



## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Bid Receiving - PWGSC / Réception des soumissions -  
TPSGC

11 Laurier St. / 11 rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Québec

K1A 0S5

Bid Fax: (819) 997-9776

## Revision to a Request for a Standing Offer

## Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

## Comments - Commentaires

## Vendor/Firm Name and Address

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

## Issuing Office - Bureau de distribution

Commercial Acquisitions & Fast Track Procurement  
Div/Div des Acquisitions commerciales et achats en  
régime accéléré

11 Laurier St. / 11 rue Laurier

6A2-16, Place du Portage

Phase III

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> Fitness Equipment	
<b>Solicitation No. - N° de l'invitation</b> E60PD-17FITN/A	<b>Date</b> 2018-03-13
<b>Client Reference No. - N° de référence du client</b> E60PD-17FITN	<b>Amendment No. - N° modif.</b> 003
<b>File No. - N° de dossier</b> pd041.E60PD-17FITN	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SPD-041-74081	
<b>Date of Original Request for Standing Offer</b> 2018-01-05	
<b>Date de la demande de l'offre à commandes originale</b>	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2018-03-23</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Lamothe, Nathalie	<b>Buyer Id - Id de l'acheteur</b> pd041
<b>Telephone No. - N° de téléphone</b> (819) 420-9939 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Delivery Required - Livraison exigée</b>	
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> As specified in call-ups	
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

N° de l'invitation.- Sollicitation No.  
E60PD-17FITN/001/PD  
N° de réf. du client - Client Ref. No.  
E60PD-17FITN

N° de la modif. - Amd. No.  
003  
N° du dossier - File No.  
pd041. E60PD-17FITN

Id de l'acheteur - Buyer ID  
PD-041  
CCC No./N° CCC - FMS No./N° VME

---

This amendment is raised to address the following questions and amendments:

Page 1 of request for a Standing offer, Sollicitation Closes:

DELETE: 2018-03-16

REPLACE WITH: 2018-03-23

ADD: Optional items will be evaluated separately by category, region and by line item.

DELETE: ANNEX A

j) Minimum of 8 plate storage pins on Olympic benches and specified free weight equipment;

REPLACE WITH: ANNEX A

j) Minimum of 4 plate storage pins on Olympic benches and specified free weight equipment;

**Question 1:** If we only want to answer for the National Capital Region, how do we indicate it and where do we indicate it? I did not see a box for this purpose in Annex B, to insert a postal code or a region...

**Answer 1:** Please see modification to Annex B and use Version **FITN Annex B EN V2**

**Question 2:** Does the cost of installation and transportation must be included in the total price of items, (individually)?

**Answer 2:** Yes, the cost of installation and transportation must be included in the price of the items.

**Question 3:** Annex B is not configured to be filled with all these accuracy ... can we fill a minimum, as well as prices, but the majority of the specs on another document attached?

**Answer 3:** Annex B must be completed where requested but other specifications must be added separately.

**Question 4:** Barbell Rack: Is this a straight barbell or EZ Curl Barbell Set?

**Answer 4:** The support must accommodate both types of bar.

**Question 5:** Plyometric Cushions (1 set): What heights for each cushion and how many cushions in the set?

**Answer 5:** Submit an individual price for a 6 inch, 12 inch, 18 inch and 24 inch cushion. See amendments to Annex B, **FITN Annex B EN V2**.

**Question 6:** Cardio Section: Treadmill: Speed of at least 0.5-15 MPH. Will 0.5 to 12 MPH be accepted?

**Answer 6:** Please see amendment to annex B, **FITN Annex B EN V2**.

**Question 7:** On item 24, the maximum length is 65" would you consider a maximum length of 66" to help accommodate the stability and anti-tipping certifications required in ASTM certification requirements?

---

**Answer 7:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 8:** On item 1, to meet current ASTM certifications requirement and stability of the frame, would you please consider 61" width and 67" in length to ensure the unit is stable and safe for all users?

**Answer 8:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 9:** On item 3, to meet current ASTM Certification Requirements and stability of the unit, would you consider the width of 49" to ensure the row is stable and safe for all users?

**Answer 9:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 10:** On item 4, to meet current ASTM Certification Requirements and stability of the unit, would you consider the length to be 77" to ensure the row is stable and safe for all users.

**Answer 10:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 11:** On item 9, The Pec/Rear Delt machine, to meet current ASTM Certifications Requirements and stability of the unit, would you consider the width of 56"?

**Answer 11:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 12:** On item 10, the assisted Chin/Dip, to meet current ASTM certification requirements and stability of the unit, would you consider the width of 54"?

**Answer 12:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 13:** Concerning the cardiovascular bid portion, I am requesting an amendment to the dimensions of the stepper, item 3 in the cardiovascular selection, The maximum length is 46", and we are hoping you would consider 47", a relatively small difference where the dimensions of the machine does not directly affect the quality, reliability and durability of the unit?

**Answer 13:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 14:** On item 23, the maximum length is 65" would you consider a maximum length of 66" to help accommodate the stability and anti-tipping certifications required in ASTM certification requirements? (Strength bid- Adductor, item 23)

**Answer 14:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 15:** Also, are each category, Cardio/Free weights /Rehabilitation/Strength all evaluated individually on the financial score? For example, if we submit a cardiovascular bid and are the lowest offering, and submit for the strength and our cost comes in the highest, does our strength score affect the score of the cardiovascular offering?

**Answer 15:** Each region and category is evaluated individually. No, it won't affect your cardiovascular Score if the strength is in the highest. Please refer to section 4.1.2.1.

**Question 16:** 5.2.1 Integrity Provisions, as I am unsure what document is being requested as the link just connects you to the policy and there is no form to be filled out, it just links us to the Ineligibility and suspension policy?

---

**Answer 16:** Please use the following link; <http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html>

**Question 17:** While much of our equipment is upholstered as described, certain pieces are designed with special padding to manage a higher wear rate and utilize a non-upholstered High density Commercial EMR Urethane padding, non-porous, slip proof, very easily sanitized. In these cases, will a padding that is not "upholstered" be acceptable?

**Answer 17:** Yes, Equivalent material in term of durability and easily sanitized will be accepted.

**Question 18:** weight stack labels

Our selectorized equipment, and all top rated selectorized equipment from other manufactures we have viewed, places the label as near the selector hole as possible to accommodate easy of use and proper selection of desired weight. We are unsure who would actually qualify for this spec, or why one would want this.

Most weight stack holes are well below the head height of the user when seated at the machine. This makes alignment of the desired hole difficult without awkwardly adjusting you're seating position in attempts to line up your angle of vision with the horizontal alignment of each weight plate in the stack. By encircling each hole with the appropriate label, any viewing angle is instantly suitable to select the desired amount on the first try without frustration.

While we have not had any tearing or peeling issues as described on any machine even with over a decades worth of use, we will included multiple labels sets with each piece AND guarantee unlimited further replacement of any required labels for the lifetime of the machine, should the user not be completely satisfied in the clarity or legibility of a label at any time. Would this suffice to qualify for this specification?

**Answer 18:** Yes, all equivalent in term of durability will be accepted.

**Question 19:** We ask that this length be extended to 66+ inches to accommodate safe movement and usage of the machine.

The length specified by 55" can only describe a pec/rear delt machine folded away and at rest. During usage of this machine it must extend, by virtue of the excersise being performed, the full length of both outstretched arms. Being that the machine and the user must occupy this additional space during usage, a larger footprint is required and would protect the user and pedestrians nearby while taking up no more floor spacing in a weight room. ASTM guidelines for required equipment spacing liability supports this.

**Answer 19:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 20:** Seated biceps Curl

d) Please extend spec from 50" to 54" for the same rationale as above (item 9). The users extended arms during the movement must, by virtue of the motion being performed, extend into this space. The usable floor space around the machine is occupied in this dimension. As the space needs be occupied regardless, it is safer that the machine itself occupy the space than the user during motion.

**Answer 20:** Please see amendment to annex B, **FITN Annex B EN V2.**

---

**Question 21:** Leg Press

d) Please extend this spec 2" to 82 inches. In order to accommodate the requested adjustable user height of 6'7" tall, the frame size must contain the users reach length between the seat-back and the platform.

**Answer 21:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 22:** 45 degree leg press

We ask that this item be deleted or recategorized. Any 45 degree leg presses we can source from any manufacturer is a plate loaded machine. A plate loaded leg press is already being requested in the free weights section as item #2. We are unaware of any manufacturer that produces a dedicated 45 degree press in a selectorized format. This item would unfairly render almost every manufacturer non-compliant.

**Answer 22:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 23:** Item 21 Functional Trainer

e) There are a few manufacturers offering a 4:1 ratio on functional training unit dual purposed for commercial or residential use, all others are of a residential configuration.

Utilizing a safer, simpler and smoother 2:1 ratio allows for a weight stack that is half the size while still accommodating an equal amount of adjustability, motion and functionality.

We ask that the 4:1 ratio be removed. OR modified to also include 2:1 ratios.

g) With 4:1 reduced to 2:1, as most every full commercial pieces are configured, a weight stack of half the weight simulates the same resistance to the user. We ask that the unnecessarily high 375lbs x 2 stack requirement be changed to 200 along side the ratio change.

**Answer 23:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 24:** Treadmill

k) Equivalency request.

After many years we (and several other manufactures) are now moving away from the old reversible decks of the late 90's to a Phenolic resin multi-layer system. This system is 1/8" thick and has shown superior durability in the field. Guaranteed maintenance free for 2 years and not requiring a belt change at the normal deck-flip interval. This Phenolic resin system is outperforming the old reversible system. Can Phenolic resin multi-layer system, with no wear-item exclusion warranty, be accepted as equivalent?

**Answer 24:** Yes, all equivalent in term of durability and performance will be accepted.

**Question 25:** L) The spec requests 88 inches. Our treadmill is 88 inches long. A 1 inch power cord head that plugs into the front of the unit. Because of this we list the length of our treadmill at 89 inches in brochures. Would you allow this to be acceptable so that we may enter a compliant bid?

**Answer 25:** Please see amendment to annex B, **FITN Annex B EN V2.**

---

**Question 26:** Rower

b) Equivalency request

We request our rower console be deemed equivalent to allow us to submit a compliant bid. Connectivity is the difference, as it applies to rowing clubs, in order to connect to other professional rowing clubs from around the world for league racing.

This is proprietary to Concept II.

**Answer 26:** Please see amendment to annex B, **FITN Annex B EN V2**. All equivalent equipment will be accepted.

**Question 27:** 3. j) Minimum of 8 storage pins

Our equipment includes as many storage pins as the frame size of each piece of equipment can reasonably accommodate. Can this spec be amended to simply state that weigh plate storage is requested on each piece?

**Answer 27:** Please see amendment to annex A, Free weights and Miscellaneous Equipment Group, above.

**Question 28:** item 19 Dumbell Rack

Does the 10 pair rack need to be only 2 tier configuration?

**Answer 28:** Please see amendment to annex B, **FITN Annex B EN V2**.

**Question 29:** Item 28 Plyometric cushions

1 set? What size? There are multiple set configurations available.

**Answer 29:** Submit an individual price for a 6 inch, 12 inch, 18 inch and 24 inch cushion. See amendments to Annex B, **FITN Annex B EN V2**.

**Question 30:** commercial equipment mat

What dimensions are requested for each thickness? 2'x4', 2'x6', 4'x4', 3'x5' or any custom sizing?

**Answer 30:** Please see amendment to annex B, **FITN Annex B EN V2**.

**Question 31:** The request for standing offer indicates in section 4.1.1 that the technical requirements will be assessed in accordance with Annex A. Annex A references Annex B and meeting individual machine requirements. Some of those requirements are only the footprint of the machine. Many of the appropriate models that we carry are less than the dimensions stipulated in each of length, width and height. There are some however that might be 1 to a few inches longer in width or height than stipulated in Annex B. Will you consider these units since in some cases some of your facilities may have the space for such differences, particularly when other pieces are smaller than stipulated?

**Answer 31:** Please see amendments to annex B, **FITN Annex B EN V2**.

---

**Question 32:** In Annex A section 2, Cardio Equipment, it indicates that equipment must have an adjustable incline. Can you confirm this is for treadmills only? Adjustable stride is a common feature with all brands of ellipticals, but not adjustable incline.

**Answer 32:** Upon further research, we have found a few other manufacturers that provide the adjustable incline and as such, the specifications will remain the same.

**Question 33:** In Annex A section 3, it indicates each item must be equipped with instructional placards. Can you please specify which specific pieces in this section as many products in this category would typically not come with instructional placards? This is more something that would be found with selectorized equipment, like in Annex A section 1, for example.

**Answer 33:** Please provide instructional placards when applicable.

**Question 34:** Also, in Annex "A" it indicates that for each of the Strength Equipment, Cardio Equipment, Free Weights/Miscellaneous, and Rehabilitation Equipment groups that we must quote 100% of the items requested in each category. I would like to confirm that if we do not quote on 100% of the items in a category that we will be precluded and no chance of selection?

**Answer 34:** To be responsive, a bid must include 100% of the mandatory items in a category.

**Question 35:** Is this NMSO also for supply to the Department of National Defense?

**Answer 35:** NMSO will be use by various Federal Government Departments and Agencies, provinces, territories and the MASH sector across Canada.

**Question 36:** Strength worksheet: Item #19 45 ° Leg Press, we are not aware of a machine like this being manufactured, can you provide a picture or make and model that is being used as a reference for this machine?

**Answer 36:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 37:** Cardio worksheet: Item #1 Treadmill, the maximum speed of 15mph is only available on 2 brands, will you consider a max speed of 14mph to widen the product offering?

**Answer 37:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 38:** Cardio worksheet: Item #3 Stepper, the trend in the fitness industry is that this product has decreased in popularity to the point that very few are manufactured or sold anymore, are you sure you want this product?

**Answer 38:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 39:** For products imported from the USA is there any concession built in for the volatility of the foreign exchange from year to year?

**Answer 39:** Please refer to section 3.1.2 Exchange Rate Fluctuation.

**Question 40:** Can you confirm that the pricing offered should not include any shipping, delivery or on-site assembly or installation, strictly just the price of the product and these additional costs are to be quoted separately upon call up?

---

**Answer 40:** Please refer to section 6B.5.1 Basis of Payment

**Question 41:** On the Functional trainer, Item 21:

A functional trainer at a 4:1 ratio at 400lbs would be equal to a the same amount of resistance as a functional trainer at 2:1 Ration at 200lbs, would that be acceptable to meet the requirements of e and g in the specifications?

**Answer 41:** Please see amendment to annex B, **FITN Annex B EN V2.**

**Question 42:** We would like to talk with you about the joint venture clause and what it means.

Normally when the Government receives bids like this one group might win, but that group has just sold the lowest priced items with very little service support across Canada for your facilities.

We will be sending through documents that will be supported, delivery, and set up, service when needed by four different groups across Canada to help this process get better.

So is this a (Joint Venture) if all of these groups are available to you for full support through any of ours tenders or is it not and we call it (just a regular bid)?

**Answer 42: (2007-11-30) Joint venture**

1. A joint venture is an association of two or more parties who combine their money, property, knowledge, expertise or other resources in a single joint business enterprise, sometimes referred as a consortium, to submit an offer together on a requirement. Offerors who submit an offer as a joint venture must indicate clearly that it is a joint venture and provide the following information:
  - a. the name of each member of the joint venture;
  - b. the Procurement Business Number of each member of the joint venture;
  - c. the name of the representative of the joint venture, i.e. the member chosen by the other members to act on their behalf, if applicable;
  - d. the name of the joint venture, if applicable.
2. If the information is not clearly provided in the offer, the Offeror must provide the information on request from the Standing Offer Authority.
3. The offer and any resulting standing offer must be signed by all the members of the joint venture unless one member has been appointed to act on behalf of all members of the joint venture. The Standing Offer Authority may, at any time, require each member of the joint venture to confirm that the representative has been appointed with full authority to act as its representative for the purposes of the RFSO and any resulting standing offer. If a standing offer is issued to a joint venture, all members of the joint venture will be jointly and severally or solidarily liable for the performance of any contract resulting from a call-up against the standing offer.

**Question 43:** When in place, the removable transport wheels adds 3/4-of-an-inch to the overall length of the machine. This is rounded to the nearest inch at 81 inches total length in our spec sheets. This 3/4 inch discrepancy disqualifies us from bidding. We ask that the length be extended 1" to 81" allow us to bid our full commercial grade elliptical machine.

**Answer 43:** Please see amendment to annex B, **FITN Annex B EN V2.**



---

**Question 44:** Do we still need to submit hard copy and soft copy of CD to the mailing address required if we already set up e Post Connect Conversation with you and will transmit our proposal through that conversation before due date?

**Answer 44:** No, you do not need to submit hard copy or soft copy of CD when using ePost Connect.

**Question 45:** As there are two identical description for identical items 23 and 24. May we know if it's a typo or correct. We still have to fill out, right?

**Answer 45:** Please see amendment to annex B, **FITN Annex B EN V2**.

**Question 46:** 3.1 in Annex "A", d) "Offerors must provide manufacturer's user guide in both official language of Canada", does it mean user guide in both language shall be submitted together with the proposal before Mar 16, or can be provided when Call ups against standing offer happen?

**Answer 46:** Manufacturer's user guides can be provided only when call up against standing offer is requested.

**Question 47:** 3.2 if it is the former, can we provide English version first with our proposal and then make a guarantee statement in the proposal that French version will be provided when call ups occur?

**Answer 47:** Please see answer 46 to previous question.

**Question 48:** The requirement for "minimum of 11 gauge steel" is equivalent to 3.038mm while there's another commonly used industry standard of 3mm which is .038mm difference, still falling into the range of about 11 gauge steel.  
So can we use 3mm instead, for Strength and Free Weight items please?

**Answer 48:** Only, 11 gauge steel will be accepted.

**Question 49:** We would like to request the removal of Cardio item #6, the Stepmill.

After much research and many phone calls, The inclusion of a Stepmill eliminates all but 1 bidder in the Canada, Matrix. Matrix operates as STAK or Johnson Health Tech, all 1 in the same.

**Answer 49:** Please see amendment to annex B, **FITN Annex B EN V2**.

Please use version EFOT **FITN Annex B EN V2** or **FITN annexe B FR V2**.

**All other terms and conditions remain the same.**