



## **Staff Report**

**Subject:** Treadmill Purchase RFP #22-02

**Department/Program:** Parks and Recreation

**Explanation:**

The 2022 Budget includes \$76,200 for the purchase of 10 new treadmills. Bids were solicited for the purchase of 8 treadmills, 2 slat-style treadmills, and a trade-in of 10 treadmills. RFP #22-02 was advertised in the St. Louis Business Journal and on the City Website. On February 22, 2022, three bids were received.

**Recommendation:**

Award Foremost Fitness Group the entire purchase and trade-in of old equipment. Although not the lowest bid Foremost's bids come in under budget and also in the Fitness Manager Matt Struempf's opinion is a better bid due to the following reasons.

1. The step-up height on the True treadmill is 7" versus 9.6" on the Matrix. Low step-up height is valuable considering The Pointe's senior membership demographic.
2. The footprint size on the True is 82" L x 33" W versus 84.6" L x 36.6" W on the Matrix. Footprint size for treadmills is important to save floor space in general. It is magnified at The Pointe due to the fitness floor's abnormal shape and distance necessary from retrofitted, dedicated electrical circuits.
3. The maximum user weight on the True is 500 lbs. versus 400 lbs for the Matrix. Not only does this allow for potential bariatric member use, but it also speaks to the durability of the running deck.

In addition to the aforementioned physical specifications, The Pointe has a history with True treadmills dating to its opening in 1996. Over the past 15+ years, maintenance cost has been well under an already modest fitness equipment maintenance budget, largely due to the few repairs to True treadmills.

**Submitted By:** Chris Conway, CPRP, Director of Parks and Recreation

**Date:** February 28, 2022

# CITY OF BALLWIN TABULATION OF BIDS

**RFP #22-02**

**Bid Item: Treadmills (8 Standard/2 Slat Belt)**

**Date Opened: 2/22/2022**

**Dept: Parks and Recreation**

	Combat Brands, LLC	2 <sup>nd</sup> Wind Exercise Equipment	Foremost Fitness Group, LLC		
1. SportsArt T674-16 m (8)	\$8,716.00				
2. Matrix T7xi (8)		\$5,817.00			
3. True 650 (8)			\$7,118.00		
4. SportsArt N685 Verde (2)	\$7,516.00				
5. Matrix Performance Plus(2)		\$10,589.00			
6. True Stryker Treadmill (2)			\$9,380.00		
<b>TOTAL GROSS PRICE</b>	\$84,760.00	\$67,714.00	\$75,704.00		
<b>Trade-In Total</b>	\$0.00	\$1,200.00	\$3,000.00		
<b>TOTAL NET PRICE</b>	\$84,760.00	\$66,514.00	\$72,704.00		
<b>DELIVERY DATE</b>	30-45 Days	4-8 Weeks	1-3 Months		

Attending Opening:

Dept Rep \_ Finance Rep \_