

November 4, 1999

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD OF BID #037-ZZ06 – FITNESS EQUIPMENT AND SUPPLIES,
CATALOG DISCOUNT/MARKUP**

The purpose of this bid, opened on August 31, 1999, is to establish a contract, to purchase, at firm discounts/markups, quantities, as may be required, of fitness equipment and supplies, for various schools. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 41 vendors sent bid forms or card notices of this advertised bid, 18 responded, with 7 bids meeting specifications (not all vendors bid all items), 8 bids not meeting specifications, 1 non-responsive bid (the discount/markup space was not filled in) and 3 no bids.

Inasmuch as no responsive bids were received for item 9 – Precor, the recommendation reflects that this item be rejected. Competitive prices will be solicited for this item, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 -- Bidding Process -- Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

Fund Source
0100-General

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #037-ZZ06 – FITNESS EQUIPMENT AND SUPPLIES, CATALOG DISCOUNT/MARKUP, to purchase, at firm discounts/markups, quantities, as may be required, of fitness equipment and supplies, for various schools, during the term of the bid, effective November 17, 1999, through November 16, 2000, as follows:

1. ADVANCE FITNESS EQUIPMENT
1181 S. ROGERS CIRCLE
BOCA RATON, FL 33487
OWNER: DAVID MCMANUS, PRESIDENT

Only Firm Percentage Discount/Markup Received: Item 8.
Best Firm Percentage Discount/Markup: Items 3 and 12.

Item 3 – Concept II @ 0-5% discount.
Item 8 – Paramount @ 5-15% discount.
Item 12 – Star Track @ 5-15% discount.

2. ATHLETIC TRAINING SYSTEMS, INC.
2186 DREW STREET, SUITE 24
CLEARWATER, FL 33765
OWNER: DEAN A. BAUER, PRESIDENT

Only Firm Percentage Discount/Markup Received: Item 1 –
Body master @ 12% discount.

3. COOPER GENERAL
175 FOUNTAINBLEAU BOULEVARD, SUITE 1-K
MIAMI, FL 33172
OWNER: JOHN M. FRESCO, PRESIDENT

Best Firm Percentage Discount/Markup Received: Item 10 –
Pro-maxima @ 8% discount.

4. HUMAN PERFORMANCE SYSTEMS, INC.
953 PENNSYLVANIA AVENUE
WINTER PARK, FL 32789
OWNER: SCOTT HICKEY, PRESIDENT

Best Firm Percentage Discount/Markup: Items 4 and 14.

Item 4 – Cybex/Trotter:
Cybex straight @ 10% discount.
Cybex bikes and climbers @ 15% discount.
Cybex treadmills @ 20% discount.
Item 14 – Tectrix @ 15% discount.

5. MIAMI SPRING CYCLERY
157 WESTWARD DRIVE
MIAMI SPRINGS, FL 33166
OWNER: CARLOS PUERTO, PRESIDENT

Best Firm Percentage Discount/Markup: Items 11 and 13.

Item 11 – Stairmaster @ 0% discount.

Item 13 – Schwinn @ 15% discount.

6. PRECISION FITNESS EQUIPMENT OF POMPANO BEACH
2872 PERSHING STREET
HOLLYWOOD, FL 33020 (WF)
OWNER: RICHARD WASSERLAUF, PRESIDENT

Only Firm Percentage Discount/Markup: Items 5, 6 and 7.

Item 5 – Hammer strength @ 13% markup.

Item 6 – Hoist - selectorized @ 14% discount.

Hoist - duals @ 0% discount.

Hoist - free weight @ 7% discount.

Item 7 – Life fitness – cardio vascular @ 10% discount.

Life fitness – 8000 series @ 3% discount.

Life fitness – life circuit @ 0% discount.

Life fitness – strength @ 3% markup.

7. ZIPP SPORTING GOODS
7210 RED ROAD
P.O. BOX 432700
SOUTH MIAMI, FL 33143
OWNER: MARTIN HOCHMAN, PRESIDENT

Best Firm Percentage Discount/Markup Meeting

Specifications: Item 2 – Champion Barbell @ 5% discount.

8. Reject Item 9 – Precor.

9. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$50,221.23. The award shall be made subject to the resolution of bid protests, if any.

RHH/lja