



**CITY OF NOVI CITY COUNCIL  
DECEMBER 9, 2019**

**SUBJECT:** Approval to purchase fitness equipment from Life Fitness, LLC, through the NJPA/Sourcwell contract 120215-LFF for \$28,875.56.

**SUBMITTING DEPARTMENT:** Department of Public Works

<b>EXPENDITURE REQUIRED</b>	<b>\$28,875.56</b>
<b>AMOUNT BUDGETED</b>	<b>\$30,000</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$0</b>
<b>LINE ITEM NUMBER</b>	<b>101-442.00-982.051</b>

**BACKGROUND INFORMATION:** The Department of Public Works (DPW) is requesting the purchase of fitness equipment to replace existing equipment in disrepair. Fitness equipment currently available at the Public Works Complex is antiquated and/or nonfunctional. The City seeks to encourage health and wellness for all staff by providing adequate fitness equipment to utilize during off-duty hours.

The purchase of this fitness equipment supports wellness initiatives for City staff aimed at reducing healthcare costs, reducing absenteeism, increasing stress management behaviors, and fostering teamwork. Additionally, this equipment allows staff the opportunity to engage in injury rehabilitation and conditioning for the physical nature of field work.

The equipment selected comes at the recommendation of a committee including division representatives from Engineering, Field Operations, Water & Sewer, Public Works Administration, and Parks Maintenance. These recommendations were evaluated by the committee in cooperation with Human Resources in order to align with City health and wellness initiatives.

**RECOMMENDED ACTION:** Approval to purchase fitness equipment from Life Fitness, LLC, through the NJPA/Sourcwell contract 120215-LFF for \$28,875.56.

**Quote#****3370157 - 1R****Date 26-NOV-2019 Expires 29-JAN-2020**

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**Ship To**CITY OF NOVI  
26300 LEE BEGOLE DR  
NOVI, OAKLAND  
MI 48375  
United States**Contact :****O:**  
**M:**  
**F:**  
**Email:****Bill To**CITY OF NOVI  
26300 LEE BEGOLE DR  
NOVI, OAKLAND  
MI 48375  
US**Contact :****O:**  
**M:**  
**F:**  
**Email:****Sales Representative**JOSEPH BRIDWELL  
**O:** 608-669-0814  
**M:** 608-669-0814  
**F:** 734-864-0322  
**Email:** Joe.Bridwell@Lifefitness.com**Life Fitness****Phone:** Main (847) 288-3300  
Toll Free (800) 735-3867  
Life Fitness  
9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
USA**Onsite Contact and Delivery Information****Email:**  
**Phone:**  
**Shipment Priority:**  
**Customer Requested Delivery Date:**

Line	Item	Qty	Unit Price	Unit Discount	Unit Price Selling	Total Price Selling
1	<b>HS-DB</b> HAMMER DUMBBELL SET 5-50LB,RUBBER,ROUND	1	2,190.00	-438.00	1,752.00	1,752.00
2	<b>HS-OB</b> Hammer Power Bar,29MM,Chrome,Bushing,20KG	2	519.00	-103.80	415.20	830.40
3	<b>HS-OP</b> Hammer Olympic Plate 45LB,Rubber,RndX	12	114.00	-22.80	91.20	1,094.40
4	<b>HS-OP</b> Hammer Olympic Plate 25LB,Rubber,RndX	12	65.00	-13.00	52.00	624.00
5	<b>HS-OP</b> Hammer Olympic Plate 10LB,Rubber,RndX	10	27.00	-5.40	21.60	216.00
6	<b>HS-OP</b> Hammer Olympic Plate 5LB,Rubber,RndX	10	14.00	-2.80	11.20	112.00
7	<b>INXSC</b> INTEGRITY SC CROSS-TRAINER - Cross-Trainer Base Arctic Silver/INTY C LED LC/CT WLAN	1	4,949.00	-1,732.15	3,216.85	3,216.85
8	<b>INTSC</b> INTEGRITY SC TREADMILL - S Tread Base Low VT/Arctic Silver S Tread Basekit/INTY C LED TR WLAN/	1	7,099.00	-2,484.65	4,614.35	4,614.35
9	<b>GROUP-ROW</b> Row GX - Row GX - Base/Row GX - Rail	1	2,279.00	-683.70	1,595.30	1,595.30
10	<b>FW-DR2</b> HAMMER STRENGTH TWO TIER DUMBBELL RACK - Platinum Frame/English/Dumbbell Storage/Dumbbell Storage	1	1,025.00	-153.75	871.25	871.25
11	<b>FWMAB</b> HMR ADJ BENCH (PRO STYLE) Platinum Frame Black Uph	2	1,144.00	-171.60	972.40	1,944.80

This is a draft quote and not a contract - Subject to management approval

Quote#

3370157 - 1R

LifeFitness

HAMMER  
STRENGTH

SCYBEX

Date 26-NOV-2019 Expires 29-JAN-2020

INDOOR CYCLING  
GROUP

SCIFIT

THE  
BRUNSWICK  
FRANCE

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Line	Item	Qty	Unit Price	Unit Discount	Unit Price Selling	Total Price Selling
12	<b>O-BWS</b> HAMMER STRENGTH OLYMPIC BENCH WEIGHT STORAGE - Platinum Frame/English	1	442.00	-66.30	375.70	375.70
13	<b>O-FB</b> HAMMER STRENGTH OLYMPIC FLAT BENCH - Platinum Frame/Black Uph/English	1	928.00	-139.20	788.80	788.80
14	<b>HDT-HR</b> HD ATHLETIC HALF RACK - HIGH WEAR PLATINUM/HIGH WEAR PLATINUM/HIGH WEAR PLATINUM/HD ATHLETIC 42IN MULTI-GRIP BAR <i>Total 2,661.40</i>	1	2,884.00	-432.60	2,451.40	2,451.40
	HD ATHLETIC 42IN MULTI-GRIP BAR	1	210.00	0.00	210.00	210.00
15	<b>HDT-BS</b> HD ATHELTIC BAR STORAGE	1	117.00	-17.55	99.45	99.45
16	<b>CMDAP</b> CM DUAL ADJ PULLEY Platinum Frm Rear Shroud Handle	1	6,479.00	-1,619.75	4,859.25	4,859.25

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Date 26-NOV-2019 Expires 29-JAN-2020



PO Number	Subtotal		
Payment Type	List Price		34,486.00
Payment Terms	Total Adjustment		-8,830.05
Freight Terms	Selling Price		25,655.95
FOB			
	<b>Freight/Fuel/Installation</b>		<b>3,219.61</b>
	<b>Tax</b>	<b>TAXES AS APPLICABLE</b>	
	<b>Total(USD)</b>		<b>28,875.56</b>

Notes:

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**ADDITIONAL TERMS OF SALE:**

1. By accepting this Quote, Customer agrees (a) to be bound by the terms hereof and Life Fitness' standard Terms and Conditions of Sale found at <https://lifefitness.com/terms-conditions-of-sale>; and (b) as applicable, to allow the transaction to proceed without a Customer-issued purchase order or other form of purchase agreement as a condition for payment.
2. Life Fitness RECOMMENDS that all strength training equipment be secured to the floor to prevent tipping, rocking or displacement which might occur in the event of unanticipated use of the equipment. Life Fitness also REQUIRES that certain pieces of strength training equipment be secured to the floor. Please contact our Customer Service Department or your account representative for specific details.
3. All shipments of Products shall be F.O.B., Life Fitness' dock.
4. Life Fitness will issue an invoice corresponding to this Quote upon shipment.
5. Life Fitness may ship partial orders.
6. Any additional or different terms or conditions which appear on purchaser's document (including its Purchase Orders) that are inconsistent with the Life Fitness Terms and Conditions of Sale shall be voided and of no effect.
7. Orders canceled by Customer after shipment (or after production starts for "Built-To-Order" products) are subject to a 20% restocking fee.
8. Delays in delivery at Customer's request may result in storage fees (see referenced Terms and Conditions for further details).
9. Prices set forth in this Quote are good for 30 days.
10. All invoices and any payments due thereon related to this Quote will be in U.S. Dollars and will reflect Exchange Rate at time of shipment.
11. Payment terms and credit lines are subject to Life Fitness credit approval.
12. Until all Products are paid for in full, Customer grants to, and Life Fitness shall retain, a security interest in and lien on all Products sold to Customer and all proceeds arising from our sale of the Products by Customer and all discounts, rebates and other funds on Customer's account payable by Life Fitness. Customer authorizes Life Fitness to, at any time and from time to time, file financing statements, continuation statements, and amendments thereto that describe the Collateral, and which contain any other information required pursuant to the UCC for the sufficiency of filing office acceptance of any financing statement, continuation statement, or amendment, and Customer agrees to furnish any such information to Life Fitness promptly upon request. Any such financing statement, continuation statement, or amendment may be signed by Life Fitness on behalf of Customer and may be filed at any time in any jurisdiction. Upon Life Fitness' request, a Customer shall execute such documents that may be necessary or reasonable to protect Life Fitness' security interest.
13. When accepted, this Quote may be processed, fulfilled, and/or invoiced by Life Fitness and/or its affiliated companies, including, but not limited to, Brunswick Billiards, Cybex, SCIFIT or Indoor Cycling Group (ICG), and Customer agrees to make any required payments to the entity that issued the invoice.
14. Life Fitness reserves the right to limit the use of credit cards. A service fee for credit transactions may apply.
15. Subscription Services purchased pursuant to this Quote will automatically renew for a Subscription Term equivalent in length to the then expiring Subscription Term at Life Fitness' then current Subscription Charges unless otherwise provided by Life Fitness in writing. Either Life Fitness or Customer may elect to terminate any such Subscription Services account at the end of Customer's then current Subscription Term by providing notice in compliance with the Subscription Agreement, on or prior to the date thirty (30) days preceding the end of such Subscription Term.
16. Financing options are available through Life Fitness Leasing. For more information, please contact your local sale representative.
17. This Quote may be executed in two (2) or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument. Counterparts may be made and/or delivered via facsimile, electronic mail (including via .pdf) or any electronic signature complying with the United States Electronic Signatures in Global and National Commerce (ESIGN) Act of 2000 (including counterparts delivered via DocuSign), and any counterpart so delivered shall be deemed to have been delivered and be valid and effective for all purposes. No further original counterpart is required to be delivered after an exchange of counterparts by any of the methods described above, and all parties agree to treat such electronically delivered signatures as original signatures and to refrain from asserting the lack of original signatures as a defense against the binding enforceability of this instrument.