

RESOLUTION

ROCK COUNTY BOARD OF SUPERVISORS

Sherry Gunderson  
INITIATED BY

General Services Committee  
SUBMITTED BY



Sherry Gunderson  
DRAFTED BY

June 13, 2012  
DATE DRAFTED

**AUTHORIZING PURCHASE OF TWO NUSTEP RECUMBENT CROSS-TRAINERS FOR ROCK HAVEN**

1 WHEREAS, construction is underway for Rock County's new 128-bed skilled nursing facility; and,  
 2  
 3 WHEREAS, the facility design creates a large therapy suite including a resident fitness room; and,  
 4  
 5 WHEREAS, residents completing skilled therapy services benefit from continued exercise programs;  
 6 and,  
 7  
 8 WHEREAS, current Rock Haven residents have returned to therapy to exercise on our NuStep  
 9 recumbent cross-trainers and requested additional NuStep "bikes" in the fitness room in our new facility;  
 10 and,  
 11  
 12 WHEREAS, NuStep, Inc of Ann Arbor, Michigan is the sole manufacturer of the NuStep recumbent  
 13 steppers and the T5 and T5XR models are only available exclusively through direct contact with NuStep,  
 14 Inc.  
 15  
 16 NOW, THEREFORE, BE IT RESOLVED, that the Rock County Board of Supervisors duly assembled  
 17 this 28 day of June, 2012 does hereby recommend that a Purchase Order be issued to NuStep, Inc  
 18 for a total of \$12,331 for two NuStep recumbent cross-trainers.

12-6B-057

Respectfully submitted,

GENERAL SERVICES COMMITTEE:

Phillip Owens  
Phillip Owens, Chair

Henry Brill  
Henry Brill, Vice Chair

Absent  
Ivan Collins

Absent  
Jason Heidenreich

Ed Nash  
Ed Nash

Sandra Kraft  
Sandra Kraft, Ex-officio member

PURCHASING PROCEDURAL ENDORSEMENT

Mary Mawhinney  
Mary Mawhinney, Chair

50  
Vote

6-21-12  
Date

**AUTHORIZING PURCHASE OF TWO NUSTEP RECUMBENT CROSS-TRAINERS FOR ROCK  
HAVEN**

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FISCAL NOTE:

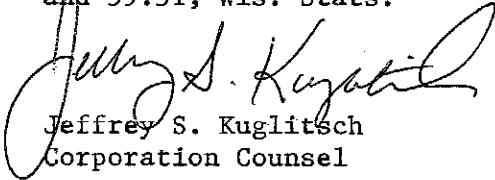
Sufficient funds are available in the Rock Haven Building Project capital account, A/C 18-1851-0000-67200 for the cost of these purchases.



Sherry Oja  
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to secs. 59.01 and 59.51, Wis. Stats.



Jeffrey S. Kuglitsch  
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.



Craig Knutson  
County Administrator

## EXECUTIVE SUMMARY

As we planned for the design of our new facility, I met with residents to discuss their wishes and needs. They expressed an interest in a fitness area in the Physical Therapy Department where they could return to ride our NuStep recumbent cross-trainers. In order to plan for this, we created a separate resident fitness room immediately adjacent to the Physical Therapy gym so that PT staff could monitor resident use of the “bikes”. We will be moving our current NuStep “bike” to the fitness room and adding a T5 bike to that area. We will be placing the T5XR NuStep recumbent stepper in the PT gym.

### NuStep T5<sup>XR</sup> and T5 Recumbent Cross Trainers

#### *Features:*

- Versatile, safe, high quality exercise machine to improve wellness and quality of life for a wide range of users.
- Extended range of adjustments and features to accommodate users of virtually any size, body type or function level.
- Low step-through design to make it safe and easy to get on and get off the NuStep, regardless of mobility or condition.
- 15 levels of resistance with a range of 5 to 1400 watts. Versatile and challenging for everyone from deconditioned or disabled users to elite athletes.
- Secure seated position, allows exercise specialist the ability to work with a number of clients.
- 360° swivel seat allows barrier-free, easy on and off access.
- Wide, comfortable seat makes the user feel safe, comfortable and secure while exercising.
- Upper body workout provides cardiovascular exercise while strengthening the chest, deltoids, triceps, forearms and upper and lower back muscles.
- Lower body workout strengthens the glutes, quadriceps, hamstrings, vastus medialis oblique, gastrocnemius and soleus muscles to help function and independence.
- Combined upper and lower body workout efficiently raises the user’s heart rate into the target heart rate range.
- Seated stepping motion allows for effective, low-impact exercise that is easy on the joints.
- Large, easy to read color LCD (Liquid Crystal Display) is simple to use.
- Displays METS, watts, calories burned, steps per minute, time and distance for measuring progress, improvement and outcomes.
- Quick start feature allows users to get on and go with no button press required
- Data can also be tracked for up to 200 users or workout sessions, and results can be exported via USB to a flash drive and to a spreadsheet application on your computer.
- Last workouts feature recalls recent settings to repeat workouts
- Easy release arm locks for quick and simple arm adjustments.
- Ergonomic hand grips with contoured design for varied hand sizes and positions.
- Large, cushioned foot pedals for comfort and a wide range of foot sizes.
- Accommodates users ranging in height from 4’6” to 6’7”.
- Designed to handle obese users as heavy as 500 lbs (T5) or 600 lbs (T5<sup>XR</sup>).
- Built-in contact heart rate grips provide accurate heart rate readout
- Polar wireless heart rate monitoring system provides continuous heart rate monitoring with optional strap accessory
- Rated most popular by users in fitness centers and rehabilitation centers nationwide.
- Compact unit that can be placed virtually anywhere and requires no electricity under normal use.
- This one product does it all in providing both cardio and strengthening exercise. It is easy to use and requires minimal supervision.

- Hand grip rotation with an adjustment range of 40° to accommodate user preference or function level.
- Reclining seat back to suit user preference and enhance comfort.
- Flex foot system for dorsi/plantar flexion that more accurately simulates the natural walking motion.
- 13 workout programs including quick start, manual mode, hill profiles, pace partner, and clinical applications that include constant power, constant speed, target heart rate control, and exercise testing protocols.
- Oversized seat option allows customer to upgrade to a wider seat with corresponding arm rests and contact heart rate grips to support larger users.
- Extra weight capacity of 600 lbs. to enhance support for larger or obese users.

*Applications:*

- **Ideal for Senior Fitness and Wellness Centers.** The NuStep has been called a “must-have” by fitness experts and consultants due to its versatility, effectiveness and overall design.
- **Cardiac and pulmonary users:** provides a range of workloads to motivate a variety of fitness levels. The NuStep is popular with this population. Supports patients with balance concerns who would not be able to use conventional fitness equipment such as the treadmill due to safety concerns. (Studies have shown that using the NuStep recumbent cross trainer improves performance on the treadmill and is a safe and effective alternative)
- **Mature users:** safely and gently improves circulation, cardiovascular conditioning, strength and quality of life.
- **Arthritic users:** provides low impact exercise to improve cardiovascular conditioning and quality of life.
- **Total knee replacement:** closed kinetic chain exercise is easy on the joints and ideal for user with hip and knee replacements. Seat and arms can be adjusted to accommodate desired range of motion.
- **Neurologically challenged users:** Seated position and dependently linked contralateral upper and lower body motion is effective in providing cardiovascular and muscular training to help improve gait and range of motion to stroke and other neurologically impaired users. Essential add-ons, such as the Leg Stabilizer, WellGrip™, foot straps, and other accessories are available.

*Specifications:*

- Workload: 5-1400 Watts
- Length 73” x Width 29” x Height 46” (185 x 74 x 117 cm)
- Weight of product: 286 lbs. (130kg)
- No electrical cord plug-in required under normal use
- Ships factory direct, quality inspected and fully assembled
- Maintenance free
- Made in the USA in Ann Arbor, MI
- Warranty: limited 5-year parts, 1-year labor, 10-year frame



NuStep, Inc.  
5111 Venture Drive, Suite 1  
Ann Arbor, Michigan 48108

800 322 2209  
734 769 3939  
734 769 8180 fax

www.nustep.com

13 June 2012

Sherry Gunderson  
Rock Haven  
3418 North County Highway F  
Janesville, WI 53545

RE: NuStep, Inc., Ann Arbor, MI Sole Manufacturer

Dear Colleen,

Thank you for your interest in the product line of NuStep, Inc. Recumbent Steppers.

The NuStep T4, T5, and T5<sup>XR</sup> Recumbent Steppers are solely manufactured by NuStep, Inc. (federal tax ID #38-3347347) in Ann Arbor, Michigan. We hold patents numbered 5,356,356; 6,042,518; 6,361,479; 6,666,799; 7,490,363; D359,777; D421,075; and other patents are pending.

It is currently and always has been our business strategy to sell direct to our customers who benefit by NuStep, Inc. tracking the end user order information i.e. equipment S/N for original warranty, product upgrades, accessory sales, etc. The original manufacturer warranty may not be included in its entirety when the T4 model is distributed (on rare occasion) through a small number of service providers. The T5 models (T5, T5XR and T5XR with oversized seat) are only available exclusively through direct contact with NuStep, Inc.

I look forward to assisting you further with your equipment needs. Please do not hesitate to contact me with any questions you may have.

Thank you,

A handwritten signature in cursive script that reads "Sally Ann Zabawa".

Sally A. Zabawa  
Active Living Consultant  
NuStep, Inc.

800-322-2209, x1813  
734-418-1813 direct  
734-769-1884 fax

NuStep, Inc.  
 5111 Venture Dr.  
 Suite 1  
 Ann Arbor, MI 48108  
 USA



Phone: 800-322-2209  
 Direct Fax: 734-418-1884  
 Corporate Fax: 734-769-8180  
 Email: szabawa@nustep.com

Transforming Lives®

Customer No. 12301  
 Quote Number: 31064

Quote

Page: 1 of 4

**Bill To:**

Rock Haven  
 3530 North County Highway F  
 PO Box 351  
 Janesville WI 53545  
 USA

Phone: 608-757-5000

**Ship To:**

Rock Haven  
 3530 North County Highway F  
 PO Box 351  
 Janesville WI 53545  
 USA

Expiration Date: 09/06/2012

Quote Option: A

Line	Part Number	Rev	Description	Qty	Unit Price	Net Price (USD)
1	05001-hb	C	T5 - fully assembled shipped in a horizontal box	1.00	5,595.00	5,595.00
2	50959	D	T5 Foot Secure System - Set	1.00	75.00	75.00

**Line(2) - Miscellaneous Charge -**  
 Frt-US Pro-T5 Dock-to-Dock 333.00

\*Shipping Type Quoted:  
 FOB: Destination, PPD & Add

Quote Option: A Total: 6,003.00

To place an order, please fax your purchase order or this signed quote to 734-769-8180.  
 Please take a moment to verify the addresses and items above, and review the following terms:

Terms are Net 30 from ship date. If payment is more than 15 days past due, a late fee of \$35 and interest in the amount of 1.5% per month will be charged (or the maximum amount allowed under applicable law). Failure to pay will void all product warranties. Non-sufficient funds (NSF) fee is \$35.

For orders shipped to Indiana, Massachusetts, Michigan, and Ohio, applicable sales tax will be applied. For all other states, you may be liable for use tax in your state. Please provide a tax exempt certificate if applicable.

By signing below, you are attesting that your facility/company does not use purchase orders.

X  
 Customer Signature \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_  
 X *Sally Ann Zabawa* Sally Zabawa 6/8/2012  
 NuStep, Inc. Active Living Consultant Signature \_\_\_\_\_ Name \_\_\_\_\_ Date \_\_\_\_\_

Thank you for your order!  
 This order is subject to review and acceptance by our Corporate Headquarters in Ann Arbor, Michigan.  
 Please contact us if you do not receive a confirmation within 24 hours.

NuStep, Inc.  
 5111 Venture Dr.  
 Suite 1  
 Ann Arbor, MI 48108  
 USA



Phone: 800-322-2209  
 Direct Fax: 734-418-1884  
 Corporate Fax: 734-769-8180  
 Email: szabawa@nustep.com

Transforming Lives®

Customer No. 12301  
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Phone: 608-757-5000

**Ship To:**

Rock Haven  
 3530 North County Highway F  
 PO Box 351  
 Janesville WI 53545  
 USA

Expiration Date: 09/06/2012

Quote Option: B

Line	Part Number	Rev	Description	Qty	Unit Price	Net Price (USD)
3	05002-hb	D	T5 XR - fully assembled shipped in a horizontal box	1.00	5,995.00	5,995.00

**Line(3) - Miscellaneous Charge -**

Frt-US Pro-T5XR Dock-to-Dock 333.00

\*Shipping Type Quoted:

FOB: Destination, PPD & Add

**Quote Option: B Total: 6,328.00**

To place an order, please fax your purchase order or this signed quote to 734-769-8180.  
 Please take a moment to verify the addresses and items above, and review the following terms:

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X  
 Customer Signature \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_  
 X *Sally Ann Zabawa* \_\_\_\_\_ Sally Zabawa 6/8/2012  
 NuStep, Inc. Active Living Consultant Signature \_\_\_\_\_ Name \_\_\_\_\_ Date \_\_\_\_\_

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 Phone: 608-757-5000

**Ship To:**  
 Rock Haven  
 3530 North County Highway F  
 PO Box 351  
 Janesville WI 53545  
 USA  
 Expiration Date: 09/06/2012

Quote Option: C

Line	Part Number	Rev	Description	Qty	Unit Price	Net Price (USD)
4	05001-hb	C	T5 - fully assembled shipped in a horizontal box	1.00	5,595.00	5,595.00
5	50959	D	T5 Foot Secure System - Set	1.00	75.00	75.00

**Line(5) - Miscellaneous Charge -**

Frt-US Pro-T5 Full Service 482.00

\*Shipping Type Quoted:

FOB: Destination, PPD & Add

**Quote Option: C Total: 6,152.00**

To place an order, please fax your purchase order or this signed quote to 734-769-8180.  
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 X *Sally Ann Zabawa* Sally Zabawa 6/8/2012  
 NuStep, Inc. Active Living Consultant Signature \_\_\_\_\_ Name \_\_\_\_\_ Date \_\_\_\_\_

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 3530 North County Highway F  
 PO Box 351  
 Janesville WI 53545  
 USA  
 Expiration Date: 09/06/2012

Quote Option: D

Line	Part Number	Rev	Description	Qty	Unit Price	Net Price (USD)
6	05002-hb	D	T5 XR - fully assembled shipped in a horizontal box	1.00	5,995.00	5,995.00

**Line(6) - Miscellaneous Charge -**  
 Frt-US Pro-T5XR Full Service 482.00  
**\*Shipping Type Quoted:**  
**FOB: Destination, PPD & Add**

**Quote Option: D Total: 6,477.00**

To place an order, please fax your purchase order or this signed quote to 734-769-8180.  
 Please take a moment to verify the addresses and items above, and review the following terms:

Terms are Net 30 from ship date. If payment is more than 15 days past due, a late fee of \$35 and interest in the amount of 1.5% per month will be charged (or the maximum amount allowed under applicable law). Failure to pay will void all product warranties. Non-sufficient funds (NSF) fee is \$35.

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 X *Sally Ann Zabawa* \_\_\_\_\_ Sally Zabawa 6/8/2012  
 NuStep, Inc. Active Living Consultant Signature \_\_\_\_\_ Name \_\_\_\_\_ Date \_\_\_\_\_

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