

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: (540) 422-8353

Fax: (540) 422-8355

NOTICE OF CONTRACT AWARD

1. DATE: March 4, 2021
2. COMMODITY NAME: Exercise-Athletic Equipment, Accessories, Parts & Repairs
3. CONTRACT NUMBER: UCPJMU4569 - UCPJMU4574 (Rider VASCUPP)
4. CONTRACT PERIOD: April 1, 2021 through March 31, 2022
5. RENEWAL OPTIONS: 0 Renewal Options
6. CONTRACTORS:

Contract# UCPJMU4569 Wellness Solutions, Inc.
Timothy Hipp thipp@wsifitness.com
PH: 800-741-4412

Contract# UCPJMU4570 enerG Fitness & Wellness Solutions, LLC
Matthew Torggler torggler@energwellness.com
301-841-6721

Contract# UCPJMU4571 Life Fitness, LLC
Jason Seeley Jason.seeley@lifetimefitness.com
804-874-1617

Contract# UCPJMU4572 Heartline Fitness Products
Jason Malecki jason@heartlinefitness.com
703-675-8270

Contract# UCPJMU4573 Johnson Health Tech North America
Dave Detweiler dave.detweiler@matrixfitness.com
240-397-0464

Contract# UCPJMU4574 RealRyder International, LLC
Leslie Folkes leslie@realryder.com
800-559-5009

7. TERMS: Net 30 days

8. F.O.B. Destination

9. FOR FURTHER INFORMATION CONTACT: Rachel Cuervo,
P-Card Admin/Buyer
PH (540) 422-8353
Rachel.Cuervo@fauquiercounty.gov

10. NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodities listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, item description and price per each, total dollar amount, contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and/or completion of services, as well as, approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Renewals: As stated on the face of this notice. There are four (4), one (1) year renewals available on this contract by written mutual agreement between all parties.
6. Fee Schedules: See below:



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4569
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935

Contractor: Wellness Solutions, Inc.
Attn: Timothy Hipp
4224 Bragg St
The Plains, VA 20198 Ph: (800) 741-4412

Contract Administrator: Chris Ouren, Athletics

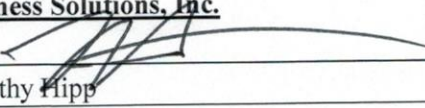
Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

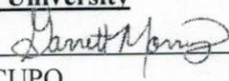
All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed extension notice to my attention within ten days.

Wellness Solutions, Inc.

By: 
Timothy Hipp
Name (print)
President
Title Date Signed

James Madison University

By: 
Garrett Morris, CUPO
Name (print)
Buyer Senior
Title 09/11/2020
Date Signed



Contract #: UCPJMU4569

Contractor: Wellness Solutions Inc.

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

Product	Discount Off MSRP
WOODWAY	
All Fitness/Sport Treadmill	5%
Curve/Eco Mill Motorless Treadmill	5%
KEISER	
All Strength Equipment	12%
M Series Spin Bike/ Elliptical	14%
FREEMOTION	
FM Selectorized Equipment	20%
FM Cardio Equipment	30%
TROY/ USA SPORTS	
Weight Plates	20%
Accessories	15%
PERFORM BETTER/ POWER SYSTEMS	
All units in catalog	12 – 15%
TECHNOGYM	
Cardio	20%
Selectorized Strength	12%
Performance Series	5%
DYNAMIC FITNESS	
All items	25%
SPORTSART	
Cardio	30%
Selectorized	20%
Free Weight	15%
TRUE	
Cardio	20%
Selectorized Strength	15%
TRX	
All Items Excluding Outdoor Units	15%
WSI SPORTS FLOORING	
Rolled/ Tile Rubber	10%
Sheet Vinyl	10%
Turf	10%
CONCEPT2	
All Items	12%
SUNLIGHTEN	
Saunas	5%
Accessories	5%
NORMATEC	
All Items	5%
LIVE O2	
All Packages	5%
Accessories	5%
Live O2 Training	5%
POWERBLOCK	
All Items	15%
EXPRESSO	
All Items	15%
WELLNESS SOLUTIONS	
Outdoor Locker	10%
CORE HEALTH & FITNESS	
All Items	20%
TKO	
All Items	20%
LIFECORE FITNESS	
Assault Air Bike	12%
SERVICE	
Preventative Maintenance	10% off hourly service rate
Parts	10% off MSRP
Optimal Performance Onsite Training & Programing	15% off hourly rate and pagkages



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4570
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: EnerG Fitness & Wellness Solutions LLC
Attn: Matthew Torggler
23 Fontana Lane, Suite 105
Baltimore, MD 21237 Ph: 301-841-6721
Contract Administrator: Chris Ouren, Athletics

Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed extension notice to my attention within ten days.

EnerG Fitness & Wellness Solutions LLC

By:

Matthew Torggler

Name (print)

CEO

Title

9/21/2020
Date Signed

James Madison University

By:

Garrett Morris, CUPO

Name (print)

Buyer Senior

Title

09/11/2020

Date Signed



Contract #: UCPJMU4570

Contractor: EnerG Fitness & Wellness Solutions LLC

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

Product	Discount Off List Price
Treadmills	23%
Treadmills with Integrated Personal Viewing Screens or 915 Mhz Audio Cap	23%
Treadmills with Embedded Capacitive Touch Screen & Optional Preva Networking	23%
Ellipticals	23%
Ellipticals with Integrated Personal Viewing Screens or 915 Mhz Personal Entertainment Audio Cap	23%
Ellipticals with Embedded Capacitive Touch Screen & Optional Preva Networking	23%
Bikes – Upright/Recumbent	23%
Bikes with Integrated Personal Viewing Screens or 915 Mhz Personal Entertainment Audio Cap	23%
Bikes with Embedded Capacitive Touch Screen & Optional Preva Networking	23%
AMT (Adaptive Motion Trainer)	23%
AMT with Integrated Personal Viewing Screens or 915 Mhz Personal Entertainment Audio Cap	23%
AMT with Embedded Capacitive Touch Screen & Optional Preva Networking	23%
Stairclimbers	20%
Indoor Group Cycles	23%
Indoor Spinner Cycle Performance Console	10%
Expresso – Upright/Recumbent	22%
Selectorized Strength Equipment	19%
Free Weight Strength Equipment	19%
Plate Loaded Strength Equipment	19%
Dumbbells/Olympic/Bumper Plates/Barbells/Oly Bars	19%
Queenax Functional Training Stations	15%
Queenax Functional Accessories	20%
Precor Assault Air Products	10%
TRX Training - Structures	20%
TRX Training - Accessories	25%
Torque Fitness - Structures	20%
Torque Fitness - Accessories	25%
Torque Fitness - The Tank	25%
Accessories	20%
Exercise Parts & Accessories	15%
Other Products Not Mentioned Above	20%
Wellbeats/Fitness on Request	20%

** Service Calls: \$140 per hour plus \$75 travel fee.

** Contractor shall provide free delivery on all standard, non-rush orders.

** Contractor shall waive all restocking and shipping fees for returns.



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4571
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: Lumos Holdings US Acquisition Co dba Life Fitness,
LLC
Attn: Jason Seeley
9525 Bryn Mawr Ave
Rosemont, IL 60018 Ph: (804) 874-1617
Contract Administrator: Chris Ouren, Athletics

Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed extension notice to my attention within ten days.

Lumos Holdings US Acquisition Co dba Life Fitness, LLC

By:

Brian Giermak

Name (print)

Sr. Director, FP&A

Title

09/17/2020

Date Signed

James Madison University

By:

Garrett Morris, CUPO

Name (print)

Buyer Senior

Title

09/11/2020

Date Signed



Contract #: UCPJMU4571

Contractor: Lumos Holdings US Acquisition Co dba Life Fitness, LLC

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

Product	Discount Off MSRP
Life Fitness Cardiovascular Equipment	35 – 40%
Life Fitness Strength Training Equipment	35 – 45%
Hammer Strength Equipment	20 – 30%
Power System Accessories	5 – 15%
Perform Better Accessories	5 – 20%
Brunswick Billiards	15 – 30%
Cybex Cardio	30-40%
Cybex Strength	30-40%
Indoor Cycle Group	30-40%



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4572
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: Heartline Fitness Products
Attn: Charles Amazeen
7520 Standish Pl., Ste. 250
Rockville, MD 20855 Ph: 703-675-8270
Contract Administrator: Chris Ouren, Athletics

Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed extension notice to my attention within ten days.

Heartline Fitness Products

By: Charles Amazeen
Charles Amazeen

Name (print)

Director of Sales Operations & Logistics 10/26/2020

Title Date Signed

James Madison University

By: Garrett Morris
Garrett Morris, CUPO

Name (print)

Buyer Senior 09/11/2020

Title Date Signed



Contract #: UCPJMU4572

Contractor: Heartline Fitness Products

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

STAR TRAC	
Product	Discount Off Manufacturers List Price
Treadmills	35%
Ellipticals	30%
Bikes	25%
E-Spinner	25%
Treadclimber	20%
Steppers, Stairmill Spinners	25%
Selectorized Equipment	25%
Human Sport	10%
Multi Stations, Plate Loaded	15%
Benches/ Racks	10%
Personal Viewing Kits	35%
Other products not listed above	15%
Parts and Accessories	10%

PARAMOUNT	
Product	Discount Off Manufacturers List Price
SP Circuits/ Functional Training/ Modular Systems/ Weight Assisted Chin Dip/ Multi Stack	15%
XL Series/ Fitness FS Models	20%
Benches/ Racks	10%
Zone Products	15%
Other products not listed above	20%

SCI FIT	
Product	Discount Off Manufacturers List Price
Treadmills/ Entertainment	25%
Pro Series Upper Body/ Pro Series Total Body/ EFI	20%
Upright Bikes/ Recumbent Bikes/ Ellipticals/ Climbers/ REX	17%
Recumbent Stepper	20%
Other products not listed above	20%

HEARTLINE FITNESS	
Product	Discount Off Manufacturers List Price
Racks and Accessories	25%

INTEK STRENGTH	
Product	Discount Off Manufacturers List Price
Plates/ Bars/ Dumbbells/ Racks/ Accessories	20%

YORK BARBELL	
Product	Discount Off Manufacturers List Price
Plates/ Bars/ Dumbbells/ Accessories	20%

HELIX	
Product	Discount Off Manufacturers List Price
Lateral Trainers	20%



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4573
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: Johnson Health Tech North America
Attn: Mark Zabel
1600 Landmark Drive
Cottage Grove, WI 53527 Ph: (240) 397-0464
Contract Administrator: Chris Ouren, Athletics

Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed extension notice to my attention within ten days.

Johnson Health Tech North America

By: David R Detweiler

David Detweiler

Name (print)

North Atlantic District Manager 10/26/2020

Title Date Signed

James Madison University

By: Garrett Morris

Garrett Morris, CUPO

Name (print)

Buyer Senior 09/11/2020

Title Date Signed



Contract #: UCPJMU4573

Contractor: Johnson Health Tech North America

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

Category		Product Description	Discount
Treadmills			
	T7XI-04	Treadmill - 19" capacitive touchscreen with FitTouch Technology	47%
	T7XE-06	Treadmill - 16" touchscreen display with FitTouch Technology	47%
	T5X-08	Treadmill - LED Console	47%
	T5XGTWF-10	Treadmill - LED Console - Group Training	47%
	T3XE-07	Treadmill - 16" touchscreen display with FitTouch Technology	47%
	T3XH-02	Treadmill - 16" touchscreen display with FitTouch Technology	47%
	T3X-05	Treadmill - LED console display	47%
	T-DPT	Treadmill - S - Drive Performance Trainer; non-motorized	35%
	SPT	S- Force Performance Trainer	35%
Ascents			
	A7XI-06	Ascent - 16" capacitive touchscreen with FitTouch Technology	47%
	A7XE-06	Ascent - 16" touchscreen display with FitTouch Technology	47%
	A5X-06	Ascent - LED Console	47%
	A3XE-04	Ascent - 10" touchscreen display with FitTouch Technology	47%
	A3X-03	Ascent - LED Console	47%
	ALB7XI-05	Ascent Lower Body - 16" capacitive touchscreen with FitTouch Technology	47%
	ALB7XE-06	Ascent Lower Body - 16" touchscreen display with FitTouch Technology	47%
	ALB5X-06	Ascent Lower Body - LED Console	47%
	ALB3XE-02	Ascent Lower Body - 10" touchscreen display with FitTouch Technology	47%
	ALB3X-02	Ascent Lower Body - LED Console	47%
Climbmills			
	C7XI-07	Climbmill - 16" capacitive touchscreen with FitTouch Technology	47%
	C7XE-07	Climbmill - 16" touchscreen display with FitTouch Technology	47%
	C5X-07	Climbmill - LED Console	47%
	C3XE-07	Climbmill - 10" touchscreen display with FitTouch Technology	47%
	C3X-06	Climbmill - LED Console	47%
Ellipticals			
	E7XI-05	Elliptical - 16" capacitive touchscreen with FitTouch Technology	47%
	E7XE-05	Elliptical - 16" touchscreen display with FitTouch Technology	47%
	E5X-06	Elliptical - LED Console	47%
	E3XE-04	Elliptical - 10" touchscreen display with FitTouch Technology	47%
	E3X-04	Elliptical - LED Console	47%
Steppers			
	S7XI-05	Stepper S7XI - 16" capacitive touchscreen with FitTouch Technology	40%
	S7XE-05	Stepper - 16" touchscreen display with FitTouch Technology	40%
	S5X-06	Stepper - LED Console	40%
	S3XE-05	Stepper - 10" touchscreen display with FitTouch Technology	40%
	S3X-05	Stepper S3X - LED Console	40%
Bikes			
	H7XI-07	Hybrid Bike - 16" capacitive touchscreen with FitTouch Technology	40%
	H7XE-07	Hybrid Bike - 16" touchscreen display with FitTouch Technology	40%
	H5X-06	Hybrid Bike - LED Console	40%
	H3XE-06	Hybrid Bike - 10" touchscreen display with FitTouch Technology	40%
	H3X-06	Hybrid Bike - LED Console	40%
	R7XI-07	Recumbent Bike - 16" capacitive touchscreen with FitTouch Technology	40%
	R7XE-07	Recumbent Bike - 16" touchscreen display with FitTouch Technology	40%
	R5X-06	Recumbent Bike - LED Console	40%
	R3XE-06	Recumbent Bike - 10" touchscreen display with FitTouch Technology	40%
	R3X-06	Recumbent Bike - LED Console	40%
	R3XM	Recumbent Bike R3XM	40%
	U7XI-06	Upright Bike - 16" capacitive touchscreen with FitTouch Technology	40%
	U7XE-06	Upright Bike - 16" touchscreen display with FitTouch Technology	40%
	U5X-06	Upright Bike - LED Console	40%

	U3X- 06	Upright Bike - LED Console	40%
	U3XE- 06	Upright Bike - 10" touchscreen display with FitTouch Technology	40%
Rower			
	Rower- 02	RowerX with Magnetic Resistance	30%
Entertainment & Technology			
	TV	Matrix MYE 15.6" TV with HDMI Port	35%
	TV	Matrix MYE 15.6" TV with Pro:Idiom	35%
	Brackets	TV Brackets	35%
GroupX			
Bikes	CXP	Matrix Indoor Cycle CXP	35%
	CXM	Matrix Indoor Cycle CXM	35%
	CXC	Matrix Indoor Cycle CXC	35%
	CXC Console	Matrix Indoor Cycle CXC Console	30%
Krankcycles	KC- 01	Krankcycle w/ Seat	30%
Strength Products			
Selectorized	All Selectorized	Ultra, Versa, Aura	35%
Benches and Racks	FW Benches and Racks	Aura, Magnum, Varsity	28%
Power Racks	MEGA, Magnum, Varsity	MEGA, Magnum, Varsity	28%
Platforms and Access	All Platforms and Access	Magnum, Varsity	28%
Plate Load	All Plate Load	Aura, Magnum, Varsity	28%
Multi Station	All Multi Station	Aura, Versa, Magnum, Varsity (Funtional Trainers and Multi Jungles)	28%
Matrix Warranty	Standard Warranty	Matrix Three year parts and three year labor (see contract for exceptions)	
Notes	Pricing notes	The Contract pricing is "not to exceed pricing"	
Freight and Install	F and I	Freight and Install: \$100 cardio, \$200 per selectorized, \$150 per stack jungles, \$150 Plate Loaded, \$75 Fee Weight, \$200 Power Racks & Platforms	
<p align="center">**All warranties outlined in contract UCPJMU4573 shall be acknowledged</p>			



CONTRACT EXTENSION LETTER

Date: September 10, 2020
Contract #: UCPJMU4574
Service: Athletic Apparel, Equipment, & Related Services
Extension Period: Extension period shall be from 04/01/2021 through 03/31/2022
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: RealRyder International LLC
Attn: Richard Hanson
3200 Airport Ave, Unit 21
Santa Monica, CA 90405 Ph: (800) 559-5009
Contract Administrator: Chris Ouren, Athletics

Description of Extension Notice:

In accordance with the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and Their Vendors all terms, conditions, and specifications of the original contract remain the same during the contract extension period, along with any modifications that may have been incorporated up to this point. The contract pricing for this extension period will remain the same.

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Return one executed extension notice to my attention within ten days.

RealRyder International LLC

By: Rich Hanson
Richard Hanson

Name (print)
President 10/29/2020

Title Date Signed

James Madison University

By: Garrett Morris
Garrett Morris, CUPO

Name (print)
Buyer Senior 09/11/2020

Title Date Signed



Contract #: UCPJMU4574

Contractor: RealRyder International LLC

Renewal Period: 4/1/2020 - 3/31/2021

Commodity: Athletic Apparel, Equipment, & Related Services

Product	Unit Price
RealRyder ABF8	\$1,695.00
RealRyder Silver Cycling Computer	\$152.15
ReadRyder Bike Mover	\$395.00