfloor consists of no less than 2.5 inches of concrete. **Customer Initial** LS
- Customer has obtained any and all consents to the drilling of holes in the flooring and subflooring. **Customer Initial** LS

If your order includes any of the equipment requiring bolting to the floor, initials are required above and an additional signed waiver will be required to place the order.

Additional products may require bolting to the floor, wall or ceiling. Bolting is not included on these products unless otherwise noted on the quotation. Customer is responsible for bolting these products to meet the manufacturer's requirements. This includes TRX, Core Energy, Boxing mounts and other products that require bolting to the facility structure.

Flooring Installation: Refer to the product specifications to ensure that the sub floor meets the material installation requirements. Freight offloading, inside delivery, adhesive, moisture tests, moisture reducers, base boards, sub floor prep, sub floor cleaning, transition strips and existing floor removal and disposal are not included unless otherwise noted on the quotation.

Storage: We reserve the right to assess storage fees not to exceed 1.5% per month, or fraction thereof and request payment in full on the related customer's invoice, when a customer's original delivery date is delayed by circumstances beyond our control.

Taxes: We collect sales or use taxes only in jurisdictions where we are licensed to do so. Customer agrees to accept sole liability and responsibility to pay for any and all uncollected sales or use tax liabilities, related penalties and interest that arise as a result of the purchase of products and/or services from our company.

Security: Until all products are paid in full, customer hereby grants to, and AEE shall retain, a security interest in and lien on, all products sold to the customer.

I accept the terms and conditions of this quote.

Signature: [Handwritten Signature]

Name: Liza Suzanne

Date: 11.20.15

Customer Requested Install Date: _____

Preventative Maintenance Outline



PO Box 30202
Albuquerque, NM 87190
T 505-307-8046
josh@expertfitnessgroup.com
www.expertfitnessgroup.com

Your investment in fitness should always be an asset to your facility. At times worn equipment becomes a liability and could become very dangerous to its users. Our preventative maintenance programs are designed to help keep your equipment working safely and reduce costly repairs through routine maintenance. Strength training and cardiac training equipment is equipped with many "wear items" that should be routinely replaced to avoid failure during use that could result in user injury.

Every fitness equipment manufacturer has recommended routine maintenance that should be performed at certain intervals to avoid accidental injury or failure.

Upon approval Expert Fitness Group is a partner in your business. Each PM visit shall consist of a thorough inspection of ALL equipment covered in your PM agreement. Upon completion we shall provide an additional repair quote that outlines recommended and/or required repairs and outlines any additional charges to complete the repairs.

We truly appreciate the opportunity to share our service philosophy and look forward to discussing the preventative maintenance program in further detail. Please reference the list below for a detailed list of PM procedures.

Sincerely yours,

Josh M

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Treadmills

- Clean Frame
- Inspect Drive Belt
- Inspect Walk Belt
- Inspect Walk Deck
- Inspect Rollers
- Lubricate Lift
- Inspect Wheels
- Inspect Impact Devices
- Inspect Levelers
- Read Error Codes
- Check Mileage
- Check Motor Amp Draw
- Clean Motor Compartment

Ellipticals/Cross-trainers

- Clean Frame
- Clean Drive Compartment
- Inspect Ramp/Tracks
- Lubricate Lift
- Inspect Wheels
- Inspect Drive Unit
- Read Error Codes
- Check Strides

Bikes

- Clean Frame
- Inspect Pedals
- Check Belts/Chains
- Lubricate Chains
- Inspect Cranks
- Inspect Generator
- Read Error Codes
- Inspect Electronics

Strength Equipment

- Lubricate Rods
- Grease Fittings
- Tighten Nuts/Bolts
- Inspect Upholstery
- Adjust Weight Stacks
- Inspect Belts/Cables

Entertainment

- Sound Check
- TV Reception
- Receiver Reception
- Inspect Power Chords

Customer Support Information

Monday-Friday 7:00 a.m. - 5:00 p.m.

Tel: 505-307-8046

Email: support@expertfitnessgroup.com