



V I L L A G E O F K E Y B I S C A Y N E

Office of the Village Manager

MEMORANDUM

Village Council
Mayra P. Lindsay, *Mayor*
Franklin H. Caplan, *Vice Mayor*
Luis F. de la Cruz
Theodore Holloway
Michael E. Kelly
Edward London
James S. Taintor

Village Manager
John C. Gilbert

DATE: May 26, 2015

TO: Honorable Mayor and Members of the Village Council

FROM: John C. Gilbert, Village Manager

RE: Approving the Purchase of Exercise Equipment from Gym Source USA LLC for the Community Center

RECOMMENDATION

It is recommended that the Village Council review the requested staff recommendation for the Community Center exercise equipment replacement program. The Village is prepared to proceed with this program if authorized, or proceed in any manner prescribed by the Village Council.

BACKGROUND

In June of 2004 the Community Center Committee recommended contracting with nationally renowned Exercise Physiologist Marco Borges to determine the best equipment provider for the Community Center. Mr. Borges evaluated all of the different manufacturers and concluded that the Village would be best served by purchasing the equipment from Gym Source, the largest commercial distributor of fitness equipment in the US. The Village subsequently selected the lower-end commercial equipment from Gym Source due to the financial considerations in place when the facility opened. The cardio equipment has been updated since opening, but the majority of the original strength equipment remains in service today.

The aforementioned process was initiated because Ken Ballard, as well as other industry experts, stated that a public selection process tended to create more issues than it addressed. Opinions regarding equipment providers and specific pieces of equipment tend to be inflexible and focused on the needs of the individual rather than the entire population served; therefore, rarely generate an actionable consensus. Taking into account the needs of users that range in age from 16 to 90+ is crucial for a heavily used facility like the Community Center.

Staff felt that the after ten years of operating the facility it was imperative to hear from the facility users to formulate a recommendation to Council. A survey was sent to Community Center members on April 9th and handed out to members as they entered the Fitness Center. The Village received 241 responses to the survey. The survey and media materials advertised a public presentation by Techno Gym, Life Fitness, and

Gym Source on April 21st at 6:30 PM in the Village Council Chambers. Each provider discussed their company and the equipment they proposed for the facility, followed by a question and answer session. The meeting was attended by 12 members of the public.

In addition to the survey and public meeting staff visited sites where each type of equipment was currently in service.

Staff reviewed the proposals, public input and information gathered from the site visits and agreed that Gym Source could provide the Village of Key Biscayne with the best facility.

This recommendation is based on the following criteria:

- **Quality:**
LifeFitness and Cybex together make up the majority of the commercial grade fitness equipment in the United States of America while TechnoGym is prominent in the international market place. While the merits of each can be debated, it cannot be debated that any one of these is not a premier fitness equipment manufacturer in the industry. In our discussions with facility operators, the durability, service, and responsiveness were the determining factors in recommending Cybex.
- **Variety:**
By selecting Cybex through GymSource, the community is provided a greater variety of equipment including unique items that, according to the survey results, are very popular by facility users like the Arc Trainer. GymSource can provide products from Cybex, Hoist, Espresso, Octane, Stairmaster and others to create a first-rate experience for the various user demographics utilizing the facility.
- **Flexibility:**
GymSource and staff have proposed an equipment selection, but are willing to adjust the specific items selected within the wide range of products available through GymSource to address any specific concerns or desires.
- **Vendor:**
GymSource is the world's largest commercial grade equipment dealer. Bob Lawrence has a wealth of knowledge, backed up by a lengthy resume of installations for comparable constituents, selected by qualified and experienced fitness facility directors.
 - Admirals Cove, Jupiter FL
 - Ocean Reef Club and Spa, Key Largo FL
 - The Point of Aventura, Aventura FL
 - Williams Island Spa and Fitness Center
 - Woodfield Country Club, Boca Raton FL
 - JCC, Davie Florida
 - PGA National Resort and Spa
 - GL Homes, multiple locations

- Altman Companies, multiple locations
- You Fit Health Club, multiple locations
- **Service:**

The references provided have all spoken very highly about the service provided by GymSource. Purchasing through GymSource provides a singular service provider for the wide variety of equipment that can be selected to address the needs of the community. Unlike other services providers, GymSource maintains its own trained staff of service technicians that can usually be on site within 24 hours. They also have in their warehouse a large stock of parts which minimizes the downtime of broken equipment.
- **Benchmarking and Best Practices:**

Staff felt that Ocean Reef Club and Spa was the most comparable facility visited based on the demographic served and desire to provide the highest quality membership experience. In 2012, their team of facility managers, certified trainers and instructors completed a fitness provider evaluation for their 7,000 square foot facility. The team recommended changing their equipment provider from Life Fitness to GymSource for the vast majority of their equipment. Ocean Reef has subsequently chosen GymSource for their other facilities equipment needs.

Reviewed by Mr. Chad Friedman from Weiss Serota Helfman Pastoriza Cole & Boniske as to form and legal sufficiency.

RESOLUTION NO. 2015- _____

A CAPITAL PROJECT AUTHORIZING RESOLUTION OF THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, APPROVING THE PURCHASE OF EXERCISE EQUIPMENT FROM GYM SOURCE USA LLC FOR THE VILLAGE COMMUNITY CENTER; PROVIDING FOR WAIVER OF COMPETITIVE BIDDING; AUTHORIZING EXPENDITURE OF FUNDS; PROVIDING FOR IMPLEMENTATION; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, pursuant to Section 3.07(b) of the Village Charter, the Village Council desires to authorize the expenditure of Village funds for a capital project consisting of the purchase of exercise equipment for the Village Community Center (the “Equipment”); and

WHEREAS, Gym Source USA LLC (“Gym Source”) has submitted a proposal, attached as Exhibit “A,” to the Village for the Equipment; and

WHEREAS, the Village Council desires to accept the proposal and purchase the Equipment; and

WHEREAS, pursuant to Section 2-85 of the Village Code of Ordinances (the “Village Code”), the Village Council finds that it is impractical to competitively bid the Equipment and desires to waive competitive bidding requirements; and

WHEREAS, the Village Council finds that the adoption of this Resolution is in the best interest and welfare of the residents of the Village.

NOW, THEREFORE, IT IS HEREBY RESOLVED BY THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, AS FOLLOWS:

Section 1. Recitals Adopted. That each of the recitals stated above is hereby adopted and confirmed.

Section 2. Gym Source Purchase Authorized; Specification of Funds. That the purchase of the Equipment from Gym Source as described herein is approved and authorized,

subject to the condition that the cost of the Equipment shall not exceed \$220,589.38. The funding sources and amounts for the Equipment is hereby authorized and approved as set forth in the Village Manager's Memorandum accompanying this Resolution.

Section 3. Waiver of Competitive Bidding. That pursuant to Section 2-85 of the Village Code, competitive bidding procedures of the Village Code are hereby waived for the Equipment.

Section 4. Implementation. That the Village Manager is authorized to take any necessary action to implement the purposes of this Resolution.

Section 5. Effective Date. That this Resolution shall be effective immediately upon adoption hereof.

PASSED AND ADOPTED this ____ day of ____, 2015.

MAYRA PEÑA LINDSAY, MAYOR

ATTEST:

CONCHITA H. ALVAREZ, MMC
VILLAGE CLERK

APPROVED AS TO FORM AND
LEGAL SUFFICIENCY

Village Attorney

EXHIBIT "A"

[www.gymsource.com]



QUOTE:

1742026

05/15/2015
Page 1 of 7

| Salesperson | Store | Quote Dt | ACCOUNT ID | CUSTOMER NAME |
|--------------|-------|------------|------------|-------------------------|
| BOB LAWRENCE | 020 | 05/14/2015 | 20-141956 | VILLAGE OF KEY BISCAYNE |

Bill To

VILLAGE OF KEY BISCAYNE
TODD HOFFERBERTH
10 VILLAGE GREEN WAY
KEY BISCAYNE FL 33149

Ship To

VILLAGE OF KEY BISCAYNE
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| LN | Product | Description | List | Price | Qty | Total |
|----|--------------------|--|----------|----------|-----|-----------|
| 1 | CYBEX-770T/CTS-EMB | TM-115V COMM TMILL W/ EMBEDDED SCREENS | 10195.00 | 6,117.00 | 7 | 42,819.00 |
| 2 | CYBEX-770A-EMB | ARC-CORDLESS W/ EMBEDDED TV PLAT SPARKLE | 10245.00 | 6,147.00 | 2 | 12,294.00 |
| 3 | CYBEX-770R-EMB | BIKE-RECUMBENT BIKE W/EMB SCREEN PLAT SP | 6345.00 | 3,807.00 | 2 | 7,614.00 |
| 4 | CYBEX-770C-EMB | BIKE-UPRIGHT BIKE W/EMB SCREEN PLAT SPAR | 6045.00 | 3,627.00 | 2 | 7,254.00 |
| 5 | OCTANE-4700/TVT | ELLIP-COMM TOTAL BODY W/ TOUCH SCREEN TV | 8598.00 | 5,158.80 | 2 | 10,317.60 |
| 6 | OCTANE-LATERAL/XEM | ELLIP-LATERAL X WITH EMBEDDED SCREEN | 9598.00 | 5,758.80 | 2 | 11,517.60 |
| 7 | OCTANE-XR6000/TVT | ELLIP-COMM SEATED ELLIP W/ TOUCH SCR TV | 7498.00 | 4,498.80 | 1 | 4,498.80 |
| 8 | CONCEPT II/E-PM5 | ROWER-MODEL E CONCEPT II W/PM5 2713-US | 1100.00 | .00 | 1 | .00 |
| 9 | STAIR-GAUNTLT/TSEI | STEPMILL-10' TOUCHSCREEN WITH TV | 7699.00 | 4,619.40 | 1 | 4,619.40 |
| 10 | STAR-E-SPINNER | NXT SPINNER W/EMBEDDED SCREEN | 4895.00 | 3,695.00 | 1 | 3,695.00 |
| 11 | CYB/JG-QUAD TOWER | 17001-CENTER TOWER (REQ 2/HVY & 2/LT) | 1645.00 | 1,233.75 | 1 | 1,233.75 |
| 12 | CYB/JG-CCOVER/5 | 17121-CCOVER W/4 STATION&FS (NEED QUAD) | 5595.00 | 4,196.25 | 1 | 4,196.25 |
| 13 | CYB/JG-LAT PULL | 17072-LAT PULLDOWN TRADITIONAL | 2045.00 | 1,533.75 | 1 | 1,533.75 |
| 14 | CYB/JG-CDS | 17141-ASSISTED CHIN DIP STATION | 3245.00 | 2,433.75 | 1 | 2,433.75 |
| 15 | CYB/JG-ROW | 17032-LOW ROW | 2045.00 | 1,533.75 | 1 | 1,533.75 |
| 16 | | - | | | | |
| 17 | CYB-EAGLE/AA | 20180-HIP AB/AD | 6995.00 | 5,246.25 | 1 | 5,246.25 |
| 18 | CYB-EAGLE/LES-SRL | 20051-LEG EXTENSION W/START RANGE LIMIT | 5295.00 | 3,971.25 | 1 | 3,971.25 |
| 19 | CYB-EAGLE/SELC-SRL | 20061-SEATED LEG CURL W/START RANGE LIMT | 5295.00 | 3,971.25 | 1 | 3,971.25 |
| 20 | CYB-EAGLE/LP | 20040-LEG PRESS | 7795.00 | 5,846.25 | 1 | 5,846.25 |
| 21 | CYB-EAGLE/ARM CURL | 20070-ARM CURL | 4695.00 | 3,521.25 | 1 | 3,521.25 |
| 22 | CYB-EAGLE/ARM EXT | 20080-ARM EXTENSION | 4695.00 | 3,521.25 | 1 | 3,521.25 |
| 23 | CYB-EAGLE/AB | 20090-ABDOMINAL | 4695.00 | 3,521.25 | 1 | 3,521.25 |
| 24 | CYB-EAGLE/BE | 20100-BACK EXTENSION | 5495.00 | 4,121.25 | 1 | 4,121.25 |

Page 1 of 7

Gym Source USA LLC

Quote # 1742026

GYM SOURCE MIAMI

Phone: 954 818-5502 FAX: (407) 210-2407

REMIT PAYMENT TO: GYM SOURCE DEPT. 106042, PO BOX 150468, HARTFORD, CT. 06115-0468



| Salesperson | Store | Quote Dt | ACCOUNT ID | CUSTOMER NAME |
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| BOB LAWRENCE | 020 | 05/14/2015 | 20-141956 | VILLAGE OF KEY BISCAYNE |

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|----|-------------------|--|---------|----------|-----|----------|
| 25 | CYB-EAGLE/CPS | 20000-CHEST PRESS | 5895.00 | 4,421.25 | 1 | 4,421.25 |
| 26 | CYB/PRST-FLY/REAR | 21110-FLY/REAR DELT STD | 4975.00 | 3,731.25 | 1 | 3,731.25 |
| 27 | FM-F500 | DUAL-FREEMOTION CHEST/SHOULDER | 3995.00 | 2,996.25 | 1 | 2,996.25 |
| 28 | FM-F502 | DUAL-FREEMOTION LAT PULL/HIGH ROW | 3995.00 | 2,996.25 | 1 | 2,996.25 |
| 29 | CYB-FT-450/XT | 8810-BRAVO DUAL ADJ. PULLEY W/EXT CHINUP | 6895.00 | 5,171.25 | 1 | 5,171.25 |
| 30 | HOIST-RPL-5301 | ROC-IT PLATE LOAD CHEST PRESS | 2499.00 | 1,999.20 | 1 | 1,999.20 |
| 31 | HOIST-RPL-5501 | ROC-IT PLATE LOAD SHOULDER PRESS | 2499.00 | 1,999.20 | 1 | 1,999.20 |
| 32 | HOIST-RPL-5201 | ROC-IT PLATE LOAD LAT PULL | 2499.00 | 1,999.20 | 1 | 1,999.20 |
| 33 | HOIST-RPL-5102 | ROC-IT PLATE LOAD BICEPS | 2499.00 | 1,999.20 | 1 | 1,999.20 |
| 34 | CYB/PL-SMI | 16121-SMITH PRESS | 4395.00 | 3,516.00 | 1 | 3,516.00 |
| 35 | CYB/PL-LP | 16110-LEG PRESS PLATE LOADED | 4195.00 | 3,356.00 | 1 | 3,356.00 |
| 36 | CYB/BI-HR/8 | 19011-HALF RACK 8FT | 4295.00 | 3,436.00 | 1 | 3,436.00 |
| 37 | CYB/FW-AFD | 16001-FLAT/INCLINE/DECLINE BENCH | 845.00 | 676.00 | 4 | 2,704.00 |
| 38 | CYB/FW-AB | 16171-BENT LEG AB BOARD | 1695.00 | 1,356.00 | 1 | 1,356.00 |
| 39 | CYB/FW-ABE | 16022-45 DEG BACK EXTENSION | 1275.00 | 1,020.00 | 1 | 1,020.00 |
| 40 | CYB/FW-ADB | 16161-ADJ. DECLINE BENCH | 895.00 | 716.00 | 1 | 716.00 |
| 41 | CYB/FW-PC | 16131-SCOTT CURL | 995.00 | 796.00 | 1 | 796.00 |
| 42 | CYB/FW-OB | 16010-OLYMPIC FLAT BENCH | 945.00 | 756.00 | 1 | 756.00 |
| 43 | CYB/FW-BR | 16260-BARBELL RACK | 895.00 | 716.00 | 1 | 716.00 |
| 44 | CYB/FW-3DRS | 16255-THREE TIER DUMBBELL RACK | 1445.00 | 1,156.00 | 2 | 2,312.00 |
| 45 | FBB@TROY/U20-110 | 20-110 TSB 12 SIDED BARBELL KIT | 3958.00 | 2,968.50 | 1 | 2,968.50 |
| | | --* kits comprised of *-- | | | | |
| | FBB-TROY/TSB-U020 | 20LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U030 | 30LB FIXED 12 SIDED BARBELL | | | 1 | |



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|----|--------------------|--------------------------------------|---------|----------|-----|----------|
| | FBB-TROY/TSB-U040 | 40LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U050 | 50LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U060 | 60LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U070 | 70LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U080 | 80LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U090 | 90LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U100 | 100LB FIXED 12 SIDED BARBELL | | | 1 | |
| | FBB-TROY/TSB-U110 | 110LB FIXED 12 SIDED BARBELL | | | 1 | |
| 46 | DB@TROY/TSDU-5-50 | 5-50 SET URETHANE 12 SIDED PROBELL | 3340.00 | 2,505.00 | 1 | 2,505.00 |
| | | --* kits comprised of *-- | | | | |
| | DB-TROY/TSDU-005 | 5LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-010 | 10LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-015 | 15LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-020 | 20LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-025 | 25LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-030 | 30LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-035 | 35LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-040 | 40LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-045 | 45LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-050 | 50LB URETHANE 12 SIDED PROBELL | | | 2 | |
| 47 | DB@TROY/TSDU-55-10 | 55-100 SET URETHANE 12 SIDED PROBELL | 6860.00 | 5,145.00 | 1 | 5,145.00 |
| | | --* kits comprised of *-- | | | | |
| | DB-TROY/TSDU-055 | 55LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-060 | 60LB URETHANE 12 SIDED PROBELL | | | 2 | |



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|----|--------------------|-----------------------------------|--------|--------|-----|----------|
| | DB-TROY/TSDU-065 | 65LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-070 | 70LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-075 | 75LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-080 | 80LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-085 | 85LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-090 | 90LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-095 | 95LB URETHANE 12 SIDED PROBELL | | | 2 | |
| | DB-TROY/TSDU-100 | 100LB URETHANE 12 SIDED PROBELL | | | 2 | |
| 48 | DB-TROY/TSDU-012.5 | 12.5LB URETHANE 12 SIDED PROBELL | 99.00 | 74.25 | 2 | 148.50 |
| 49 | DB-TROY/TSDU-017.5 | 17.5LB URETHANE 12 SIDED PROBELL | 117.00 | 87.75 | 2 | 175.50 |
| 50 | DB-TROY/TSDU-022.5 | 22.5LB URETHANE 12 SIDED PROBELL | 138.00 | 103.50 | 2 | 207.00 |
| 51 | DB-TROY/TSDU-027.5 | 27.5LB URETHANE 12 SIDED PROBELL | 168.00 | 126.00 | 2 | 252.00 |
| 52 | DB-TROY/TSDU-032.5 | 32.5LB URETHANE 12 SIDED DB | 196.00 | 147.00 | 2 | 294.00 |
| 53 | DB-TROY/TSDU-037.5 | 37.5LB URETHANE 12 SIDED PROBELL | 218.00 | 163.50 | 2 | 327.00 |
| 54 | DB-TROY/TSDU-042.5 | 42.5LB URETHANE 12 SIDED PROBELL | 246.00 | 184.50 | 2 | 369.00 |
| 55 | DB-TROY/TSDU-047.5 | 47.5LB URETHANE 12 SIDED PROBELL | 244.00 | 183.00 | 2 | 366.00 |
| 56 | DB-TROY/TSDU-052.5 | 52.5LB URETHANE 12 SIDED PROBELL | 256.00 | 192.00 | 2 | 384.00 |
| 57 | DB-TROY/TSDU-007.5 | 7.5LB URETHANE 12 SIDED PROBELL | 47.00 | 35.25 | 2 | 70.50 |
| 58 | PL-OLY-HOG-U25 | 25LB HAMPTON URETHANE GRIP PLATE | 100.00 | 75.00 | 20 | 1,500.00 |
| 59 | PL-OLY-HOG-U10 | 10LB HAMPTON URETHANE GRIP PLATE | 40.00 | 30.00 | 20 | 600.00 |
| 60 | PL-OLY-HOG-U05 | 5LB HAMPTON URETHANE GRIP PLATE | 20.00 | 15.00 | 12 | 180.00 |
| 61 | PL-OLY-HOG-U02.5 | 2.5LB HAMPTON URETHANE GRIP PLATE | 10.00 | 7.50 | 6 | 45.00 |
| 62 | PL-OLY-HOG-U35 | 35LB HAMPTON URETHANE GRIP PLATE | 140.00 | 105.00 | 6 | 630.00 |
| 63 | PL-OLY-HOG-U45 | 45LB HAMPTON URETHANE GRIP PLATE | 180.00 | 135.00 | 32 | 4,320.00 |

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|----|--------------------|---|----------|-----------|-----|-----------|
| 64 | BARS-OLY7-TROY/PWR | 7FT POWER BAR-BLACK 1500LB AOB1500 28MM | 304.00 | 228.00 | 3 | 684.00 |
| 65 | DEL-INST | FREIGHT / DELIVERY / INSTALLATION | 19040.68 | 19,040.68 | 1 | 19,040.68 |
| 66 | PICK-UP/TRADE | CYB-AFD BENCH 5437 | 50.00 | 50.00 | -3 | -150.00 |
| 67 | PICK-UP/TRADE | CYB-P SCOTT CURL STATION 5460 | 75.00 | 75.00 | -1 | -75.00 |
| 68 | PICK-UP/TRADE | CYB-SMI SMITH PRESS 5341 | 400.00 | 400.00 | -1 | -400.00 |
| 69 | PICK-UP/TRADE | CYB-AB AB BOARD 5208 | 150.00 | 150.00 | -1 | -150.00 |
| 70 | PICK-UP/TRADE | CYB-PL/LP LEG PRESS 5320 | 700.00 | 700.00 | -1 | -700.00 |
| 71 | PICK-UP/TRADE | CYB-POW/S POWER CAGE 5420 | 300.00 | 300.00 | -1 | -300.00 |
| 72 | PICK-UP/TRADE | CYB-AB/VR2 HIP ABDUCTION 4645 | 400.00 | 400.00 | -1 | -400.00 |
| 73 | PICK-UP/TRADE | CYB-AD/VR2 HIP ADDICTION 4640 | 400.00 | 400.00 | -1 | -400.00 |
| 74 | PICK-UP/TRADE | CYB/VR1-FLY/REAR 13111 | 400.00 | 400.00 | -1 | -400.00 |
| 75 | PICK-UP/TRADE | CYB-LES/VR LEG EXTENSION 4850 | 300.00 | 300.00 | -1 | -300.00 |
| 76 | PICK-UP/TRADE | CYB-SELV/VR2 SEATED LEG CURL | 400.00 | 400.00 | -1 | -400.00 |
| 77 | PICK-UP/TRADE | CYB-LPRS/VR LEG PRESS 4860 | 500.00 | 500.00 | -1 | -500.00 |
| 78 | PICK-UP/TRADE | CYB-360FT FUNCTIONAL TRAINER 9100 | 600.00 | 600.00 | -1 | -600.00 |
| 79 | PICK-UP/TRADE | CYBMOD-CC1/2-ADJ FREESTANDING END | 1200.00 | 1,200.00 | -1 | -1,200.00 |
| 80 | PICK-UP/TRADE | CYBMOD-CC/ADJ 5650 | | .00 | -1 | .00 |
| 81 | PICK-UP/TRADE | CYBMOD-CDS 5611 | | .00 | -1 | .00 |
| 82 | PICK-UP/TRADE | CYBMOD-LAT 5601 | | .00 | -1 | .00 |
| 83 | PICK-UP/TRADE | CYBMOD-LOW 5641 | | .00 | -1 | .00 |
| 84 | PICK-UP/TRADE | CYBMOD-CT 5649-003 CONNECTING TUBE | | .00 | -1 | .00 |
| 85 | PICK-UP/TRADE | CYBMOD-CTR 5600 CENTER/POST | | .00 | -1 | .00 |
| 86 | PICK-UP/TRADE | CYB-CPS/VR CHEST PRESS 4800 | 300.00 | 300.00 | -1 | -300.00 |
| 87 | PICK-UP/TRADE | CYB-SP/VR OVERHEAD PRESS 4805 | 300.00 | 300.00 | -1 | -300.00 |

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10 VILLAGE GREEN WAY
KEY BISCAYNE FL 33149

| LN | Product | Description | List | Price | Qty | Total |
|-----|---------------|---|--------|--------|-----|-----------|
| 88 | PICK-UP/TRADE | CYB-LAT/VR LAT PULLDOWN 4810 | 300.00 | 300.00 | -1 | -300.00 |
| 89 | PICK-UP/TRADE | CYB-AC/VR AB CRUNCH 4885 | 300.00 | 300.00 | -1 | -300.00 |
| 90 | PICK-UP/TRADE | CYB-BE/VR BACK EXTENSION 4890 | 300.00 | 300.00 | -1 | -300.00 |
| 91 | PICK-UP/TRADE | CYB-ARM/VR ARM CURL 4820 | 300.00 | 300.00 | -1 | -300.00 |
| 92 | PICK-UP/TRADE | CYB-TRI/VR ARM EXTENSION 4825 | 300.00 | 300.00 | -1 | -300.00 |
| 93 | PICK-UP/TRADE | QF-PC-1000 POWER/THERA CRUNCH | 300.00 | 300.00 | -1 | -300.00 |
| 94 | PICK-UP/TRADE | CYB-BR BARBELL RACK 5541 | 150.00 | 150.00 | -1 | -150.00 |
| 95 | PICK-UP/TRADE | CYB-2DRS 10PR DBELL RACK 5380 | 75.00 | 75.00 | -2 | -150.00 |
| 96 | PICK-UP/TRADE | HOIST-CF-2179 OLY BENCH FLAT/INCL /DECL | 75.00 | 75.00 | -2 | -150.00 |
| 97 | PICK-UP/TRADE | CYB-ABE 45 DEGREES BACK EXT 5411 | 75.00 | 75.00 | -1 | -75.00 |
| 98 | PICK-UP/TRADE | TREADMILLS (TRU CS6 0-DELVD 09' & 2010 | 500.00 | 500.00 | -8 | -4,000.00 |
| 99 | PICK-UP/TRADE | ELLIP W/ ARMS (TRU-CSX DELVD 2009) | 500.00 | 500.00 | -2 | -1,000.00 |
| 100 | PICK-UP/TRADE | CYBEX ARC TRAINER (750A DELVD 2010) | 500.00 | 500.00 | -2 | -1,000.00 |
| 101 | PICK-UP/TRADE | STARE-RB (RECUMBENT BIKE DELV 2010) | 200.00 | 200.00 | -2 | -400.00 |
| 102 | PICK-UP/TRADE | STARE-UB (UPRIGHT BIKE DVLD 2010) | 200.00 | 200.00 | -1 | -200.00 |
| 103 | PICK-UP/TRADE | STAIRMASTER (SC916 DLVD 2009) | 200.00 | 200.00 | -2 | -400.00 |
| 104 | PICK-UP/TRADE | SPIN BIKE (ESPINNER DLVD 2010) | 800.00 | 800.00 | -1 | -800.00 |
| 105 | PICK-UP/TRADE | CONCEPT II ROWER (DELVD 2004) | 200.00 | 200.00 | -1 | -200.00 |
| 106 | | PAYMENT TERMS: | | | | |
| 107 | | 30% DEPOSIT WITH SIGNED QUOTE | | | | |
| 108 | | BALANCE DUE AT DELIVERY | | | | |
| 109 | | SIGNATURE REQUIRED: _____ | | | | |
| 110 | | PRINT NAME: _____ | | | | |
| 111 | | DATE: _____ | | | | |

QUOTE:

1742026



| Salesperson | Store | Quote Dt | ACCOUNT ID | CUSTOMER NAME |
|--------------|-------|------------|------------|-------------------------|
| BOB LAWRENCE | 020 | 05/14/2015 | 20-141956 | VILLAGE OF KEY BISCAYNE |

Bill To
 VILLAGE OF KEY BISCAYNE
 TODD HOFFERBERTH
10 VILLAGE GREEN WAY
KEY BISCAYNE FL 33149

Ship To
 VILLAGE OF KEY BISCAYNE
 TODD HOFFERBERTH
10 VILLAGE GREEN WAY
KEY BISCAYNE FL 33149

| LN | Product | Description | List | Price | Qty | Total |
|---------------------------------------|------------------|-------------------------------------|-----------------|-------------------|-----|-------------------|
| 112 | ELECTRIC REQ | NOTE ELECTRICAL REQUIREMENT | | .00 | 1 | .00 |
| 113 | NOTE: CONCEPT II | Warranty is Covered by Manufacturer | | .00 | 1 | .00 |
| 114 | CYB/FW-SS | 16141-WEIGHT TREE W/BAR STORAGE | 545.00 | .00 | 1 | .00 |
| 115 | USA-T/HDR | RACK-10 PR NEOPRENE TREE | 138.00 | .00 | 2 | .00 |
| 116 | DB001-N-USA | 1LB. NEOPRENE BLK. DBELL EA. | 2.00 | .00 | 4 | .00 |
| 117 | DB002-N-USA | 2LB. NEOPRENE BLACK DBELL EA. | 4.00 | .00 | 4 | .00 |
| 118 | DB003-N-USA | 3LB. NEOPRENE BLACK DBELL EA. | 6.00 | .00 | 4 | .00 |
| 119 | DB004-N-USA | 4LB. NEOPRENE BLACK DBELL EA. | 8.00 | .00 | 4 | .00 |
| 120 | DB005-N-USA | 5LB. NEOPRENE BLACK DBELL EA. | 10.00 | .00 | 4 | .00 |
| 121 | DB006-N-USA | 6LB. NEOPRENE BLACK DBELL EA. | 12.00 | .00 | 4 | .00 |
| 122 | DB007-N-USA | 7LB. NEOPRENE BLACK DBELL EA. | 14.00 | .00 | 4 | .00 |
| 123 | DB008-N-USA | 8LB. NEOPRENE BLACK DBELL EA. | 16.00 | .00 | 4 | .00 |
| 124 | DB009-N-USA | 9LB. NEOPRENE BLACK DBELL EA. | 18.00 | .00 | 4 | .00 |
| 125 | DB010-N-USA | 10LB. NEOPRENE BLACK DBELL EA. | 20.00 | .00 | 4 | .00 |
| QUOTE IS VALID FOR 30 DAYS | | | Subtotal | 326,989.68 | | 220,589.38 |
| TOTAL SAVINGS = \$106400.30 !! | | | TOTAL | 326,989.68 | | 220,589.38 |

GYM SOURCE RESERVES THE RIGHT TO ASSESS A 3% PROCESSING FEE FOR PAYMENTS MADE BY CREDIT CARD IN EXCESS OF \$15,000

VILLAGE OF KEY BISCAIYNE

Option B – Proposed Equipment Pictures

CYBEX 770 TREADMILL



CYBEX 770 ARC TRAINER



CYBEX 770 RECUMBENT BIKE



CYBEX 770 UPRIGHT BIKE



OCTANE XR6000- seated ellip



OCTANE 4700 – ELLIPTICAL



OCTANE LATERALX – ELLIPTICAL



CONCEPT ROWER



STAIR STEPMILL-GAUNTLET



CYBEX POWER CAGE Half Rack
(shown with optional platform)



CYBEX SMITH MACHINE



CYBEX PLATELOADED LEG PRESS



CYBEX EAGLE HIP ADDUCTOR/ABDUCTOR



CYBEX EAGLE LEG CURL



CYBEX EAGLE LEG EXTENSION



CYBEX EAGLE LEG PRESS



CYBEX EAGLE ARM CURL



CYBEX EAGLE AB CRUNCH



CYBEX EAGLE ARM EXTENSION



CYBEX EAGLE BACK EXTENSION



CYBEX PRESTIGE VR3 FLY/REAR



CYBEX EAGLE CHEST PRESS



CYBEX BRAVO FUNCTIONAL TRAINER



CYBEX JUNGLE GYM
W/CABLE CROSSOVER –LAT,CHIN DIP AND ROW



FREEMOTION SHOULDER/CHEST



FREEMOTION LAT -HILO



CYBEX AB BOARD



CYBEX BACK EXTENSION BENCH



CYBEX ADJUSTABLE BENCH



CYBEX ADJUSTABLE DECLINE BENCH



CYBEX PREACHER CURL BENCH



CYBEX OLYMPIC BENCH



HOIST *PLATELOADED* CHEST



HOIST *PLATELOADED* SHOULDER



HOIST *PLATELOADED* LAT PULL



HOIST *PLATELOADED* BICEP



STAR E SPINNER – spin bike



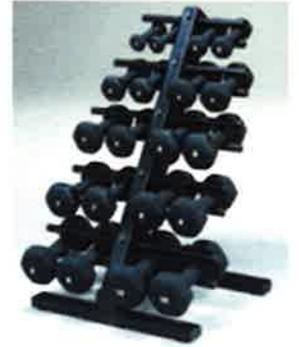
CYBEX BARBELL RACK



CYBEX DUMBBELL RACK – 3 TEIR

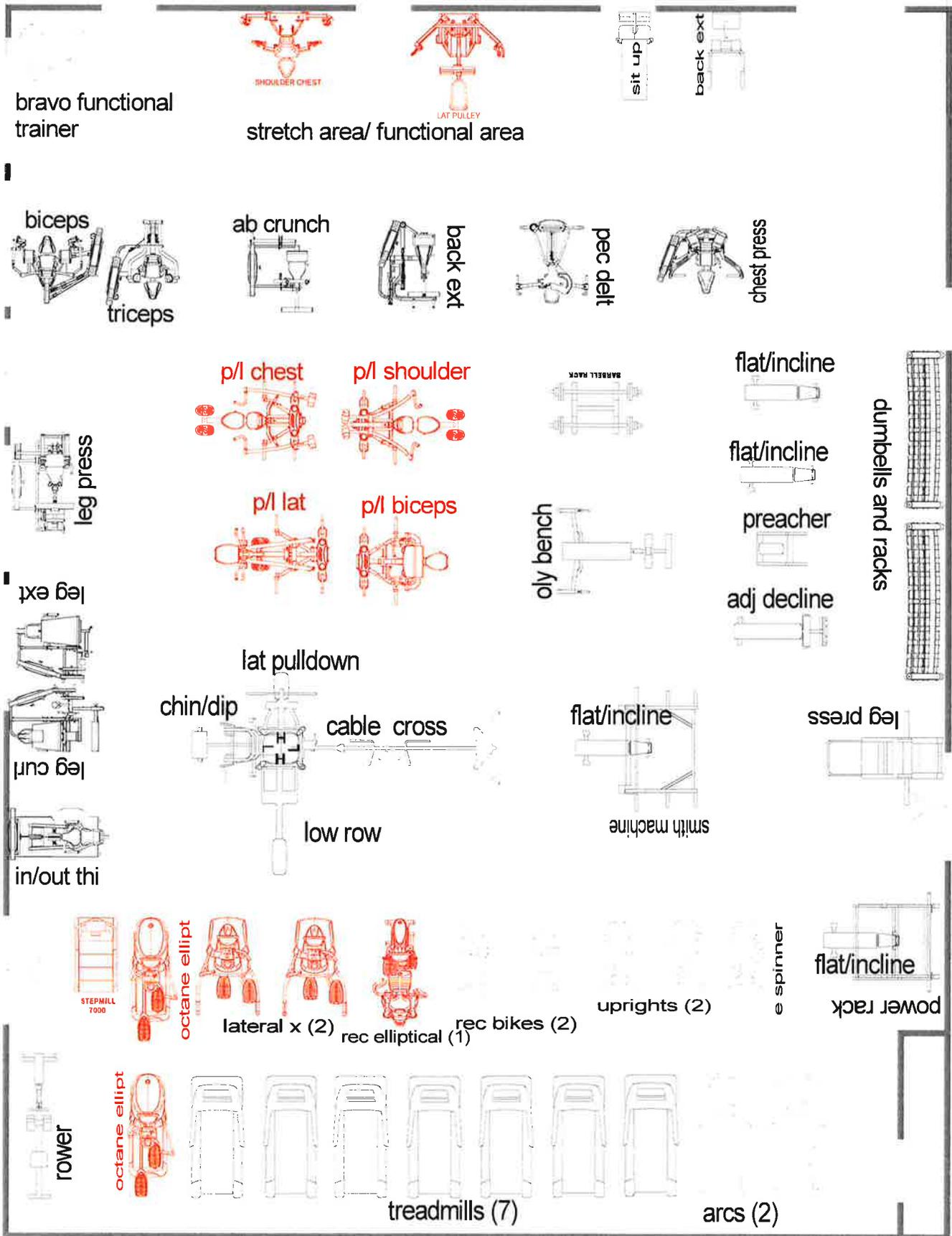


NEOPRENE DUMBBELLS AND RACK



OPTION B - Revised 051515

51' 11-1/2"



67' 11-1"

Some build image. We build quality.

The Product

Since 1987, innovative products, exceptional quality and affordable pricing have allowed Troy Barbell to become the industry leader.

The People

When you choose Troy, you get more than just a weight company. You get a full-service partner, passionately committed to realizing your vision.

The Promise

Do the research and you'll agree: when it comes to delivering premium quality and uncompromising value, Troy Barbell is second to none!

Urethane

Polyurethane perfection. The most durable urethane you can put on your racks.



- 34mm hard chrome handle
- 5 lb. - 150 lb. (2.5 lb increments available)
- Patented anti-roll design



- Patented "T-clog" interlocking design
- EZ Grip™ handles
- 2.5 lb. - 45 lb.



- 32mm - 35mm hard chrome handle
- 5 lb. - 125 lb., sets only



- Straight or curl hard chrome bar
- 12-Sided head or round head
- 20 lb. - 110 lb.

800.872.7767
www.troybarbell.com