

January 30, 2002

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

**SUBJECT: RENEW BID NO. 037-AA06 – FITNESS EQUIPMENT AND SUPPLIES,  
CATALOG DISCOUNT/MARKUP**

The purpose of this bid, opened on October 24, 2000, was to establish a contract, to purchase, at firm discounts/markups, quantities, as may be required, of fitness equipment and supplies, for various schools. The terms of agreement, as contained in the subject bid, awarded by the Board on December 13, 2000, and extended for up to a sixty (60) day period on December 12, 2001, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be renewed for one (1) additional year period. The contract is currently in its initial year. The awardees have agreed to renew for the final one (1) year renewal period, by letter, on file. It is considered to be in the best interest of the Board to renew this bid, for an additional one (1) year period, at the current prices, to benefit from fixed prices, during the next twelve (12) months, inasmuch as the Consumer Price Index (CPI), as of September 2001, indicated an increase of 2.6%.

Fund Source  
0100 - General

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **RENEW** Bid No. 037-AA06 – 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 February 13, 2002, through February 12, 2003, as follows:

1. PRECISION FITNESS EQUIPMENT OF POMPANO BEACH,  
INC.  
2872 PERSHING STREET  
HOLLYWOOD, FL 33020  
OWNER: RICHARD WASSERLAUF, PRESIDENT

Best Firm Percentage Discount: Item 13.  
Only Firm Percentage Discount/Markup Received:  
Items 5 through 7.

- Item 5 – Hammer Strength @ 14% markup.
- Item 6 – Hoist @ 0% discount.
- Item 7 – Life fitness – Cardio vascular @ 10% discount.
  - Life fitness – Club series @ 8% discount.
  - Life fitness – 800 series @ 3% discount.
  - Life fitness – Life circuit @ 0% discount.
  - Life fitness – Strength @ 4% markup.
- Item 13 – Schwinn @ 18% discount.

2. PROMAXIMA MANUFACTURING, LTD.  
5325 ASHBROOK  
HOUSTON, TX 77081  
OWNER: BOB LEPPKE, PRESIDENT

Best Firm Percentage Discount/Markup Meeting  
Specifications: Item 10 – Promaxima - \$ 0 - \$500 @ 20%  
markup, \$501-\$2500 @ 17% markup, \$2501-\$5,000 @  
15% markup, \$5001-\$10,000 @ 12% markup and  
\$10,001- and up @ 10% markup.

3. PUERTO CYCLERY, INC.  
157 WESTWARD DRIVE  
MIAMI SPRINGS, FL 33166  
OWNER: CARLOS PUERTO, PRESIDENT

Best Firm Percentage Discount/Markup Meeting  
Specifications: Item 12.  
Only Firm Percentage Discount/Markup Received:  
Items 3, 4, 11 and 14.

Item 3 – Concept II @ 10% markup.  
Item 4 – Cybex/Trotter @ 5% markup.  
Item 11 – Stairmaster @ 0% discount.  
Item 12 – Star track @ 5% markup.  
Item 14 – Tectrix @ 5% markup.

4. ZIPP SPORTING GOODS, INC.  
7210 RED ROAD, #202G  
P. O. BOX 432700  
SOUTH MIAMI, FL 33143  
OWNER: MARTIN HOCHMAN, PRESIDENT

Only Firm Percentage Discount/Markup Received:  
Items 2 and 15.

Item 2 – Champion Barbell @ 6% discount.  
Item 15 – World Sporting Goods @ 18% markup.

**(First Annual Renewal and Final Year of Contract)**

5. Authorize the Bureau of Procurement and Materials  
Management to purchase up to the total estimated  
amount of \$57,700.10.

RHH/lja