

Concept2 Inc. Sole Source Justification

General Information

Concept2 was founded in 1976 in the back of a bread truck when Dick and Peter Dreissigacker, fresh from Olympic training, started making composite racing oars. Today, Dreissigacker oars are the oar of choice among the world's rowers. In 1981, Dick and Peter went on to create the Concept2 Indoor Rower, now used worldwide by Olympic athletes, cardiac rehab patients and every caliber of rower in between. Since these humble beginnings we've grown to over 50 employees at headquarters in Morrisville, Vermont, and have subsidiaries and preferred resellers in over 55 countries. Though much larger, Concept2 has remained dedicated to providing the most innovative rowing products and programs to their customers.

Whether you already row or are considering rowing to keep in shape, lose weight, cross-train for another sport, compete on the water or rehabilitate from injury or surgery, rowing is a complete exercise and can work for you.

Rowing works the arms, legs, chest, back, abs—even the mind. Your whole body gets a complete workout from the efficient, rhythmic motion of rowing. Rowing is such a great exercise in so many different ways.

- Low-impact (easy on the knees and ankles)
- High calorie burner (because it uses so many muscle groups)
- Great for joint health (joints move through a wide range of motion)
- Works lower body (the legs initiate the drive)
- Works upper body (completes the stroke)
- Works the back and abs too!
- Superb aerobic fitness (great for cardiovascular fitness)
- Relieves stress (for overall health and well-being)

Concept2 Indoor Rower Compared to Water Resistance Rowers

Resistance: With both air and liquid resistance rowers, the user is in complete control of the resistance, because the harder you pull, the more resistance you will feel.

Feel: The feel of the resistance is important when planning to row the recommended minimum of 30 minutes. Concept2's wind resistance is responsive. The flywheel has been carefully engineered to make it feel like you are rowing a sleek racing shell. Many drive systems were tested and it was found that the chain drive mechanism provides the most direct connection to the drive—no wrapping, no corners, no tendency to wear out, as may exist with belts and straps. It's easier to take stroke after stroke, because it is smooth and rhythmic.

Adjustability: The Concept2 Indoor Rower makes it easy to fine-tune the feel of the stroke by sliding the damper to allow either more or less air to get into the flywheel. No need to add or remove water. This is advantageous when several people are using the machine and prefer different feels.



Comparability/Accuracy: The most powerful feature of the Concept2 Indoor Rower is its Performance Monitor (PM), which sets the indoor rower apart from virtually all other exercise equipment. The PM is not a mere revolution counter; it actually calculates the energy that you put into the flywheel when you row, using the acceleration and deceleration of the flywheel on every stroke. It is also self-calibrated at the factory to have the correct moment of inertia. This is what makes it possible to compare results from one Concept2 Indoor Rower to another and why Concept2 scores are used to help with processes such as selecting school, collegiate and national team crews around the world.

Storage: Both the Model D and Model E indoor rower can be easily separated into two parts to allow for easier transport and compact, vertical storage. This is made possible with a simple lock design—no tools required.

Maintenance: Concept2 recommends simple maintenance: Keep the monorail clean, and occasionally oil the chain with a drop of oil on a paper towel. There is no need to change a tank of water, or treat it with chemicals to keep it clean and free from algae. And with air resistance, there is no need to worry about leaks.

Warranty: Frame parts have a 5 year limited warranty. All other parts have a 2 year limited warranty.

Key Reasons for Sole Source: Concept2 Indoor Rowers incorporate a number of patented features.

US Patents:

#4,396,188—“stationary rowing unit”

#4,875,674—“Energy absorbing means with Self Calibrating Monitor”

#DES.367,508—“Rowing Machine”

#5,5707,322—“Exercise Machine”

Pricing:

Concept2 Inc. sells to the government at GSA-negotiated prices. Contract Number GS-07F-5837P.

All Concept2 products available under GSA Schedule can be purchased by calling Concept2’s Point of Contact for the Government, Tracy Desrocher at 877.887.8467.

Company Information:

Tax ID: 030274113

Quantity discounts available

Cage Code: OKAW6

Tel: 877-887-8467

DUNS Number: 095520300

SIN 192-08: Fitness Equipment

FOB: Morrisville, VT 05661