



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. UCPJMU4571

This contract entered into this 25<sup>th</sup> day of March 2016, by Life Fitness, a division of Brunswick Corp hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From April 1, 2016 through March 31, 2017 with four (4) one-year renewal options.

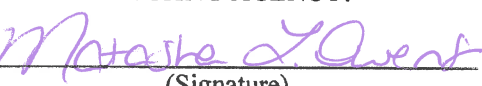
The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal # MLO-865 dated May 11, 2015:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions,
  - (d) Addendum No. One dated June 9, 2015,
  - (e) Addendum No. Two dated July 16, 2015,
  - (f) Addendum No. Three dated July 27, 2015;
- (3) The Contractor's Proposal dated June 16, 2015 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations Summary dated March 18, 2016.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:  
By:   
(Signature)  
Andy Bogart 3/29/2016  
(Printed Name)

Title: Senior Director, Sales Operations

PURCHASING AGENCY:  
By:   
(Signature)  
NATASHA QWERT  
(Printed Name)

Title: Buyer Senior



**RFP # MLO-865, Athletic Apparel, Equipment, & Related Services,  
Negotiation Summary for Life Fitness, a division of Brunswick Corp**

**March 18, 2016**

1. Contractor's pricing schedule is as follows:

Product	Discount Off MSRP
Life Fitness Cardiovascular Equipment	35 – 40%
Life Fitness Strength Training Equipment	45%
Hammer Strength Equipment	20 – 30%
Troy Barbell Equipment	20 – 30%
Intek Strength Equipment	20 – 30%
Iron Grip Equipment	20 – 30%
Power System Accessories	5 – 15%
Perform Better Accessories	5 – 20%
In-Movement Products	30 – 40%
Brunswick Billiards	15 – 30%

*(Freight, shipping, and installation costs shall be negotiated and mutually agreed upon by the Purchasing Agency and Contractor at time of purchase.)*

2. Contractor's proposal submitted in response to RFP # MLO-865 is hereby amended as follows:
- Contractor shall provide promotional items and marketing materials to promote new equipment at no additional cost to the Purchasing Agency. All promotional items and marketing materials will be selected and approved by the Purchasing Agency.
  - At the request of the Purchasing Agency, the Contractor shall provide training to an unlimited number of staff at no additional cost and regardless of order value.
  - Contractor shall support and partner with the James Madison University Recreation Center (UREC) on two (2) events annually. Dates, times, and other event details will be mutually agreed upon by UREC and the Contractor.
3. All deliveries made to the Purchasing Agency shall be FOB destination.
4. Payment shall be made to the Contractor in accordance with the *Virginia Prompt Payment Act*.
5. The Contractor has disclosed all potential fees. Additional charges will not be accepted.



# Request for Proposal

## **RFP # MLO-865**

**Athletic Apparel, Equipment, & Related  
Services**

**May 11, 2015**



College of William and Mary  
George Mason University  
James Madison University  
Old Dominion University  
Radford University  
The University of Virginia  
Virginia Commonwealth University  
Virginia Military Institute  
Virginia Tech

**REQUEST FOR PROPOSAL**  
**RFP # MLO-865**

**Issue Date:** May 11, 2015  
**Title:** Athletic Apparel, Equipment, & Related Services  
**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Bldg.  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract:** From Date of Award Through One Year (Renewable)

**Sealed Proposals Will Be Received Until 2:00 p.m. on June 17, 2015 For Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information and Clarification Should Be Directed To: Matasha Owens, VCO, Buyer Senior Procurement Services, [owensml@jmu.edu](mailto:owensml@jmu.edu), 540/568-3137, (Fax) 540/568-7936 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Life Fitness a division of Brunswick Corp  
9525 Bryn Mawr Ave  
Rosemont IL 60018

By: \_\_\_\_\_  
(Signature in Ink)  
Name: Jason Seeley  
(Please Print)  
Title: Virginia Sales Rep

Date: 6.16.15

Phone: 804.874.1617

Web Address: [www.lifefitness.com](http://www.lifefitness.com)

Fax #: 804.980.7885

Email: [Jason.seeley@lifefitness.com](mailto:Jason.seeley@lifefitness.com)

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 JS #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☐ YES; X NO; IF YES ⇒ ⇒ ☐ SMALL; ☐ WOMAN; ☐ MINORITY **IF MINORITY:** ☐ AA; ☐ HA; ☐ AsA; ☐ NW

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

# ***REQUEST FOR PROPOSAL***

*RFP # MLO-865*

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide Athletic Apparel, Equipment, and Related Services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 20,000 students and 3,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>.

The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

JMU has men's athletic programs in baseball, basketball, football, golf, soccer, and tennis. Approximately half of all JMU Football and Men's Basketball contests are currently broadcasted on national and regional television. The balance of games are streamed in HD over free MadiZone platform.

The JMU Athletics Department's vision is to be the NCAA model for the student-athlete experience, distinguished by our academic achievement, integrity, personal development and nationally-competitive programs, and our sports embody that both on and off the field. JMU's football program has been a consistent force over the last two decades, having made the FCS playoffs six times since 2004, including the 2004 National Championship. The programs all have a strong history of CAA and NCAA Championship showings, with Baseball (2011), Basketball (2013) and Soccer (2014) all having won the conference title within the last five years.

For women, the University offers programs in basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball. Many of these sporting events are also streamed in HD over free MadiZone platform.

JMU's women athletics tradition is among the oldest in the nation, dating nearly back to the institution's founding in 1908. Strong intercollegiate programs for women have been in place at the University since the early 1920s, and JMU was among the first of the nation's institutions to provide well-rounded overall intercollegiate offerings for females. JMU's Women's Lacrosse program has been one of the most prominent programs in the country, having been Nationally Ranked each of the last 26 years, including a Top 10 ranking in 16 of the last 19 years. The Women's Basketball team is one of three programs in the nation to have over 1000 wins as a school, and is also consistently seen inside the Top 25 of most polls. The championship culture doesn't stop with the men, as the women's programs have had just as much success over the last five years as Basketball (2014 & 2015), Cross Country (2011), Golf (2013), Lacrosse (2013), Soccer (2013), Softball (2014), Swimming & Diving (2012), and Track & Field (2012) have all won a CAA Conference Championship.

Athletic scholarships have been available at JMU since the early 1970s, and many of the University's programs were funded to the full level that NCAA guidelines allow. JMU Athletics provides full allotment of NCAA-allowed grants for each intercollegiate program.

### III. SMALL, WOMAN-OWNED AND MINORITY (SWAM) PARTICIPATION

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses, and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

### IV. STATEMENT OF NEEDS

James Madison University desires to partner with a Contractor(s) to provide quality athletic apparel, equipment, and related services for its athletic programs. JMU may extend marketing opportunities to a Contractor(s) in exchange for apparel, equipment, and related services at no cost to the University or a further discounted rate. Athletic equipment includes but is not limited to protection equipment, bags, fitness equipment, strength and conditioning equipment, etc. The Contractor shall be an authorized reseller of the athletic apparel and equipment being offered. The Contractor shall not ship substitute items without prior approval from James Madison University. The Contractor shall include list price, percentage discount, and JMU price on all quotes and invoices.

Describe in detail your approach to each of the following items. Failure to provide responses to the items below may result in rejection and return of the proposal.

- A. Provide complete catalog and/or link to electronic catalog of all available athletic apparel and equipment being offered. Include published price list or instructions on how to access published price list electronically.

Online Catalog Link: [lifefitness.com/catalog](http://lifefitness.com/catalog) (List pricing included in attachments)

- B. Specify any annual allotments of apparel and equipment that will be provided to JMU free of charge. Describe the ordering and delivery process of free items.

At the beginning of each semester Life Fitness will provide promotional items (T-shirts, towels or water bottles) to be chosen by appropriate JMU representative. Life Fitness will also provide marketing materials to promote any and all new equipment introduced into the facility. All orders will be placed through Jason Seeley with Life Fitness.

- C. Identify any other offerings to the University in regard to discounts, incentives, etc.

Life Fitness agrees to support and partner with JMU Rec in 2 annual events.

- D. List all contact information for ordering, invoicing, customer service, etc.

Jason Seeley- Sales Rep- 804.874.1617- [Jason.Seeley@lifefitness.com](mailto:Jason.Seeley@lifefitness.com)

Teresa Glauser- Regional Manager- 804.241.9040- [Teresa.Glauser@lifefitness.com](mailto:Teresa.Glauser@lifefitness.com)

Mason Riley- Order Management- 847.288.3512- [Mason.Riley@lifefitness.com](mailto:Mason.Riley@lifefitness.com)

Joel Caracci- Delivery/Install- 847.288.3804- [Joel.Caracci@lifefitness.com](mailto:Joel.Caracci@lifefitness.com)

Keri Castoro- Senior Manager Customer Finance- 847.288.3367- [Keri.Castoro@lifefitness.com](mailto:Keri.Castoro@lifefitness.com)

- E. Describe experience in working directly with Athletic Coaches to determine needs and provide athletic apparel and equipment. Include method for collaboration for the term of the resulting contract.

Life Fitness has over 40 years of experience in the field of Athletics. We are committed to the athletic and performance field and have a group of industry professionals who oversee this particular market. Many of these were former strength and conditioning coaches on both collegiate as well as professional levels and know what it takes to build a successful program. We have a number of resources and countless years of experience to draw from. With this experience and guidance from the facility directors we help design and create a facility to meet the needs of the population you are serving.

- F. Describe in detail communication plan with JMU Athletics, specifically the method in which the University will stay informed of the status of pending orders.

Jason Seeley and Teresa Glauser, the Life Fitness field reps will be in constant contact with JMU Directors throughout the entire ordering process. After we have assisted with layout design and product suggestions and the final order has been determined the order will be entered into the system. Before the order is allocated our Order Manager will reach out to the JMU representative of choice to confirm the order details one final time. Once the equipment is allocated Life Fitness will be able to provide scheduled ship dates. When the product has shipped from our manufacturing plant to our distribution warehouse our installation coordinator will reach out to the JMU rep to schedule installation unless this had already been pre-determined. Life Fitness will work around any specific needs concerning installation deadlines.

- G. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.

Life Fitness will ship samples as requested and depending on availability or request can usually ship within two days.

- H. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic apparel and equipment being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.

All orders will be FOB Destination per JMU's request. The majority of our equipment is "made to order" and each particular line is accompanied with a specific lead time. We will provide those lead times to the appropriate contacts at JMU to set realistic expectations. Standard lead times are 3-4 weeks for cardio & 6-8 weeks for strength equipment from the time the order is entered.

- I. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.

All equipment is made to order. Standard lead times are as follows.....

Cardio- 3-4 weeks

Strength Equipment- 6-8 weeks

- J. Describe ability to maintain sufficient stock for timely delivery.



The majority of our equipment is “made to order” because of its customizable features but we will communicate the lead times to the necessary parties in order to ensure we meet required deadlines.

- K. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.

25% restocking fee if not notified before the equipment ships.

- L. Describe available warranties.

All equipment comes with a standard manufacturer’s warranty. The warranty periods/specifications are specific to each product line. Details included in attached documents.

- M. Describe quality control process.

Life Fitness has implemented a Quality Management System in accordance with ISO 9001:2000 and is certified by the International Organization for Standardization. We were the first major fitness manufacturer to be awarded the prestigious ISO certification.

- N. Describe the process for replacement of defective, broken, or damaged athletic apparel and equipment. Include ability to provide replacement apparel and equipment within competition time restraints.

All repairs can be expected to be completed within 72 hours of being reported. All necessary parts are shipped 2<sup>nd</sup> day air. The majority of the equipment is pre-built and tested before on-site installation.

- O. Describe equipment re-conditioning services to include the re-conditioning of football helmets, shoulder pads, field equipment, etc. Specify associated costs in *Section X. Pricing Schedule*.

N/A

- P. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.

N/A

- Q. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.

N/A

- R. Identify any other goods or services being offered to James Madison University.

- Life Fitness offers initial training on all equipment provided as well as continual training as requested by JMU through Life Fitness Academy (see attached document for details).

- Life Fitness also represents Brunswick Billiards products which include pool tables, table tennis, shuffle boards, foosball tables and indoor putting greens. (Please see attached doc for details)

- Life Fitness also represents In-Movement products which includes a number sit-stand desk & tread desks. (Please see attached doc for details)

## V. PROPOSAL PREPARATION AND SUBMISSION

A. GENERAL INSTRUCTIONS:

**To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
  - a. **One (1) original and five (5) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f below.
  - b. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and attachments **with proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services as amended by any addenda is the mandatory controlling version of the document. Any modification of or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement Services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal. If the modifications or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
3. Proposal Preparation:
  - a. Proposals shall be signed by an authorized representative of the offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
  - b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the

paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
  - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.
4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

#### B. SPECIFIC PROPOSAL INSTRUCTIONS:

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

- 1. Return RFP cover sheet and all addenda acknowledgments, if any, signed and filled out as required.
- 2. Plan and methodology for providing the goods/services as described in Section IV “*Statement of Needs*” of this Request for Proposal.

3. A written narrative statement to include, but not limited to the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as Attachment A to this RFP.
5. Small Business Subcontracting Plan, included as Attachment B to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of DMBE-certified small businesses which include businesses owned by women and minorities, when they have received DMBE small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. "*Pricing Schedule*" of this Request for Proposal.

## **VI. EVALUATION and AWARD CRITERIA**

### **A. EVALUATION CRITERIA:**

Proposals shall be evaluated by James Madison University using the following criteria:

1. Quality of products/services offered and suitability for the intended purposes.
2. Qualifications and experience of Offeror in providing the goods/services.
3. Specific plans or methodology to be used to perform the services.
4. Participation of Small, Women-Owned and Minority (SWAM) Businesses
5. Cost

- B. AWARD TO MULTIPLE OFFERORS:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## **VII. GENERAL TERMS AND CONDITIONS (Rev. 7/3/14 ABS)**

- A. PURCHASING MANUAL:** This solicitation is subject to the provisions of the Commonwealth of

Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.

- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*)

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
1. To Prime Contractor:
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
    - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a

determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

a. A contractor awarded a contract under this solicitation is hereby obligated:

- (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
- (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.

K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to

satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.



- Q. INSURANCE: By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>). The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation – Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer's Liability - \$100,000.
  3. Commercial General Liability - \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability - \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle).)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders

on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

U. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS:

The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - (i) DMBE-certified Small Businesses: 1%, capped at \$500 per order.
  - (ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order.

For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

W. BID PRICE CURRENCY: Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.

X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

Y. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

Z. TRANSPORTATION AND PACKAGING: By submitting their proposals, all offerors certify and

warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From: <u>LIFE FITNESS A DIVISION OF BRUNSWICK CORPORATION</u>	<u>7.22.15</u>	<u>2:00PM</u>
Name of Offeror	Due Date	Time
<u>9525 BRYN MAWR AVE</u>	<u>MLO-865</u>	
Street or Box No.	RFP Number	
<u>ROSEMONT IL 60018</u>	<u>ATHLETIC APPAREL, EQUIPMENT AND RELATED SERVICES</u>	
City, State, Zip Code	RFP Title	
Name of Purchasing Officer: <u>Matasha Owens</u>		

The envelope should be addressed as directed on the title page of the solicitation.

The offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non-responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation.

Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/ 568-7936 or 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional two-year period, the contract price(s) for the additional two years shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, *(to include government/state agencies, political subdivisions, etc.)*, cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate

agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

**J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:**

1. It is the goal of the Commonwealth that 40% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential bidders/offers are required to submit a Small Business Subcontracting Plan. Unless the bidder/offeror is registered as a DMBE-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to DMBE-certified small businesses. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification. No bidder/offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Minority Business Enterprise (DMBE) by the due date for receipt of bids or proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the DMBE certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the DMBE certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not DMBE-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office

at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

- K. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- L. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- M. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- N. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- O. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.
- P. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work

specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.

- Q. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- R. DELIVERY NOTIFICATION: James Madison University shall be notified at least 24 hours prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to the individual(s) listed on the specific purchase order.
- S. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contact Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- T. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

## **IX. METHOD OF PAYMENT**

The contractor will be paid on the basis of invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers. We are asking our vendors and suppliers to enroll in the Wells Fargo Bank single use Commercial Card Number process or electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Wells Fargo Bank single use Commercial Card Number process will receive the benefit of being paid in Net 15 days. Additional information is available online at:

[http://www.jmu.edu/acctgserv/expenditures/vendor\\_pay\\_methods.shtml](http://www.jmu.edu/acctgserv/expenditures/vendor_pay_methods.shtml)

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal. The pricing schedule should include percentage discount off list price for specific manufacturers/product lines and/or percentage discount off catalog.

The following sample format should be used when submitting pricing:

Brand X – Apparel: \_\_\_\_% off list price  
Brand X – Equipment: \_\_\_\_% off list price  
Brand X – Footwear: \_\_\_\_% off list price

## **XI. ATTACHMENTS**

[Attachment A](#): Offeror Data Sheet

[Attachment B](#): Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

[Attachment C](#): Standard Contract Sample





Life Fitness products have been a staple in fitness facilities for more than 40 years. Backed by our parent company, Brunswick Corporation, Life Fitness is proud to be a profitable and growing division of the oldest company on the NY Stock Exchange. Life Fitness was at the forefront of the fitness industry and as it grew we grew with it introducing a variety of new strength and cardiovascular products. Life Fitness currently offers the largest selection of fitness products in the industry.

Life Fitness ships equipment and conducts business in over 120 countries. From delivery and installation through service for the life of the equipment, you can depend on our expert technical support. Currently we are the only fitness equipment manufacturer with our own in-house service department.

As the innovator of the first electronic exercise machine, Life Fitness continues to be the #1 brand for health clubs and pro sports teams worldwide. Year after year Life Fitness is recognized for our technologically advanced and innovative products.

In the late 90's Life Fitness expanded their portfolio with the purchase of Hammer Strength, a revolutionary manufacturer of performance strength equipment. Currently Hammer Strength can be found 80% of NHL, 100% of MLB, 78% of NBA and 100% of all NFL training facilities.

Everyone you will work with at Life Fitness is known world-over for going beyond just bringing you great fitness equipment, by developing a true partnership to help you achieve your business goals.

I, Jason Seeley have been involved in the fitness industry in many facets for over 15 years. After college where I studied Commercial Fitness I worked in the D&I department at a local fitness equipment dealer, Elite Fitness Systems. From there my partner and I started our own company, Fitness Solutions, doing deliveries, installations and service for both local dealers as well as working direct with equipment manufacturers. When the opportunity to work for Life Fitness presented itself it was an easy decision to make as my experiences with Life Fitness had far exceeded all other manufacturer transactions.

## ATTACHMENT A

### OFFEROR DATA SHEET

#### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years 40 Months           

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
Liberty University		1971UniversityBlvd Lynchburg VA 24515	PerryTate-Director 434.592.3220
University of Richmond		28WeasthamptonWay Richmond VA 23173	TomRoberts-Director 804.289.8912
Old Dominion University		4700PowhatanAve Norfolk VA 23529	BrandonAdams-Facilities 757.683.4814
City of Virginia Beach		3427ClubHouseRd Virginia Beach VA 23452	Cathy Staples- Director 757.567.7786
College of William & Mary		400BrooksSt Williamsburg VA 23185	Linda Knight- Director 757.221.3312

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Joel Caracci- Installation Coordinator- 847.288.3804 9525 Bryn Mawr Ave, Rosemont IL 60018

Jason Seeley- Virginia Sales Rep- 804.874.1617- 2421 Cedar Crest Rd, N Chesterfield VA 23235

Teresa Glauser- Regional Manager- 804.241.9040- 9525 Bryn Mawr Ave, Rosemont IL 60018

Mason Riley- Order Manager- 847.288.3512- 9525 Bryn Mawr Ave, Rosemont IL 60018

5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ] YES [ X ] NO

IF YES, EXPLAIN: \_\_\_\_\_

**RETURN OF THIS PAGE IS REQUIRED**

## ATTACHMENT B

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

**Offeror Name:** Life Fitness **Preparer Name:** Jason Seeley  
**Date:** 6.15.15

Is your firm a **Small Business Enterprise** certified by the Department of Minority Business Enterprise?  
Yes ☐ No ☒

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Minority Business Enterprise? Yes ☐ No ☒

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Minority Business Enterprise? Yes ☐ No ☒

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM**

**Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Minority Business Enterprise (DMBE) to be counted in the SWAM program. Certification applications are available through DMBE at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at [www.dmbv.virginia.gov](http://www.dmbv.virginia.gov) (Customer Service).**

**RETURN OF THIS PAGE IS REQUIRED**

## ATTACHMENT B (CNT'D)

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: \_\_\_\_\_  
Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Bid/Proposal and Subsequent Contract

\_\_\_\_\_  
Date Form Completed

Offeror / Proposer:

\_\_\_\_\_  
Firm Address Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	DMBE Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

**RETURN OF THIS PAGE IS REQUIRED**

ATTACHMENT C



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_



Life Fitness: VASCUPP Member Sales- past 12 months

James Madison University: \$25K

Old Dominion University: \$60K

University of Virginia: \$35K

Virginia Commonwealth University: \$48K

Virginia Tech: \$30K

William & Mary: \$30K

Longwood University: \$12K

ATTACHMENT A  
OFFEROR DATA SHEET  
TO BE COMPLETED BY OFFEROR

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**James Madison RFP#MLO-865**

**Life Fitness purchasing contract discounts**

**Life Fitness Cardiovascular Equipment- 35-40% off list price**

**Life Fitness Strength Training Equipment: 45% off list price**

**Hammer Strength equipment- 20-30% off list price**

**Troy Barbell equipment- 20-30% off list price**

**Intek Strength equipment- 20-30% off list price**

**Iron Grip equipment- 20-30% off list price**

**Power System accessories- 5-15% off list**

**Perform Better accessories- 5-20% off list price**

***\*\*\*PRICES DO NOT INCLUDE FREIGHT/FUEL/INSTALLATION CHARGES***

**RETURN OF THIS PAGE IS REQUIRED**



**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018

**Life Fitness Cardiovascular - NEW ELEVATION SERIES**  
**DISCOVER SE & SI CONSOLES**  
Commercial Dealer Pricing

PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFE FITNESS ELEVATION DISCOVER SERIES WITH SE CONSOLE - ARCTIC SILVER</b>		
95T Discover SE Treadmill (19" Console)	95TE-DOMXX	10,923
95X Discover SE Elliptical Cross-Trainer (16" Console)	95XE-DOMXX	8,893
95R Discover SE Recumbent Lifecycle Bike (16" Console)	95RE-DOMXX	7,200
95R Side Handlebars (with contact heart rate and resistance controls)	RECBNT-HANDLEBAR	-
95R Deluxe Armrests (with contact heart rate and resistance controls)	RECBNT-ARMREST	448
95C Discover SE Upright Lifecycle Bike (16" Console)	95CE-DOMXX	6,751
97C Discover SE Upright XXL Lifecycle Bike (16" Console)	97CE-DOMXX	7,078
95P Discover SE Powermill (16" Console)	95PE-DOMXX	12,495
95F Discover SE FlexStrider (16" Console)	95FE-DOMXX	12,499
<b>LIFE FITNESS ELEVATION DISCOVER SE UPGRADES *</b>		
Discover SE Treadmill High Voltage Option	SE-TREAD-HV	-
Discover SE Console WIFI Upgrade	SE-WIFI	179
Discover SE Console RFID Upgrade	SE-RFID	255
Discover SE Console WIFI / RFID Upgrade	SE-WIF-RFID	306
Discover SE Console STB-IPTV Upgrade	SE-STB-IPTV	357
Discover SE Console STB-IPTV / WIFI Upgrade	SE-STB-IPTV-WIFI	536
Discover SE Console STB-IPTV / RFID Upgrade	SE-STB-IPTV-RFID	612
Discover SE Console STB-IPTV / RFID / WIFI Upgrade	SE-STB-IPTV-RFID-WIFI	663
Discover SE Console PROIDIOM Upgrade	SE-PROID	357
Discover SE Console PROIDIOM / WIFI Upgrade	SE-PROID-WIFI	536
Discover SE Console PROIDIOM / RFID Upgrade	SE-PROID-RFID	612
Discover SE Console PROIDIOM / RFID / WIFI Upgrade	SE-PROID-RFID-WIFI	663
Discover SE Console Open IPTV Upgrade	SE-Open IPTV	357
Discover SE Console Open IPTV / WIFI Upgrade	SE-Open IPTV-WIFI	536
Discover SE Console Open IPTV / RFID Upgrade	SE-Open IPTV-RFID	612
Discover SE Console Open IPTV / RFID / WIFI Upgrade	SE-Open IPTV-RFID-WIFI	663
Discover SE Frame Color Upgrade - Diamond White	SE-WHITE	168
Discover SE Frame Color Upgrade - Titanium	SE-TITANIUM	168
Discover SE Frame Color Upgrade - Black Onyx	SE-BLACK	168
<b>LIFE FITNESS IPTV TRANSMITTER KIT (ONE REQUIRED PER IPTV CONSOLE)</b>		
IPTV TRANSMITTER KIT	IPTV-TXKIT-02	366
<b>LIFE FITNESS ELEVATION DISCOVER SERIES WITH SI CONSOLE - ARCTIC SILVER</b>		
95T Discover SI Treadmill (10" Console)	95TI-DOMXX	8,669
95X Discover SI Elliptical Cross-Trainer (10" Console)	95XI-DOMXX	6,425
95R Discover SI Recumbent Lifecycle Bike (10" Console)	95RI-DOMXX	4,742
95R Side Handlebars (with contact heart rate and resistance controls)	RECBNT-HANDLEBAR	-
95R Deluxe Armrests (with contact heart rate and resistance controls)	RECBNT-ARMREST	448
95C Discover SI Upright Lifecycle Bike (10" Console)	95CI-DOMXX	4,283
97C Discover SI Upright XXL Lifecycle Bike (10" Console)	97CI-DOMXX	4,609
95P Discover SI Powermill (10" Console)	95PI-DOMXX	10,795
95F Discover SI FlexStrider (10" Console)	95FI-DOMXX	11,499
<b>LIFE FITNESS ELEVATION DISCOVER SI UPGRADES *</b>		
Discover SI Treadmill High Voltage Option	SI-TREAD-HV	-
Discover SI Console Tuner Upgrade	SI-TUNER	704
Discover SI Console WIFI Upgrade	SI-WIFI	179
Discover SI Console RFID Upgrade	SI-RFID	255
Discover SI Console WIFI / RFID Upgrade	SI-WIF-RFID	306
Discover SI Frame Color Upgrade - Diamond White	SI-WHITE	168
Discover SI Frame Color Upgrade - Titanium	SI-TITANIUM	168
Discover SI Frame Color Upgrade - Black Onyx	SI-BLACK	168

\* Upgrades need to be included on the original order, and cannot be made after-market.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Franklin Park, IL





Commercial Dealer Sales Division

5100 River Road  
Schiller Park, IL 60176

## Life Fitness Cardiovascular - NEW ELEVATION SERIES EXPLORE CONSOLES

Commercial Dealer Pricing

PH (800) 735-3867

FAX (847) 288-3797

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFE FITNESS ELEVATION SERIES WITH EXPLORE CONSOLE - ARCTIC SILVER</b>		
95T Explore Console Treadmill (7" Screen, non-touch LCD)	95TXP-DOMXX	7,899
95X Explore Console Elliptical Cross-Trainer (7" Screen, non-touch LCD)	95XXP-ALLXX	6,199
95R Explore Console Recumbent Lifecycle Bike (7" Screen, non-touch LCD)	95RXP-ALLXX	4,549
Side Handlebars (with contact heart rate and resistance controls)	RECMBNT-HANDLEBAR	-
Deluxe Armrests (with contact heart rate and resistance controls)	RECMBNT-ARMREST	448
95C Explore Console Upright Lifecycle Bike (7" Screen, non-touch LCD)	95CXP-ALLXX	4,099
97C Explore Console Upright XXL Lifecycle Bike (7" Screen, non-touch LCD)	97CXP-ALLXX	4,419
95P Explore Console PowerMill (7" Screen, non-touch LCD)	95PXP-ALLXX	10,695
95F Explore Console FlexStrider (7" Screen, non-touch LCD)	95FXP-ALLXX	10,999
<b>LIFE FITNESS ELEVATION EXPLORE UPGRADES *</b>		
Explore Console Treadmill High Voltage Option	XP-TREAD-HV	-
Explore Console RFID Upgrade	XP-RFID	255
Explore Frame Color Upgrade - Diamond White	XP - WHITE	168
Explore Frame Color Upgrade - Titanium	XP - TITANIUM	168
Explore Frame Color Upgrade - Black Onyx	XP - BLACK	168

\* Upgrades need to be included on the original order, and cannot be made after-market.

WiFi is standard on the Explore Console.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Franklin Park, IL



Life Fitness Cardiovascular  
Commercial Dealer Pricing

Commercial Dealer Sales Division  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFE FITNESS CLASSIC SERIES CARDIO</b>		
Life Fitness (Integrity Series*) Classic Treadmill	CLST-DOMXX	7,465
Life Fitness (Integrity Series*) Classic Treadmill - High Voltage	CLST-DOMXX	7,465
Life Fitness (Integrity Series*) Classic Elliptical Cross-Trainer	CLSX-DOMXX	4,752
Life Fitness (Integrity Series*) Classic Recumbent Lifecycle Bike	CLSR-DOMXX	3,436
Life Fitness (Integrity Series*) Classic Upright Lifecycle Bike	CLSC-DOMXX	3,334
Life Fitness (Integrity Series*) Stairclimber	CLSS-DOMXX	3,834
Life Fitness (Integrity Series*) Summit Trainer	CLSL-DOMXX	5,441
Life Fitness (Integrity Series*) PowerMill	CLPM-ALLXX	8,795
<b>LIFE FITNESS ACTIVATE SERIES CARDIO ***</b>		
Life Fitness Activate Series Treadmill	OST-0100	5,517
Life Fitness Activate Series Elliptical Cross-Trainer	OSX-0000	4,273
Life Fitness Activate Series Recumbent Lifecycle Bike	OSR-0000	2,651
Life Fitness Activate Series Upright Lifecycle Bike	OSC-0000	2,549
<b>LIFE FITNESS TREADMILLS</b>		
Life Fitness (Integrity Series*) 97Ti Treadmill w/decline	97T-DOMXX	8,740
Life Fitness (Integrity Series*) 97Ti Treadmill w/decline - CRC **	97T-DOMCX	8,955
<b>LIFE FITNESS AUGIE'S QUEST LIMITED EDITION LIFECYCLE ****</b>		
Augie's Quest Limited Edition Lifecycle	CLSC-DOMXX-01AQ	4,161
<b>LIFE FITNESS CLASSIC SERIES CARDIO - CRC **</b> <b>with Climate Resistant Coating and 4-year Limited Corrosion Warranty</b>		
Life Fitness (Integrity Series*) Classic Treadmill - CRC	CLST-DOMCX	7,649
Life Fitness (Integrity Series*) Classic Elliptical Cross-Trainer - CRC	CLSX-DOMCX	4,946
Life Fitness (Integrity Series*) Classic Recumbent Lifecycle Bike - CRC	CLSR-DOMCX	3,640
Life Fitness (Integrity Series*) Classic Upright Lifecycle Bike - CRC	CLSC-DOMCX	3,538
<b>LIFE FITNESS ACTIVATE SERIES CARDIO *** - CRC **</b> <b>with Climate Resistant Coating and 4-year Limited Corrosion Warranty</b>		
Life Fitness Activate Series Treadmill - CRC	OST-2100	5,599
Life Fitness Activate Series Elliptical Cross-Trainer - CRC	OSX-2000	4,344
Life Fitness Activate Series Recumbent Lifecycle Bike - CRC	OSR-2000	2,784
Life Fitness Activate Series Upright Lifecycle Bike - CRC	OSC-2000	2,682

\* These models feature refreshed aesthetics, iPod® compatibility and integrated iPod®/TV controls.

\*\*Climate Resistant Coating (CRC) is an advanced pre-treatment to protect against corrosion from high humidity and salt air. CRC is recommended for high-humidity and salt-air environments. Includes a 4-year limited corrosion warranty on primary (visible) surfaces.

\*\*\* Activate Series Cardio can be used with the 15" TV on Stand, but can NOT be used with the Attachable TV

\*\*\*\* The price of the Augie's Quest Limited Edition Lifecycle includes the Non-Refundable Donation (\$500) to Augie's Quest.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Franklin Park, IL



Life Fitness InMovement  
Commercial Dealer Pricing

Commercial Dealer Sales Division  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFE FITNESS INMOVEMENT</b>		
InMovement Dynamic TreadDesk	IM-TREADDESK	4,599.00
Elevate Desktop DT2 White	IM-WDESKREADY	399.00
Elevate Desktop DT2 Light Wood Grain	IM-LTDESKREADY	399.00
Elevate Desktop DT2 Medium Wood Grain	IM-MDESKREADY	399.00
Elevate Desktop DT2 Dark Wood Grain	IM-DKDESKREADY	399.00
Under-Desk Elliptical	IM-UDESKELLIP	162.50
Calf Stretch	IM-FOOTREST	41.99
Anti-Fatigue Mat	IM-FATIGUEMAT	39.99
Weighted Ball - 2 Lbs	IM-WRBALL2	8.99
Weighted Ball - 4 Lbs	IM-WRBALL4	10.99
Weighted Ball - 6 Lbs	IM-WRBALL6	12.99
Weighted Ball - 8 Lbs	IM-WRBALL8	14.99
Light Stretch Band	IM-STRTCHBN DL	6.99
Heavy Stretch Band	IM-STRTCHBN DH	6.99
Weighted Stress Ball	IM-STRESSBALL	4.99
Weighted Bars - 6 Lbs	IM-WGHTBAR6	19.99
Weighted Bars - 8 Lbs	IM-WGHTBAR8	23.99

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Franklin Park, IL



Life Fitness Personal Entertainment  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

### Attachable TV

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>15" ATTACHABLE TV</b>		
15" Attachable TV - NTSC/ATSC	LFTV-15XA	1,019
15" PROIDIOM Attachable TV - NTSC/ATSC	LFTV-15PA	1,427
<b>ATTACHABLE TV BRACKETS - GRAY</b>		
New Color CHRCL 10" Discover SI TV Bracket	DISCOVER-TV-BRACKET-02	132
Explore TV Bracket	EXPLORE-TV-BRCKT-01	132
New Color Achieve 7" Inspire TV Bracket	UNIVERSAL-BRACKET-03	132
Old Color SHDW 10" Discover SI TV Bracket	DISCOVER-TV-BRACKET	132
Old Color SHDW Achieve 7" Inspire TV Bracket	UNIVERSAL-BRACKET-02	132
93T, 95Ti, 97Ti & Classic Treadmill TV Bracket & Adapter TV Bracket	AK71-00064-0001	142
Summit & Cross-Trainer TV Bracket & Adapter TV Bracket	AK71-00025-0000	142
90S Stepper, 91Xi & Classic Cross-Trainer TV Bracket & Adapter TV Bracket	AK71-00024-0000	142
Upright Lifecycle Bike & Classic Upright TV Bracket & Adapter TV Bracket	AK71-00023-0000	142
Recumbent Lifecycle Bike, 93S, 95Si Stepper & Classic Recumbent TV Bracket & Adapter TV Bracket	AK71-00027-0000	142
Integrity Series Treadmill TV Bracket	AK71-00064-0001	142
Integrity Series Cross-Trainer TV Bracket	AK71-00065-0001	142
Integrity Series Summit TV Bracket	AK71-000066-0001	142
Integrity Series Bikes TV Bracket	AK71-00067-0001	142
Integrity Series Stairclimber TV Bracket	AK71-000068-0000	142
Integrity Series PowerMill TV Bracket	AK71-000071-0000	142
Adapter TV Bracket (for previously purchased cardio with TV brackets)	ADAPTER-BRACKET	20
12.1" Life Fitness Attachable TV Bracket and UNIVERSAL-BRACKET-02	12INCH-BRACKET	234
Bracket to be used when mounting Precor/Cardio Theater 15" Attachable TV* to Classic Series and Arctic Silver Cardio	BRK-CLASSIC	81
Bracket to be used when mounting Precor/Cardio Theater 15" Attachable TV*to Elevation Series Cardio	BRK-ELEVATION	264
<b>ATTACHABLE TV REMOTES</b>		
Life Fitness External TV Remote Control	LF-TV-REMOTE	91
Non-Life Fitness TV Remote Control	IR-TV-REMOTE	19
RS232 for EZ TV Console & 17" TV	RS232	183

Add personal entertainment to new Life Fitness Elevation Series models with Inspire or Achieve Consoles, EZ models or previously purchased Life Fitness silver/gray commercial cardio machines.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ships from Franklin Park, IL

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>ATTACHABLE TV STAND - GRAY</b>		
Attachable TV Stand & Life Fitness External TV Remote (must order Attachable TV separately)	STAND	550

Add personal entertainment to early generation Life Fitness cardio machines or nearly any other brand. Includes an adjustable stand and external numeric remote control with multiple mounting options (clamp, cable ties and fastener disks).

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ships from Franklin Park, IL



Life Fitness Personal Entertainment  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

## CONNECTIVITY

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>WIIRELESS CONNECTIVITY</b>		
WIRELESS RETROFIT KIT (order one for each Discover SE or Discover SI console)	WIFI-RETROFIT-KIT	183
WIRELESS RETROFIT TRIP CHARGE * (must order one per Retrofit order)	FG TRIP CHARGE *	111
WIFI ACCESSPOINT AND SW LICENSE	ACCESSPOINT-03	2,008
NETPULSE GATEWAY	GATEWAY-03	1,366
WIFI SITE SURVEY	SITESURVEY-03	602
SWITCH WITH 8 PORTS - 4 POE	SWITCH-08POE-02	270
SWITCH WITH 24 PORTS POE - 12 POE	SWITCH-24POE-02	839
<b>WIRED ETHERNET CONNECTIVITY</b>		
NETPULSE GATEWAY	GATEWAY-03	1,366
SWITCH WITH 8 PORTS	SWITCH-08-02	145
SWITCH WITH 24 PORTS	SWITCH-24-02	337
SWITCH WITH 48 PORTS	SWITCH-48-02	677

### SIGNIFICANT OTHERS

Additional charges may be applicable based upon the results of the Site Survey

<b>INSTALLATION CHARGES</b>		
INSTALLATION FOR EACH ACCESSPOINT		357
INSTALLATION FOR EACH GATEWAY		255
INSTALLATION FOR EACH SWITCH		230

\* One Wireless Retrofit Kit Trip Charge required for each order that includes Wireless Retrofit Kits.

Accesspoint and Gateway include install from Accucode in US and Canada

Prices are good only in the United States and Canada and are subject to change.

Products listed above ships from Franklin Park, IL



Life Fitness Personal Entertainment  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

**Prices Effective 04/01/15**

## CONNECT MODULE

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
CONNECT WIFI MODULE FOR INTEGRITY AND ACTIVATE LIFE FITNESS GATEWAY	CARDIOCONNECT-02 LFGATEWAY-03	356 1,804

\*Connect Module requires Wireless Connectivity, see connectivity tab for pricing on Access Points and Switches.  
Products listed above ships from Franklin Park, IL



Life Fitness Cardiovascular  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFE FITNESS MYE ENTERTAINMENT SOLUTIONS (MYE-01)</b>		
<b>Life Fitness MyE Receivers</b>	<b>MYE-RECEIVERS</b>	
900 MHZ INTEGRITY WIRELESS RECEIVER AND CSAFE INTEGRITY CABLE	900MHZ-INTEGRITY-RECEIVER-02	183
900MHZ ECLIPSE RECEIVER	900MHZ-RECEIVER	162
<b>Life Fitness MyE CABLES</b>	<b>MYE-CABLES</b>	
LONG COILED CSAFE CABLE 41"	CSAFE-CABLE	9
<b>Life Fitness MyE TRANSMITTERS</b>	<b>MYE-TRANSMITTERS</b>	
900MHZ WIRELESS TRANSMITTER	900MHZ-TRANSMITTER	427

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Franklin Park, IL



**Cord Management Solutions  
Commercial Dealer Pricing**

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>SOLUTION 1 - DEDICATED</b> <b>For facilities with individual power, coax and data sources for each machine -</b> <b>Order (1) TG-SGLKIT per cardio unit</b>		
Cable Routing Single Unit Kit	TG-SGLKIT	132
<b>SOLUTION 2 - SHARED</b> <b>For facilities without individual power, coax and data sources for each cardio unit *</b>		
8FT Raceway and Cover	TG70BL8	172
Raceway Connection Joint	TG70BCBL-X	9
Cable Guide	TGTRBL	40
Raceway Seam Cover	TG70CCBL-X	9
End Cap **	TGECBL	19

\* Life Fitness Treadmills require a dedicated electrical line. See product manual for further details. Life Fitness will not split electrical or coax cables for multiple Lifecycle Exercise Bikes or Elliptical Cross-Trainers. It will be the responsibility of the facility to perform that portion of the installation.

\*\* Purchase 2 End Caps per connected row of raceway.

**Prices do not include shipping, inside delivery, installation, or applicable sales tax.**  
**Prices are good only in the United States and Canada and are subject to change.**  
Products listed above ship from Franklin Park, IL





Life Fitness Group Exercise  
Commercial Dealer Pricing

Commercial Dealer Sales Division

Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>LIFECYCLE GX GROUP CYCLING</b>		
GROUP EXERCISE LIFECYCLE BIKE	GROUP-LIFECYCLE-02	1,723
GROUP EXERCISE LIFECYCLE BIKE & CONSOLE	GROUP-LIFECYCLE-02C	1,886
<b>LIFECYCLE GX GROUP CYCLING OPTIONS</b>		
GROUP EXERCISE LIFECYCLE BIKE WIDE SEAT	GXWIDE-SEAT-01	40
GROUP EXERCISE LIFECYCLE BIKE CONSOLE	GXCYCLING-COMPUTER-02	172

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP
<b>LIFECYCLE GX GROUP ROW</b>		
GROUP EXERCISE ROW	GROUP-ROW-01	2,219

Prices do not include shipping, inside delivery, installation, or applicable sales tax.  
Prices are good only in the United States and Canada and are subject to change.  
Products listed above ship from Franklin Park, IL



**Life Fitness Insignia Series™**  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>UPPER BODY</b>		
Chest Press	SS-CP	4,399
Shoulder Press	SS-SP	4,149
Lateral Raise	SS-LR	4,149
Row/Rear Deltoid	SS-RW	4,149
Pulldown	SS-PD	4,299
Biceps Curl	SS-BC	4,149
Triceps Press	SS-TP	4,099
Fly	SS-PEC	4,149
Pec Fly/Rear Deltoid	SS-FLY	4,299
Assist Dip Chin	SS-ADC	4,549
<b>LOWER BODY</b>		
Hip Abduction	SS-HAB	4,099
Hip Adduction	SS-HAD	4,099
Seated Leg Curl	SS-SLC	4,599
Seated Leg Press	SS-SLP	6,599
Leg Extension	SS-LE	4,499
Calf Extension	SS-CE	4,099
Leg Curl	SS-LC	4,149
Glute	SS-GL	4,149
<b>TORSO</b>		
Abdominal	SS-AB	4,149
Torso Rotation	SS-TR	4,399
Back Extension	SS-BE	4,299

STANDARD FEATURE
Full Front Weight Stack Shroud
OPTIONS
Custom Frame Color (3 unit min)
Custom Uph Color (3 unit min)
SIGNIFICANT OTHERS
*Additional charge for disassembly required for small doorways, stairs, or elevators

SHROUD INLAYS	MODEL	MSRP
Bamboo	SS-XX-50002	409
Sky	SS-XX-50003	409
Bronze	SS-XX-50004	409
Stem	SS-XX-50005	409
Rosewood	SS-XX-50006	409
Stainless Steel	SS-XX-50007	409

OPTIONS	MODEL	MSRP
Frame Colors:		
Custom (per unit)		159
Premium (per unit)		269
Upholstery Colors:		
Single or Double stitch*		-
Custom (per unit)		105
Trim:		
S	SS-XX-7001	-
L	SS-XX-7002	400
Weight Stack & Increment Weight		
T = Std Wgt Stack w/ Drop Down (LB)	SS-XX-4001	-
X = Heavy Wgt Stack w/ Dial (LB)	SS-XX-4002	300
C = Std Wgt Stack w/ Dial (LB)	SS-XX-4003	150
T = Std Wgt Stack w/ Drop Down (KG)	SS-XX-4011	-
X = Heavy Wgt Stack w/ Dial (KG)	SS-XX-4012	300
C = Std Wgt Stack w/ Dial (KG)	SS-XX-4013	150

\* Specify Single or Double Stitch Upholstery.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN



## Life Fitness Signature Series Plate Loaded Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	WEIGHT HORNS *	MSRP PRICE
Signature Plate Loaded Front Pulldown	SPLPD	4	2,773
Signature Plate Loaded Incline Press	SPLIP	6	2,773
Signature Plate Loaded Row	SPLROW	0	2,447
Signature Plate Loaded Shoulder Press	SPLSP	2	2,773
Signature Plate Loaded Seated Dip	SPLDIP	0	2,447
Signature Plate Loaded Calf Raise	SPLCALF	0	1,600
Signature Plate Loaded Biceps Curl	SPLBC	0	2,243
Signature Plate Loaded High Row	SPLHR	4	2,773
Signature Plate Loaded Decline Chest Press	SPLDCP	6	2,773
Signature Plate Loaded Linear Leg Press	SPLLLP	4	4,681
Signature Plate Loaded Kneeling Leg Curl	SPLKLC	2	2,773
Signature Plate Loaded Leg Extension	SPLLE	0	2,447
OPTIONS	MODEL		PRICE
Frame Colors:			
Custom (per unit)			162
Premium (per unit)			274
Custom Upholstery (per unit)			103
Yellow Adjustment Knob **			-

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

\* Weight Horns are standard. Prices include standard weight horns.

\*\* Adjustment Knob color defaults to Gray - Please specify if the optional Yellow Adjustment Knob is required

Ships from RAMSEY, MN



## Commercial Dealer Sales Division

Columbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

# Life Fitness Signature Series Benches & Racks

## Commercial Dealer Pricing

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
Signature Leg Raise	SLR	1,213
Signature Back Extension	SBE	1,141
Signature Ab Crunch Bench	SABB	1,335
Signature Smith Machine	SSM *	3,987
Signature Arm Curl Bench	SAC	968
Signature Chin/Dip/Leg Raise	SCDLR	1,447
Signature Single Tier Dumbbell Rack	SDR1	733
Signature Two Tier Dumbbell Rack	SDR2	968
Signature Flat Bench	SFB	427
Signature Olympic Bench Weight Storage	SOBWS	427
Signature Olympic Flat Bench	SOFB	968
Signature Olympic Weight Tree	SOWT	427
Signature Utility Bench	SUB	489
Signature Barbell Rack	SBBR	856
Signature Handle Rack	SHR	733
Signature Multi-Adjustable Bench	SMAB	1,090
Signature Olympic Decline Bench	SODB	1,090
Signature Olympic Incline Bench	SOIB	1,039
Signature Olympic Military Bench	SOMB	1,458
Signature Olympic Squat Rack	SOSR	1,570
Signature Adjustable Decline/Abdominal Crunch	SADB	856
OPTIONS	MODEL	PRICE
Custom Upholstery (per unit)	FZ-Custom-Uph	111
Frame Colors:		
Optional (per unit)		-
Premium (per unit)		274

OPTIONS
Custom Uph Color (3 unit min)
Optional Frame Colors
Premium Frame Colors
Custom Frame Colors not available
SIGNIFICANT OTHERS
Additional charge for disassembly required for small doorways, stairs, or elevators

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from FRANKLIN PARK, IL except:

\* SSM Ships from RAMSEY, MN



## Life Fitness Signature Series ReVitalize™ Kits Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867  
FAX (847) 288-3797

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>SINGLE STATIONS</b>		
Chest Press	FZCP-REFKIT	525
Shoulder Press	FZSP-REFKIT	525
Lateral Raise	FZLR-REFKIT	525
Row/Rear Deltoid	FZRW-REFKIT	525
Pulldown	FZPD-REFKIT	525
Biceps Curl	FZBC-REFKIT	525
Triceps Press	FZTP-REFKIT	525
Signature Fly	FZPEC-REFKIT	525
Signature Pec Fly/Rear Deltoid	FZFRD-REFKIT	525
Signature Assist Dip Chin	FZADC-REFKIT	525
Hip Abduction	FZHAB-REFKIT	525
Hip Adduction	FZHAD-REFKIT	525
Seated Leg Curl	FZSLC-REFKIT	525
Seated Leg Press	FZSLP-REFKIT	525
Leg Extension	FZLE-REFKIT	525
Calf Extension	FZCE-REFKIT	525
Leg Curl	FZLC-REFKIT	525
Glute	FZGL-REFKIT	525
Abdominal	FZAB-REFKIT	525
Torso Rotation	FZTR-REFKIT	525
Back Extension	FZBE-REFKIT	525

Note: Choose from Rosewood, Bamboo, Steel, Bronze, Sky, & Stem StackWraps™

Options	MODEL	PRICE
Standard Pad Colors		213
Custom Pads Colors		315
Cables		51

<b>Signature Single Station Lfcodes Kit</b>		
Signature Single Station Lfcodes Kit	FZ-LFCODES	103

Note: Pads and cables are options within each kit. Specify Pad colors.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN



## Commercial Dealer Sales Division

Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

## Life Fitness Signature Series Cable Motion Strength™ Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL	MSRP PRICE	STANDARD CONFIGURATION
Cable Column (includes accessories)	CMCC	3,538	Rear weight stack shroud
Adjustable Cable Crossover	CMACO	4,742	
Fixed Cable Crossover	CMFCO	3,661	
Dual Adjustable Pulley (includes accessories)	CMDAP *	5,303	
Pulldown	CMPD	3,783	
Row	CMRW	3,783	
Chest Press	CMCP	3,651	
Shoulder Press	CMSP	3,651	

SIGNIFICANT OTHERS
*Additional charge for disassembly required for small doorways, stairs, or elevators

CMDAP ACCESSORIES	MODEL	PRICE
DAP CONSOLE Touch-screen LCD - comes complete with mounting brackets, hardware, power brick with cable extension, adapter plugs and cord routing clamps.	DAP-CONSOLE	1,600

STACKWRAPS	MODEL	PRICE
Rear StackWraps		
Models: All		
Bamboo	CM-0404	417
Sky	CM-0405	
Bronze	CM-0406	
Stem	CM-0407	
Rosewood	CM-0408	
Stainless Steel	CM-0409	
Full Front Weight Stack Shrouds & Full StackWraps***		
Models: CMCP, CMSP, CMPD, CMRW		
Full Front Weight Stack Shrouds	CM-FULL	519
Full shrouds with Bamboo	CM-0420	1,039
Full shrouds with Sky	CM-0421	
Full shrouds with Bronze	CM-0422	
Full shrouds with Stem	CM-0423	
Full shrouds with Rosewood	CM-0424	
Full shrouds with Stainless Steel	CM-0425	
Models: CMDAP, CMACO, CMFCO		
Full Front Weight Stack Shrouds	CM-FULL	509
Full shrouds with Bamboo	CM-0420	1,560
Full shrouds with Sky	CM-0421	
Full shrouds with Bronze	CM-0422	
Full shrouds with Stem	CM-0423	
Full shrouds with Rosewood	CM-0424	
Full shrouds with Stainless Steel	CM-0425	
Models: CMCC		
Full Front Weight Stack Shrouds	CM-FULL	259
Full shrouds with Bamboo	CM-0420	779
Full shrouds with Sky	CM-0421	
Full shrouds with Bronze	CM-0422	
Full shrouds with Stem	CM-0423	
Full shrouds with Rosewood	CM-0424	
Full shrouds with Stainless Steel	CM-0425	

OPTIONS	MODEL	PRICE
Frame Colors:		
Custom (per unit)		162
Premium (per unit)		274
Custom Upholstery (per unit)		103
Yellow Adjustment Knob **		-

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

\* CMDAP comes standard with pull up bars. If the pull up bars are not required, please specify that on your order.

With pull up bars the CMDAP is 93" high, and it is recommended to have a 9' 3" ceiling height to accommodate pull-ups.

\*\* Adjustment Knob color defaults to Gray - Please specify if the optional Yellow Adjustment Knob is required

\*\*\* Full StackWraps includes full front weight stack shrouds

Ships from RAMSEY, MN



**Commercial Dealer Sales Division**  
 Columbia Centre III 9525 Bryn Mawr Avenue  
 Rosemont, IL 60018  
 PH (800) 735-3867

## Life Fitness Signature Series Cable Motion Multi-Jungles Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL	MSRP PRICE
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CORE	MODEL	PRICE
MJ Core *	MJ-CORE	1,223
<b>Product Notes:</b> * Multi-Jungles now need to be ordered by individual Stations & Cores, correct quantity of each. <b>EXAMPLES:</b> MJ4 => Requires 1 MJ-CORE MJ8 => Requires 2 MJ-CORE MJ12S or MJ12V => Requires 3 MJ-CORE MJ16 => Requires 4 MJ-CORE		
	(QTY 1) MJ-CORE	1,223
	(QTY 2) MJ-CORE	2 x 1,223 = 2,446
	(QTY 3) MJ-CORE	3 x 1,223 = 3,669
	(QTY 4) MJ-CORE	4 x 1,223 = 4,832

**SIGNIFICANT OTHERS**  
*\*Additional charge for  
 disassembly required for  
 small doorways, stairs, or  
 elevators*

STATIONS	MODEL	PRICE
No Station	-	-
MJ Blank Shroud (No station, with shroud only)	MJBLNKSHRD-STA	223
Triceps Pushdown	MJTP-STA	1,600
Lat Pulldown	MJLP-STA	2,243
Dual Pulley Pulldown	MJLPD-STA	2,549
Row	MJRW-STA	2,243
Dual Pulley Row	MJRWD-STA	2,549
Adjustable Pulley	MJAP-STA	2,131
Fixed Cable Crossover w/Outrigger stack	MJFCO-STA	3,355
Adjustable Cable Crossover w/Outrigger stack	MJACO-STA	4,365
Fixed Cable Crossover - connects cores	MJFXO-STA	3,090
Adjustable Cable Crossover - connects cores	MJAXO-STA	4,161

ACCESSORIES	MODEL	PRICE
Multi-Jungle Handle Rack	MJHAR	438

OPTIONS	MODEL	PRICE
Frame Colors:		
Custom (per station/core)		162
Premium (per station/core)		274
Custom Upholstery (per Station)		103
Yellow Adjustment Knob **		-

\*\* Adjustment Knob color defaults to Gray - Please specify if the optional Yellow Adjustment Knob is required

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN



# Hammer Strength Select™ Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE	STANDARD CONFIGURATION
<b>UPPER BODY</b>			
Chest Press	HS-CP	3,365	Ratcheting seat adjustment
Shoulder Press	HS-SP	3,263	Add a weight increment system
Lateral Raise	HS-LR	3,365	Rear weight stack shroud
Row	HS-RW	3,365	Can be upgraded to SE
Lat Pulldown	HS-PD	2,753	OR SE with Full Front Weight
Biceps Curl	HS-BC	3,059	Stack Shroud
Triceps Extension	HS-TE	3,059	
Pectoral Fly / Rear Deltoid	HS-FLY	3,365	
Pectoral Fly	HS-PEC	3,365	
Assist Dip / Chin	HS-ADC	3,977	
Fixed Pulldown	HS-FPD	3,263	
<b>LOWER BODY</b>			
Hip & Glute	HS-HG	3,977	
Hip Abduction	HS-HAB	3,467	
Hip Adduction	HS-HAD	3,467	
Seated Leg Curl	HS-SLC	3,671	
Seated Leg Press	HS-SLP	5,711	
Leg Extension	HS-LE	3,467	
Leg Curl	HS-LC	3,263	
Horizontal Calf	HS-HC	3,263	
Standing Calf	HS-SC	3,365	
<b>TORSO</b>			
Abdominal Crunch	HS-ABC	3,467	
Back Extension	HS-BE	3,467	

OPTIONS	MODEL	PRICE
Custom Frame Color (per unit)	HS-1099	162
Custom Work Arm Color (per unit)	HS-1199	162
Custom Upholstery (per unit)	HS-20099	103

UPGRADE TO SE	PRICE
ABC, ADC, BE, HAB, HAD, HG, PD, SC, SLP	HS-XX-7002 306
BC, CP, FLY, FPD, HC, LR, PEC, RW, SP, TE	HS-XX-7002 408
LC	HS-XX-7002 510
LE, SLC	HS-XX-7002 612

UPGRADE TO SE WITH FULL FRONT WEIGHT STACK SHROUD	PRICE
ABC, ADC, BE, HAB, HAD, HG, PD, SC, SLP	HS-XX-7003 479
BC, CP, FLY, FPD, HC, LR, PEC, RW, SP, TE	HS-XX-7003 581
LC	HS-XX-7003 683
LE, SLC	HS-XX-7003 785

SE CONFIGURATION *
Simple-to-adjust seat roller system
Fully integrated increment wght system
Rear weight stack shroud
Simple-to-adjust Tibia pad

SE FULL CONFIGURATION *
Simple-to-adjust seat roller system
Fully integrated increment wght system
Full Front Weight Stack Shroud
Simple-to-adjust Tibia pad

\* Not all features are available on all SE units. See equipment specs for clarification.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN





Life Fitness Optima Series  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE	STANDARD CONFIGURATION
<b>SINGLE STATION MACHINES</b>			Single & Duals: No weight stack shrouds. OSDAP: Full weight Stack Shrouds.
Abdominal	OSAB	1,713	
Biceps Curl	OSBC	1,917	
Chest Press	OSCP	2,243	
Leg Curl	OSLC	2,131	
Leg Extension	OSLE	2,345	
Lat Pulldown	OSPD	2,447	
Seated Row	OSRW	2,243	
Shoulder Press	OSSP	2,447	
Triceps Extension	OSTE	1,917	
Leg Press	OSLP	2,977	
<b>DUAL EXERCISE MACHINES</b>			
Hip Abductor/Adductor	OSHAA	3,181	
Pec Fly/Rear Delt	OSFLY	2,875	
Lat Pulldown/Low Row	OSLR	2,549	
Leg Extension/Curl	OSLEC	2,977	
Multi-Press	OSMP	2,773	
Biceps/Triceps	OSBT	2,447	
<b>MULTI EXERCISE MACHINES</b>			
Dual Adjustable Pulley	OSDAP	3,712	
<b>BENCHES &amp; RACKS</b>			
Adjustable Bench	OSADJ	856	
3 Tier Dumbbell Rack	OSDB3	856	
Vertical Dumbbell Rack	OSDBV	427	
Smith Machine	OSSM	2,651	
<b>OSDAP ACCESSORIES</b>			
DAP CONSOLE <small>Touch-screen LCD - comes complete with mounting brackets, hardware, power brick with cable extension, adapter plugs and cord routing clamps.</small>	DAP-CONSOLE	1,600	
<b>FRAME OPTIONS - DUALS &amp; SINGLE STATIONS</b>			
Frame Colors:			
Standard Frame (per unit)	OS-Upgrade-F	111	
Premium Frame (per unit)	OS-Premium-F	352	
Custom - <b>NOT AVAILABLE</b>		-	
<b>FRAME OPTIONS - BENCHES &amp; RACKS</b>			
Frame Colors:			
Standard Frame (per unit)	OS-Upgrade-F	56	
Premium Frame (per unit)	OS-Premium-F	176	
Custom - <b>NOT AVAILABLE</b>		-	
<b>UPHOLSTERY OPTIONS</b>			
Upholstery Colors:			
Upgrade Upholstery (per unit)	OS-Upgrade-UPH	60	
Custom - <b>NOT AVAILABLE</b>		-	
<b>OTHER OPTIONS</b>			
Front & Rear Shroud Option (except OSDAP)	OS-Shroud	213	
OSDAP Heavy Weight Stack Option		315	

PLEASE NOTE: Custom frame and custom upholstery colors are not available.

PLEASE NOTE: Shroud Option includes both front and rear shrouds. Except the OSDAP - comes with Full Shrouds standard.

PLEASE NOTE: Shrouds can also be ordered individually as "(model)-SHR". Example: "OSLE-SHR".

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from Franklin Park, IL



Life Fitness Fit Series  
Commercial Dealer Pricing

Commercial Dealer Sales Division  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
FIT3 MULTI GYM PLATINUM FRAME WITH LCLE	F301	5,313
FIT3 MULTI GYM PLATINUM FRAME WITH LP	F303	5,313
Fit 1.0 CM Multi-Gym	FSFCM1	3,508

Fit 3 Options
Leg Extension/Leg Curl
Leg Press/Calf Extension

OPTIONS	MODEL	PRICE
2.5 lb. Add-on Weight plate (10 plates per box)	FSWGT-2.5-101	213

PLEASE NOTE: Custom frame and premium and custom upholstery colors are not available.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from Franklin Park, IL



## Commercial Dealer Sales Division

Columbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

# Life Fitness Circuit Series Strength Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>UPPER BODY</b>		
SC Ab Crunch	TCAB-LF	2,600
SC Biceps Curl	TCBC-LF	2,600
SC Chest Press	TCCP-LF	2,600
SC Seated Leg Curl	TCLC-LF	2,600
SC Leg Extension	TCLE-LF	2,600
SC Lat Pulldown	TCPD-LF	2,600
SC Seated Row	TCRW-LF	2,600
SC Squat	TCSL-LF	2,600
SC Shoulder Press	TCSP-LF	2,600
SC Triceps Press	TCTP-LC	2,600
SC Ab Curl Bench	TCABB-LF	723

### STANDARD FRAME COLOR

Platinum, Black, Yellow, Ice Blue Metallic,  
Midnight Metallic, Blue, Red, White, Nickel

### STANDARD UPH COLOR

30 colors

### OPTIONS

Frame color Premium:

Candy Apple Red

Frame color Custom:

Not Available

Upholstery color Custom:

Available (3 unit Min)

ACCESSORIES	MODEL	PRICE
Circuit Series Wheel Kit	TCWHL	111
Circuit Series Transition Exercise Kits (40 Placards)	TCPLRD	111
Circuit Series Placard Stand	TCPST	111

OPTIONS	MODEL	PRICE
Frame Colors:		
Premium Frame (per unit)	TC-Premium-F	274
Custom - <b>NOT AVAILABLE</b>	-	-
Upholstery Colors:		
Custom Upholstery (per unit)	TC-CUSTOM-UPH	111

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from Franklin Park, IL

**Commercial Dealer Sales Division**

Ambia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

**Life Fitness Synrgy360 1 of 3  
Commercial Dealer Pricing****SPACES & ZONES****Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
Synrgy360XL (formerly Synrgy360X)		
Versa Space	FXTF-UU	2,753
Rebounder Space	FXTF-RB	3,549
Versa Cable Right Space	FXTF-CRU	4,293
Versa Cable Left Space	FXTF-CLU	4,293
Cable Motion Space	FXTF-CC	5,956
Suspension Zone	FXTF-CORE	3,549

**NOTES:**

- Need to order 4 individual spaces and Suspension Zone to make up Synrgy360XL.

Synrgy360XM		
Suspension Zone	FXTM-CORE	2,192

**NOTES:**

- Need to order 2 Synrgy360T units below and 1 Suspension Zone to make up Synrgy360XM.

Synrgy360T		
Versa-Versa-Versa - Req. Bolt to Floor	FXTT-VVV	4,161
Versa-Cable-Versa - Req. Bolt to Floor *	FXTT-VCV	5,833
Versa-Versa-Cable - Req. Bolt to Floor *	FXTT-VVC	5,833
Cable-Versa-Versa - Req. Bolt to Floor *	FXTT-CVV	5,833
Versa-Cable-Cable - Req. Bolt to Floor	FXTT-VCC	7,394
Rebounder-Cable-Versa - Req. Bolt to Floor	FXTT-RCV	7,496
Rebounder-Cable-Cable - Req. Bolt to Floor	FXTT-RCC	9,577

**NOTES:**

- \* VCV, VVC, & CVV are the same unit, with the Cable in different locations with in the unit.

Synrgy360XS		
Versa-Versa-Versa-Versa - Req. Bolt to Floor	FXTX-VVVV	5,517
Cable-Versa-Versa-Versa - Req. Bolt to Floor	FXTX-CVVV	7,078
Cable-Versa-Versa-Rebounder - Req. Bolt to Floor	FXTX-CVVR	8,842
Cable-Cable-Versa-Versa - Req. Bolt to Floor	FXTX-CCVV	8,740
Cable-Cable-Versa-Rebounder - Req. Bolt to Floor	FXTX-CCVR	10,515

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN



## Commercial Dealer Sales Division

Umbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

## Life Fitness Synrgy360 2 of 3 Commercial Dealer Pricing

### FEATURES & ATTACHMENTS

Prices Effective 04/01/15

BOOM FEATURE	MODEL NUMBER	MSRP PRICE
Suspension Chin Bar	Synrgy360XL: FXTF-*0602 Synrgy360S: FXTS-*0602 Synrgy360XS: FXTX-*02 Synrgy360T: FXTT-*02	312
Suspension Chin Bar w/ TRX Suspension Trainer	Synrgy360XL: FXTF-*0604 Synrgy360S: FXTS-*0604 Synrgy360XS: FXTX-*04 Synrgy360T: FXTT-*04	520
Rock Grip Chin Bar	Synrgy360XL: FXTF-*0606 Synrgy360S: FXTS-*0606 Synrgy360XS: FXTX-*06 Synrgy360T: FXTT-*06	312
Power Pivot with Rock Grip Chin Bar	Synrgy360XL: FXTF-**0605 Synrgy360S: FXTS-**0605 Synrgy360XS: FXTX-**05 Synrgy360T: FXTT-**05	1,039
Power Pivot	Synrgy360XL: FXTF-**0607 Synrgy360S: FXTS-**0607 Synrgy360XS: FXTX-**07 Synrgy360T: FXTT-**07	727
Punching Bag Connector	Synrgy360XL: FXTF-**0603 Synrgy360S: FXTS-**0603 Synrgy360XS: FXTX-**03 Synrgy360T: FXTT-**03	520

#### NOTES:

\* Suspension Chin Bar & Rock Grip Chin Bar does NOT connect to a Rebounder Space.

\*\* Punching Bag Connector & Power Pivot can only be used with following spaces:

Synrgy360XL (FXTF-UU), 360S (FXTF-U, FXTS-CORE), or 360XS/360T (VV, VC, VR combinations and not on CC, CV, RC).

Only 1 Power Pivot can be used on Synrgy360T or 360XS units.

ATTACHMENTS	MODEL NUMBER	PRICE
Step-Up Platform	FXT-STP	416
Dip Handle	FXT-DIP	312
Cable Crossover Boom Connector***	FXT-BM	623

#### NOTES:

• Attachments are only available in High Wear Grey frame color.

• Step-Up Platform & Dip Handles only connect and can be used with Versa legs.

\*\*\* Cable Crossover Boom Connector can connect 2 Cables on 2 different Synrgy360 units.

INDIVIDUAL OPTIONS (for ordering after initial purchase)	MODEL NUMBER	UNIT PRICE
Suspension Chin Bar	FXT-SUS	312
Suspension Chin Bar w/ TRX Suspension Trainer	FXT-TRX	520
Rock Grip Chin Bar	FXT-ROC	312
Power Pivot	FXT-PP*	727
Punching Bag Connector w/ no boxing shelves - Synrgy360S Core	FXT-BX*	520
Punching Bag Connector w/ 1 boxing shelf - Versa leg next to Rebounder leg	FXT-BX1*	599
Punching Bag Connector w/ 2 boxing shelves - Versa leg next to another Versa leg	FXT-BX2*	676
Punching Bag Connector w/ 1 boxing shelf & 1 Cable Rear Shroud Guard - Versa leg next to Cable leg	FXT-BXG*	728

#### NOTES:

\* Power Pivot & Boxing Connector can NOT go in front of a Cable.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN



## Commercial Dealer Sales Division

mbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

## Life Fitness Synrgy360 3 of 3 Commercial Dealer Pricing

### OPTIONS

Prices Effective 04/01/15

OPTIONS	MODEL NUMBER	MSRP PRICE
Premium Frame Color (per Model, not including the Suspension Zone)	Synrgy360XL: FXTF--0120 Synrgy360S: FXTS--0120 Synrgy360XS: FXTX--0120 Synrgy360T: FXTT--0120	274
Custom Frame Color (per Model, not including the Suspension Zone)	Synrgy360XL: FXTF--0199 Synrgy360S: FXTS--0199 Synrgy360XS: FXTX--0199 Synrgy360T: FXTT--0199	152
Custom Upholstery Color	Synrgy360XL: FXTF--0299 Synrgy360S: FXTS--0299 Synrgy360XS: FXTX--0299 Synrgy360T: FXTT--0299	101
<b>NOTES:</b> ** Custom Upholstery Option only available on Rebounder Space.		

SHROUD OPTIONS	MODEL NUMBER	MSRP
Full Shroud	Synrgy360XL: FXTF--0503 Synrgy360S: FXTS--0503 Synrgy360XS: FXTX--0503 Synrgy360T: FXTT--0503	254
Rear Shroud - BAMBOO	Synrgy360XL: FXTF--0504 Synrgy360S: FXTS--0504 Synrgy360XS: FXTX--0504 Synrgy360T: FXTT--0504	407
Rear Shroud - SKY	Synrgy360XL: FXTF--0505 Synrgy360S: FXTS--0505 Synrgy360XS: FXTX--0505 Synrgy360T: FXTT--0505	407
Rear Shroud - BRONZE	Synrgy360XL: FXTF--0506 Synrgy360S: FXTS--0506 Synrgy360XS: FXTX--0506 Synrgy360T: FXTT--0506	407
Rear Shroud - STEM	Synrgy360XL: FXTF--0507 Synrgy360S: FXTS--0507 Synrgy360XS: FXTX--0507 Synrgy360T: FXTT--0507	407
Rear Shroud - ROSEWOOD	Synrgy360XL: FXTF--0508 Synrgy360S: FXTS--0508 Synrgy360XS: FXTX--0508 Synrgy360T: FXTT--0508	407
Rear Shroud - STAINLESS STEEL	Synrgy360XL: FXTF--0509 Synrgy360S: FXTS--0509 Synrgy360XS: FXTX--0509 Synrgy360T: FXTT--0509	407
Full Shroud - BAMBOO	Synrgy360XL: FXTF--0520 Synrgy360S: FXTS--0520 Synrgy360XS: FXTX--0520 Synrgy360T: FXTT--0520	764
Full Shroud - SKY	Synrgy360XL: FXTF--0521 Synrgy360S: FXTS--0521 Synrgy360XS: FXTX--0521 Synrgy360T: FXTT--0521	764
Full Shroud - BRONZE	Synrgy360XL: FXTF--0522 Synrgy360S: FXTS--0522 Synrgy360XS: FXTX--0522 Synrgy360T: FXTT--0522	764
Full Shroud - STEM	Synrgy360XL: FXTF--0523 Synrgy360S: FXTS--0523 Synrgy360XS: FXTX--0523 Synrgy360T: FXTT--0523	764
Full Shroud - ROSEWOOD	Synrgy360XL: FXTF--0524 Synrgy360S: FXTS--0524 Synrgy360XS: FXTX--0524 Synrgy360T: FXTT--0524	764
Full Shroud - STAINLESS STEEL	Synrgy360XL: FXTF--0525 Synrgy360S: FXTS--0525 Synrgy360XS: FXTX--0525 Synrgy360T: FXTT--0525	764
<b>NOTES:</b> * Shroud Options only available on Cable legs.		

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Ships from RAMSEY, MN

**Commercial Dealer Sales Division**

Columbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

**Life Fitness SYNRGY BlueSky  
Commercial Dealer Pricing****OPTIONS****Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>Exercise Stations</b>		
Ab	SBS-ES-AB	1,799
Press	SBS-ES-PRS	1,199
Row	SBS-ES-ROW	1,599
Step	SBS-ES-STP	1,399
Dip/Leg Raise	SBS-ES-DLR	1,199
<b>Short Connectors</b>		
Pull-Up	SBS-SC-PU	999
Cargo Net	SBS-SC-CN	2,399
Arc Ladder	SBS-SC-AL	1,399
<b>Long Connectors</b>		
Monkey Bar	SBS-LC-MB	1,799
Cargo Net	SBS-LC-CN	4,799
Arc Traverse	SBS-LC-AT	1,399
<b>Components</b>		
Post - 98"	SBS-P-98	599
Clamp	SBS-CLAMP	49

**NOTES:****SYNRGY BlueSky1 = (1) Exercise Station + (1) Post****SYNRGY BlueSky2 = (2) Exercise Stations + (1) Post****SYNRGY BlueSky3 = (2) Exercise Stations + (2) Posts + (1) Short Connector + (6) Clamps****SYNRGY BlueSky8 = (4) Exercise Stations + (4) Posts + (4) Short Connectors + (8) Clamps****SYNRGY BlueSky10 = (4) Exercise Stations + (4) Posts + (2) Short Connectors + (2) Long Connectors + (8) Clamps****SYNRGY BlueSky14 = (4) Exercise Stations + (6) Posts + (4) Short Connectors + (3) Long Connectors + (10) Clamps****All SYNRGY BlueSky products must be anchored to a concrete pad.****LF recommends 8ft. (2.4m) fall height rated impact attenuation surfacing under and around all units.****Such surfacing may be required by certain national and/or local regulations.****Prices do not include shipping, inside delivery, installation, or applicable sales tax.****Prices are good only in the United States and Canada and are subject to change.****Ships from Monett, MO**



**Commercial Dealer Sales Division**  
mbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

## Life Fitness Hammer Strength Training Vest Commercial Dealer Pricing

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>HAMMER STRENGTH TRAINING VEST</b>		
<b>XS</b> Training Vest (chest sizes 29-31)	HSTV-0029-02	387
<b>S</b> Training Vest (chest sizes 32-34)	HSTV-0032-02	387
<b>M</b> Training Vest (chest sizes 35-37)	HSTV-0035-02	387
<b>L</b> Training Vest (chest sizes 38-40)	HSTV-0038-02	387
<b>XL</b> Training Vest (chest sizes 41-43)	HSTV-0041-02	387
<b>XXL</b> Training Vest (chest sizes 44-46)	HSTV-0044-02	387
<b>XXXL</b> Training Vest (chest sizes 47-49)	HSTV-0047-02	387

Product listed above ships from Delavan, WI

**Prices do not include shipping, inside delivery, installation, or applicable sales tax.**

**Prices are good only in the United States and Canada and are subject to change.**

Product listed above ships from Franklin Park, IL



**Commercial Dealer Sales Division**

Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

# Hammer Strength Motion Technology Selectorized™

## Commercial Dealer Pricing

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>Motion Technology Selectorized</b>		
<b>MTS UPPER BODY</b>		
MTS Chest Press	MTSCP	4,436
MTS Incline Press	MTSIP	4,436
MTS Decline Press	MTSDP	4,467
MTS Shoulder Press	MTSSP	4,436
MTS Row	MTSRW	4,436
MTS High Row	MTSHR	4,436
MTS Front Pulldown	MTSFP	4,436
MTS Biceps Curl	MTSBC	4,436
MTS Triceps Extension	MTSTE	4,436
<b>MTS LOWER BODY</b>		
MTS V-Squat	MTSVS	5,854
MTS Leg Extension	MTSLE	4,569
MTS Kneeling Leg Curl	MTSKC	4,436
<b>MTS TORSO</b>		
MTS Abdominal Crunch	MTSAB	4,263
<b>OPTIONS</b>		
Custom Frame Color (per unit)		162
Premium Frame Color (per unit)		274
Custom Upholstery (per unit)		103

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products ship from RAMSEY, MN



## Commercial Dealer Sales Division

Columbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

## Hammer Strength Plate Loaded Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	WEIGHT HORNS *	MSRP PRICE
<b>ISO-LATERAL UPPER BODY</b>			
Iso-Lateral Bench Press (Horizontal)	IL-BP	6	2,131
Iso-Lateral Bench Press (Vertical)	IL-BPV	6	2,131
Iso-Lateral Horizontal Bench Press	IL-HBP	4	1,723
Iso-Lateral Wide Chest	IL-WC	6	2,131
Iso-Lateral Wide Pulldown	IL-WPD	6	2,131
Iso-Lateral Incline Press (Horizontal)	IL-IP	6	2,131
Iso-Lateral Incline Press (Vertical)	IL-IPV	6	2,131
Iso-Lateral Decline Press	IL-DCP	6	2,131
Iso-Lateral Super Incline Press	IL-FMP	6	2,131
Iso-Lateral Shoulder Press	IL-SP	6	2,202
Iso-Lateral Chest/Back	IL-CB	6	2,600
Iso-Lateral Front Lat Pulldown	IL-PD	6	2,131
Iso-Lateral High Row	IL-HR	4	2,131
Iso-Lateral DY Row	IL-DRW	6	2,202
Iso-Lateral Low Row	IL-LR	6	2,131
Iso-Lateral Rowing	IL-ROW	0	1,896
<b>OTHER UPPER BODY</b>			
Seated Bicep	PL-BI	0	1,784
Seated Dip	PL-DIP	4	2,029
Seated/Standing Shrug	PL-SH	2	1,427
Lateral Raise	PL-LR	4	1,896
Pullover	PL-PO	4	2,376
4-Way Neck	PL-4W	4	1,305
Gripper	PL-GRIP	0	591

OPTIONS	PRICE
Custom Frame Color (per unit)	162
Custom Upholstery (per unit)	103

\* Weight storage horns are no longer an option and are now standard. Prices include standard weight horns and feet.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products ship from Falmouth, KY



## Commercial Dealer Sales Division

Umbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

## Hammer Strength Plate Loaded Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	WEIGHT HORNS *	MSRP PRICE
<b>LOWER BODY &amp; TORSO</b>			
Abdominal / Oblique Crunch	PL-AB	4	2,518
V-Squat	PL-VSQ	4	3,192
Linear Hack Press	PLLHP *	2	2,967
Leg Press	PL-LP	6	2,733
Iso-Lateral Leg Press	IL-LP	4	2,967
Linear Leg Press	HSLLP *	4	4,140
Iso-Lateral Leg Extension	IL-LE	0	2,019
Iso-Lateral Kneeling Leg Curl	IL-KLC	4	2,253
Leg Extension	PL-LE	4	1,896
Iso-Lateral Leg Curl	IL-LC	4	1,896
Seated Leg Curl	PL-SLC	4	2,019
Abductor	PL-ABD	2	2,600
Adductor	PL-ADD	2	2,600
Super Horizontal Calf	PL-SHC	2	1,896
Seated Calf Raise	PL-CALF	0	1,192
Tibia Dorsi Flexion	PL-TIB	0	478
<b>MULTI-USE</b>			
Hammer Strength Smith Machine	HSSM *		3,834
<b>GROUND BASE</b>			
Ground Base Jammer	GB-J	6	1,794
Ground Base Squat Lunge	GB-SL	2	1,305
Ground Base Squat/High Pull	GB-SHP	2	1,539
Ground Base Twist-Left	GB-TL	2	1,784
Ground Base Twist-Right	GB-TR	2	1,784
Ground Base Combo Incline	GB-CI	0	1,896
Ground Base Combo Decline	GB-CD	6	2,131
Ground Base Combo Twist	GB-CT	2	2,019

### PLEASE NOTE: RAMSEY, MN BUILT PRODUCT (PLLHP & HSSM)

These are available in the standard Hammer colors

The standard Hammer colors include all of the Pro2 colors, just without the clear coat.

OPTIONS	PRICE
Custom Frame Color (per unit)	162
Custom Upholstery (per unit)	103

\* Weight storage horns are no longer an option and are now standard. Prices include standard weight horns and feet.

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products ship from Falmouth, KY except -

Products marked with \* ship from Ramsey, MN



## Hammer Strength HD Elite Racks Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
Columbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
HD Elite Stand Alone Dual Adjustable Pulley	HOLDAP	5,721
HD Elite Pulldown	HDLPD	3,436
HD Elite Row	HDLRW	3,436

### HD Elite Stand Alone Racks - Must choose 1 Rack + 1 Stand Alone Storage

#### HD Elite Stand Alone Racks (Basic Product)

Power Rack	HDLPR	2,269
Multi Rack	HDLMR	1,959
Half Rack - Long Base	HDLHRL	1,599

#### HD Elite Stand Alone Storage

Stand Alone Standard Storage	HDLSTOR-SA-6201	829
Stand Alone Bumper Plate & Tray - Front Load	HDLSTOR-SA-6202	1,254
Stand Alone Bumper Plate & Tray - Side Load	HDLSTOR-SA-6203	1,458

#### NOTES:

- Basic Product includes Standard Base, 8' Height, Straight Bar Pull-Up(s), Bar/Band/Chain Storage, Bar Catches & Bar Supports

### HD Elite Combo Racks - Must choose 1 Rack (Front) + 1 Combo Rack Storage + 1 Rack (Rear)

#### HD Elite Combo Racks (Basic Product)

Power Rack	HDLPR	2,269
Multi Rack	HDLMR	1,959
Half Rack - Long Base	HDLHRL	1,599
Half Rack - Short Base ( <b>MUST</b> be bolted to floor)	HDLHRS	1,560
HD Elite Combo Rack Dual Adjustable Pulley	HDLCRDAP	4,630
HD Elite Combo Rack Pulldown - Row	HDLCRPDRW	5,201
HD Elite Combo Rack Cable Column - Pulldown	HDLCRCCPD	5,201
HD Elite Combo Rack Cable column - Row	HDLCRCCRW	5,201

#### HD Elite Combo Rack Storage

Combo Rack Short Single Storage - Standard	HDLSTOR-SS-6201	937
Combo Rack Short Single Storage - Bumper Plate & Tray - Front Load	HDLSTOR-SS-6202	1,458
Combo Rack Short Single Storage - Bumper Plate & Tray - Side Load	HDLSTOR-SS-6203	1,672
Combo Rack Medium Single Storage - Standard	HDLSTOR-MS-6201	1,254
Combo Rack Medium Single Storage - Bumper Plate & Tray - Front Load	HDLSTOR-MS-6202	1,774
Combo Rack Medium Single Storage - Bumper Plate & Tray - Side Load	HDLSTOR-MS-6203	1,978
Combo Rack Long Double Storage - Standard	HDLSTOR-LD-6201	1,774
Combo Rack Long Double Storage - Bumper Plate & Tray - Front Load	HDLSTOR-LD-6202	2,814
Combo Rack Long Double Storage - Mix - Front Load (2 Standard + 2 Front Load)	HDLSTOR-LD-6203	2,294
Combo Rack Long Double Storage - Bumper Plate & Tray - Side Load	HDLSTOR-LD-6204	3,232
Combo Rack Long Double Storage - Mix - Side Load (2 Standard + 2 Side Load)	HDLSTOR-LD-6205	2,498

#### NOTES:

- Basic Product includes Standard Base, 8' Height, Straight Bar Pull-Up(s), Bar/Band/Chain Storage, Bar Catches & Bar Supports

### UPGRADES (ADD PRICING TO BASIC PRODUCT CONFIGURATION)

Sumo Base Option / Rack (only available on Power Rack & Multi Rack)	HDLPR-6003 / HDLMR-6002	417
Side Pull-Up Option / Rack (only available on Power Rack w/Standard Base)	HDLPR-6002	305
9' Height Option / Rack	HDL**-6102	111
9' Height Option for Cable Stations	HDL**-6102	153
2-Handle Pull-Up Option	HDLPU-6*01	60
Thick Grip Pull-Up Option	HDLPU-6*02	162
Dual Pull-Up Option	HDLPU-6*03	264
Thick Straight Bar Pull-Up Option	HDLPU-6*05	111
Neutral Pull-Up Option	HDLPU-6*06	315
Thick Neutral Pull-Up Option	HDLPU-6*07	366
Rotating Chin-Up Option	HDLPU-6*08	417
Arc Dual Pull-Up Option	HDLPU-6*09	111
3-Handle Pull-Up Option (only available on front or rear of Power Rack)	HDLPU-6*10	132
Wing Option (only available on front of Power Rack)	HDLPU-6*11	162

#### NOTES:

\*\* = PR, MR, HRL, HRS, CRDAP, or DAP

\* = 5 for PR Front Pull-Up Option & 6 on all other Racks

#### OPTIONS

Custom Frame Color (per unit)		153
Custom Upholstery (per unit)		102

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products ship from Falmouth, KY



## Hammer Strength HD Elite - Individual Accessories

### Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
 Columbia Centre III 9525 Bryn Mawr Avenue  
 Rosemont, IL 60018  
 PH (800) 735-3867

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>PULL-UP BARS</b>		
2-Handle Pull-Up	HDL2PU	366
Thick Grip Pull-Up	HDLTPU	417
Dual Pull-Up	HDLDP	468
Straight Bar Pull-Up	HDLSPU	264
Thick Straight Bar Pull-Up	HDLTSPU	315
Neutral Pull-Up	HDLNPU	519
Thick Neutral Pull-Up	HDLTNPU	570
Rotating Chin-Up	HDLRCU	631
Arc Dual Pull-Up	HDLARC	315
3-Handle Pull-Up (only available on front or rear of Power Rack)	HDL3PU-PR	468
Wing (only available on front of Power Rack)	HDLWG-PR	468
Thick Straight Side Pull-Up - <i>Pair</i> (only available on Power Rack w/Standard Base)	HDLTSSP	305
<b>ACCESSORIES</b>		
Thick Bar Hanger	HDLTBH	111
Spotter Platforms - <i>Pair</i>	HDLSP	519
Bottom Sliding Band Pegs (PR/MR/HRS) - <i>Pair</i>	HDLSBP	162
Bottom Sliding Band Pegs (HRL only) - <i>Pair</i>	HDLSBP-HRL	315
Top Band Pegs - <i>Pair</i>	HDLTBP	244
Dock 'n Lock	HDLDL	111
Battle Rope Attachment	HDLBL	70
Bar Catch Storage - Half Rack	HDLBCS-HR	162
Reverse Bar Supports - <i>Pair</i>	HDLRBS	417
Power Pivot	HDLPP	264
4 Bar Storage	HDL4BS	213
Rack Connector - Thick Straight	HDLRC-TS	519
<b>ACCESSORIE PRODUCTS</b>		
Accessory / Dip Station	HDLADS	519
Accessory Storage Rack	HDLASR	835
Technique Trays - Half Rack - <i>Pair</i>	HDLTT-HR	519
Technique Trays - Power Rack/Multi Rack - <i>Pair</i>	HDLTT-PRMR	519
Step-Up Platform - Half Rack	HDLSTP-HR	519
Step-Up Platform - Power Rack/Multi Rack	HDLSTP-PRMR	519
Dip Handle - Half Rack	HDLDIP-HR	315
Dip Handle - Power Rack/Multi Rack	HDLDIP-PRMR	315
Single Leg Squat Bar	HDLCLS	213
Adjustable Bench	HDLADJ	988
Adjustable Bench - XL	HDLADJXL	1,039
<b>OPTIONS</b>		
Custom Frame Color (per unit)		152
Custom Upholstery (per unit)		101

Prices do not include shipping, inside delivery, installation, or applicable sales tax.  
 Prices are good only in the United States and Canada and are subject to change.

Products ship from Falmouth, KY



# Hammer Strength HD Elite - Platforms & Inserts

## Commercial Dealer Pricing

**Commercial Dealer Sales Division**  
 Columbia Centre III 9525 Bryn Mawr Avenue  
 Rosemont, IL 60018  
 PH (800) 735-3867

**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>INDIVIDUAL PLATFORMS (HDE-PF)</b>		
4'x8' Platform - No Logo	HDE-4X8	1,478
6'x8' Platform - No Logo	HDE-6X8	1,560
8'x8' Platform - No Logo	HDE-8X8	2,059
Platform Ramp	HDERAMP-0101-101	111
<b>INDIVIDUAL INSERTS (HDE-PF)</b>		
Power Rack Standard Base Insert	HDEPR-STD_INS-0101	886
Power Rack Sumo Base Insert	HDEPR-SU_INS-0101	988
Multi Rack Standard Base Insert	HDEMRS-STD_INS-0101	886
Multi Rack Sumo Base Insert	HDEMRS-SU_INS-0101	988
Half Rack Long Base Insert	HDEHRL-STD_INS-0101	682
Half Rack Short Base Insert	HDEHRS-STD_INS-0101	468
Long Storage Only Insert Feature - No Logo (only available on Combo Rack configurations)	HDECR-LSTOR-0101	733
<b>LOGO OPTIONS FOR HD ELITE PLATFORM AND LONG STORAGE INSERT (HDE-PF)</b>		
Hammer Strength Logo	0102_HAMMER STRENGTH	223
Custom Logo 1 & 2 Colors	0199_1 & 2 COLORS	325
Custom Logo 3 & 4 Colors	0198_3 & 4 COLORS	438
Custom Logo 5 & 6 Colors	0197_5 & 6 COLORS	540
Industrial Coatings Color Chart	OHDPLATCOLOR	-

\*Completed Platform & Insert Sales order form required for all Platform and Insert orders.

\*The completed form and Adobe Illustrator files must be submitted for Platform orders with logos.

\*Custom logo colors must be chosen from the Industrial Coatings Color Chart (OHDPLATCOLOR)

**Prices do not include shipping, inside delivery, installation, or applicable sales tax.**

**Prices are good only in the United States and Canada and are subject to change.**

Products ship from Franklin Park, IL



## Commercial Dealer Sales Division

ibia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

## Hammer Strength Athletic Series Commercial Dealer Pricing

Prices Effective 04/01/15

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>Athletic Series</b>		
Power Rack (w/8 Weight Horns)	ASPR *	1,713
Multi-Adjustable Bench	ASMAB *	825
<b>ACCESSORY OPTIONS FOR HDHR8 &amp; HDHR9 ONLY (HDHR8 &amp; HDHR9 now discontinued)</b>		
Power Pivot	HDLPP	264
Technique Trays - Half Rack - Pair	HDLTT-HR	519
Dip Handle - Half Rack	HDLDP-HR	315
Single Leg Squat Bar	HDLCLS	213
<b>OPTIONS</b>		
	MODEL	PRICE
Custom Frame Color (per unit)		162
Custom Upholstery (per unit)		103
<b>PLATFORMS &amp; INSERTS (Athletic)</b>		
6' x 8' Platform - NO Insert	AS6X8 ***	1,284
6' x 8' Platform - SHORT Insert (can be used with ASPR & HDHR8)	AS6X8SI ***	1,590
AS Platform Ramp (Optional)	ASRAMP ***	111
<b>PLATFORMS &amp; INSERTS (Heavy Duty)</b>		
(1 per side of the HDCR)	HDSI8X8***	2,835
Short Insert with 6' x 8' Platform*-For use with HDHR & HDCR	HDSI6X8 ***	
(1 per side of the HDCR)		2,253
Short Insert with 4' x 8' Platform*-For use with HDHR & HDCR	HDSI4X8 ***	
(1 per side of the HDCR)		2,202
Medium Insert with 8' x 8' Platform* - For use with HDPR & HDMR	HDMI8X8***	
		3,069
Medium Insert with 6' x 8' Platform* - For use with HDPR & HDMR	HDMI6X8 ***	
		2,355
Medium Insert with 4' x 8' Platform* - For use with HDPR & HDMR	HDMI4X8 ***	
		2,396
Platform Ramp	HDERAMP-0101-101	111
<b>LOGO OPTIONS FOR PLATFORMS &amp; INSERTS (Athletic &amp; Heavy Duty)</b>		
Hammer Strength Logo	0102_HAMMER STRENGTH	210
Custom Logo 1 & 2 Colors	0199_1 & 2 COLORS	315
Custom Logo 3 & 4 Colors	0198_3 & 4 COLORS	420
Custom Logo 5 & 6 Colors	0197_5 & 6 COLORS	525
Industrial Coatings Color Chart	OHDPLATCOLOR	-

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products marked with \* ship from Ramsey, MN

Products marked with \*\* ship from Falmouth, KY

Products marked with \*\*\* ship from Franklin Park, IL

**Commercial Dealer Sales Division**

olumbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

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**Hammer Strength Benches & Racks  
Commercial Dealer Pricing****Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>BENCHES AND RACKS</b>		
Barbell Rack	FW-BAR	723
Dumbbell Rack - Single Tier	FW-DR1	591
Dumbbell Rack - Two Tier	FW-DR2	774
Dumbbell Rack - Three Tier	FW-DR3	1,019
Deluxe Weight Tree	FW-DWT	397
Multi-Adjustable Bench	FWMAB *	958
Decline Bench	FW-DB	591
Flat Bench	FW-FB	336
Utility Bench -75	FW-UB75	417
Seated Arm Curl	FW-AC	835
Olympic Flat Bench	O-FB	774
Olympic Incline Bench	O-IB	897
Olympic Decline Bench	O-DB	897
Olympic Military Bench	O-MB	1,070
Olympic Squat Rack (w/12 Weight Horns)	O-SR	1,192
Olympic Bench Weight Storage (4 Wt. Horns)	O-BWS	305
BW Back Extension	BW-BE	835
Glute/Ham Bench (Roller Pad)	BW-GH	1,427
Fixed Pad Glute/Ham	BW-GHF	1,356
Chin/Dip/Leg Raise	BW-CDL	1,192
Bumper Plate Storage - SMALL	FW-BPS	315
Bumper Plate Storage - LARGE	FW-BPL	336
<b>OPTIONS</b>	<b>MODEL</b>	<b>PRICE</b>
Dumbbell Rack Storage Tray (per Tier selected)	FW-DR-TRAY	101
Custom Frame Color (per unit)		162
Custom Upholstery (per unit)		103

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Products ship from Falmouth, KY except -

Products marked with \* ship from Ramsey, MN



**Commercial Dealer Sales Division**

Columbia Centre III 9525 Bryn Mawr Avenue

Rosemont, IL 60018

PH (800) 735-3867

**Life Fitness Strength Bolt Down Package  
Commercial Dealer Pricing****Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
Bolt Down Package	BOLT DOWN PACKAGE	15
Bolt Down Installation Service (per Bolt Down Package)		23.70

Synrgy360	# of Kits Required
Synrgy360 XL	4
Synrgy360 S (REQUIRED)	3
Synrgy360 XM, XS, T (Dynamic Anchors included)	N/A

SYNRGY BlueSky	# of Kits Required
All Models (Dynamic Anchors included)	N/A

Signature Series (per unit)	# of Kits Required
Signature Single Station Selectorized	1
Signature Plate Loaded	1
Signature Jungle (Core only)	1
Signature Cable Motion	1
Signature Benches & Racks	1

Insignia Series (per unit)	# of Kits Required
Insignia	1

Hammer Strength Select (per unit)	# of Kits Required
Hammer Strength Select	1

Optima Series (per unit)	# of Kits Required
Optima Single Stations	1
Optima Duals & DAP	1
Optima Benches & Racks	1

Fit Series (per unit)	# of Kits Required
Fit 1 Multi-Gym	1

Hammer Strength (per unit)	# of Kits Required
Hammer MTS	1
Hammer Plate Loaded (not Tibia or Gripper) *	1
Hammer Ground Base	1
Hammer Benches & Racks	1
Hammer Athletic Series Racks	1
HD Elite Stand Alone Racks	1
HD Elite Combo Racks (Not including Half Rack Short Base)	2 (1 per side)
HD Elite Half Rack Short Base (Dynamic Anchors included)	N/A

\* Tibia and Gripper cannot be bolted to the floor

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Life Fitness Academy  
Commercial Dealer Pricing

**Commercial Dealer Sales Division**

umbia Centre III 9525 Bryn Mawr Avenue  
Rosemont, IL 60018  
PH (800) 735-3867

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**Prices Effective 04/01/15**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
On Site Product Training	LFA ONSITE	1,530
Grand Opening Support	LFA GO SUPPORT	5,201

# STRENGTH FRAME COLOR CHART

KEY:

● Standard

○ Optional

† Custom

†† Premium

— Unavailable

COLOR	Life Fitness								Hammer
	Insignia Single Stations	Signature Cable Motion	Signature Benches & Racks	Signature Plate Loaded*	Synrgy360	Circuit Series	Optima Series	Fit Series	Hammer Select
Titanium Clear	●	†	—	†	†	—	—	—	—
Titanium									●
Platinum Clear	●	●	●	●	●	●	●	●	—
Platinum									●
Ice Blue Metallic Clear	●	●	●	●	●	●	○	—	—
Ice Blue Metallic									●
Midnight Metallic Clear	●	●	●	●	●	●	○	—	—
Midnight Metallic									●
Nickel Clear	●	●	●	●	●	●	○	—	—
Nickel									●
Diamond White Clear	●	†	—	†	†	—	—	—	—
White	●	●	●	●	●	●	○	—	●
Black	●	●	●	●	●	●	○	—	●
Charcoal	●	†	—	†	†	—	—	—	●
Mocha Sand	●	†	—	†	†	—	—	—	●
Blue	●	●	●	●	●	●	○	—	●
Red	●	●	●	●	●	●	○	—	●
Yellow	●	●	●	●	●	●	○	—	●
Shadow Gray	†	†	—	●	†	—	—	—	†
Candy Apple Red	††	††	††	††	††	††	††	—	—
Electric Blue	††	††	††	††	††	—	—	—	—
Custom	†	†	—	†	†	—	—	—	†

\* Signature Series Plate Loaded Shadow Gray only available for workarm

# STRENGTH UPHOLSTERY COLOR CHART

COLOR	Life Fitness								Hammer
	Insignia Single Stations**	Signature Cable Motion	Signature Benches & Racks	Signature Plate Loaded	Synrgy360	Circuit Series	Optima Series	Fit Series	Hammer Select
Black	●	●	●	●	●	●	●	●	●
AM. Beauty Red	●	●	●	●	●	●	○	—	●
Azure	●	●	●	●	●	●	○	—	●
Black Carbon Fiber	†	†	†	†	†	—	—	—	†
Burgundy	●	●	●	●	●	●	○	—	●
Cranberry	●	●	●	●	●	●	○	—	●
Candy Apple Red	●	●	●	●	●	●	○	—	●
Chestnut	●	●	●	●	●	●	○	—	●
Concord	●	●	●	●	●	●	○	—	●
Crocus	●	●	●	●	●	●	○	—	●
Graphite	●	●	●	●	●	●	○	—	●
Dove Gray	●	●	●	●	●	●	○	—	●
Emerald	●	●	●	●	●	●	○	—	●
Grotto	●	●	●	●	●	●	○	—	●
Gun Metal	●	●	●	●	●	●	○	—	●
Hunter Green	●	●	●	●	●	●	○	—	●
Imperial Blue	●	●	●	●	●	●	○	—	●
Jade	●	●	●	●	●	●	○	—	●
Navy	●	●	●	●	●	●	○	—	●
Northwoods Green	●	●	●	●	●	●	○	—	●
Paprika	●	●	●	●	●	●	○	—	●
Plum	●	●	●	●	●	●	○	—	●
Royal Blue	●	●	●	●	●	●	○	—	●
Putty	●	●	●	●	●	●	○	—	●
Regimental Blue	●	●	●	●	●	●	○	—	●
Slate	●	●	●	●	●	●	○	—	●
Space Blue	●	●	●	●	●	●	○	—	●
Suede	●	●	●	●	●	●	○	—	●
Terra Cotta	●	●	●	●	●	●	○	—	●
Turquoise	●	●	●	●	●	●	○	—	●
Wheat	●	●	●	●	●	●	○	—	●
Custom	†	†	†	†	†	†	—	—	†

\*\* Insignia Single Stations available with single or double stitch upholstery.

Optional, Premium and Custom frame & upholstery are available for an additional charge



Life Fitness Drop Ship Product  
Commercial List Pricing

**INTEK**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>ROUND RUBBER DUMBBELL SETS</b>		
ROUND RUBBER DUMBBELL SET 5-50 X 5 (10 PAIRS @ 550 LBS)	INTEK-DBRPRSET-005-050	\$ 1,375
ROUND RUBBER DUMBBELL SET 5-75 X 5 (15 PAIRS @ 1,200 LBS)	INTEK-DBRPRSET-005-075	\$ 3,000
ROUND RUBBER DUMBBELL SET 55-100 X 5 (10 PAIRS @ 1,550 LBS)	INTEK-DBRPRSET-055-100	\$ 3,875
<b>ROUND RUBBER DUMBBELL PAIRS</b>		
5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-005	\$ 25
7.5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-007.5	\$ 38
10 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-010	\$ 50
12.5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-012.5	\$ 63
15 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-015	\$ 75
17.5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-017.5	\$ 88
20 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-020	\$ 100
22.5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-022.5	\$ 113
25 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-025	\$ 125
27.5 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-027.5	\$ 138
30 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-030	\$ 150
35 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-035	\$ 175
40 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-040	\$ 200
45 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-045	\$ 225
50 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-050	\$ 250
55 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-055	\$ 275
60 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-060	\$ 300
65 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-065	\$ 325
70 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-070	\$ 350
75 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-075	\$ 375
80L B ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-080	\$ 400
85 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-085	\$ 425
90 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-090	\$ 450
95 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-095	\$ 475
100 LB ROUND RUBBER DUMBBELL PAIR	INTEK-DBRPR-PR-100	\$ 500
<b>SOLID URETHANE DUMBBELL SETS</b>		
SOLID URETHANE DUMBBELL SET 5-50 X 5 (10 PAIRS @ 550 LBS)	INTEK-DBSUPSET005-050	\$ 3,798
SOLID URETHANE DUMBBELL SET 55-100 X 5 (10 PAIRS @ 1,550 LBS)	INTEK-DBSUPSET055-100	\$ 6,540
SOLID URETHANE DUMBBELL SET 105-150 X 5 (10 PAIRS @ 2,550 LBS)	INTEK-DBSUPSET105-150	\$ 9,955
<b>SOLID URETHANE DUMBBELL PAIRS</b>		
5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-005	\$ 120
7.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-007.5	\$ 151
10 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-010	\$ 212
12.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-012.5	\$ 227
15 LB SOLLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-015	\$ 286
17.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-017.5	\$ 290

20 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-020	\$	347
22.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-022.5	\$	373
25 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-025	\$	397
27.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-027.5	\$	420
30 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-030	\$	430
32.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-032.5	\$	447
35 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-035	\$	463
37.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-037.5	\$	477
40 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-040	\$	491
42.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-042.5	\$	504
45 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-045	\$	515
47.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-047.5	\$	527
50 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-050	\$	537
52.5 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-052.5	\$	547
55 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-055	\$	573
60 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-060	\$	589
65 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-065	\$	604
70 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-070	\$	617
75 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-075	\$	628
80 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-080	\$	639
85 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-085	\$	664
90 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-090	\$	703
95 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-095	\$	742
100 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-100	\$	781
105 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-105	\$	820
110 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-110	\$	859
115 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-115	\$	898
120 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-120	\$	937
125 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-125	\$	976
130 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-130	\$	1,015
135 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-135	\$	1,054
140 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-140	\$	1,093
145 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-145	\$	1,132
150 LB SOLID URETHANE DUMBBELL PAIR	INTEK-DBSUP-PR-150	\$	1,171
<b>RUBBER HEX DUMBBELLS</b>			
RUBBER CAST HEXAGON DUMBBELL SET 5-25 X 5 (5 PAIRS @ 150 LBS)	INTEK-RCHCRSET-005-025	\$	269
RUBBER CAST HEXAGON DUMBBELL SET 5-50 X 5 (10 PAIRS @ 550 LBS)	INTEK-RCHCRSET-005-050	\$	983
RUBBER CAST HEXAGON DUMBBELL SET 5-75 X 5 (15 PAIRS @ 1,200 LBS)	INTEK-RCHCRSET-005-075	\$	2,142
RUBBER CAST HEXAGON DUMBBELL SET 55-100 X 5 (10 PAIRS @ 1,550 LBS)	INTEK-RCHCRSET-055-100	\$	2,763
<b>BEAUTY BELL DUMBBELL SET</b>			
CHROME BEAUTY BELL SET (6 PAIRS @ 106 LBS)	INTEK-BBP-003-015	\$	392
<b>BEAUTY BELL DUMBBELL PAIRS</b>			
3 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-003	\$	30
5 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-005	\$	42
8 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-008	\$	57
10 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-010	\$	71
12 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-012	\$	85
15 LB CHROME BEAUTY BELL PAIR	INTEK-BBP-PR-015	\$	107
<b>ROUND RUBBER BARBELL</b>			
ROUND RUBBER BARBELL SET 20-110 X 10 (10 BARBELLS @ 650 LBS)	INTEK-BBRPRSET-020-110	\$	1,630
ROUND RUBBER CURL BAR SET 20-110 X 10 (10 CURL BARS @ 650 LBS)	INTEK-CBRPRSET-020-110	\$	1,650
<b>SOLID URETHANE BARBELL</b>			

SOLID URETHANE BARBELL SET 20-110 X 10 (10 BARBELLS @ 650 LBS)	INTEK-BBSUPSET020-110	\$ 3,740
SOLID URETHANE CURL BAR SET 20-110 X 10 (10 CURL BARS @ 650 LBS)	INTEK-CBSUPSET020-110	\$ 3,740
<b>STEEL PLATES</b>		
GRAY 2.5 LB STEEL OLYMPIC PLATE	INTEK-ITSP-002.5	\$ 5
GRAY 5 LB STEEL OLYMPIC PLATE	INTEK-ITSP-005	\$ 9
GRAY 10 LB STEEL OLYMPIC PLATE	INTEK-ITSP-010	\$ 18
GRAY 25 LB STEEL OLYMPIC PLATE	INTEK-ITSP-025	\$ 45
GRAY 35 LB STEEL OLYMPIC PLATE	INTEK-ITSP-035	\$ 63
GRAY 45 LB STEEL OLYMPIC PLATE	INTEK-ITSP-045	\$ 80
GRAY 100 LB STEEL OLYMPIC PLATE	INTEK-ITSP-100	\$ 178
<b>RUBBER PLATES</b>		
INTEK 2.5 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-002.5	\$ 5
INTEK 5 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-005	\$ 10
INTEK 10 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-010	\$ 21
INTEK 25 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-025	\$ 52
INTEK 35 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-035	\$ 73
INTEK 45 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-045	\$ 94
INTEK 100 LB RUBBER OLYMPIC PLATE	INTEK-ITRP-100	\$ 208
<b>URETHANE PLATES</b>		
2.5 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-002.5	\$ 8
5 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-005	\$ 15
10 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-010	\$ 30
25 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-025	\$ 75
35 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-035	\$ 105
45 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-045	\$ 135
100 LB URETHANE OLYMPIC PLATE	INTEK-ITUP-100	\$ 300
<b>BUMPER PLATES - BLACK</b>		
10 LB BLACK OLYMPIC TRAINING BUMPER	INTEK-IBBP-10	\$ 74
25 LB BLACK OLYMPIC TRAINING BUMPER	INTEK-IBBP-25	\$ 125
35 LB BLACK OLYMPIC TRAINING BUMPER	INTEK-IBBP-35	\$ 161
45 LB BLACK OLYMPIC TRAINING BUMPER	INTEK-IBBP-45	\$ 207
55 LB BLACK OLYMPIC TRAINING BUMPER	INTEK-IBBP-55	\$ 282
<b>BUMPER PLATES - COLORS</b>		
10 LB GRAY OLYMPIC TRAINING BUMPER	INTEK-IBCP-10	\$ 86
25 LB GREEN OLYMPIC TRAINING BUMPER	INTEK-IBCP-25	\$ 131
35 LB YELLOW OLYMPIC TRAINING BUMPER	INTEK-IBCP-35	\$ 170
45 LB BLUE OLYMPIC TRAINING BUMPER	INTEK-IBCP-45	\$ 218
55 LB RED OLYMPIC TRAINING BUMPER	INTEK-IBCP-55	\$ 297
<b>TECHNIQUE PLATE</b>		
INTEK OLYMPIC TECHNIQUE PLATE - 10LB	INTEK-ITP-10	\$ 73
<b>OLYMPIC BARS AND COLLARS</b>		
7' HARD CHROME TRIPLE NEEDLE BEARING BAR	INTEK-TNB-HC	\$ 425
7' HARD CHROME POWER BAR, 1 1/4"	INTEK-OPB-HC	\$ 326
OLYMPIC BLACK OXIDE EZ CURL BAR	INTEK-SOEZ-BP	\$ 216
OLYMPIC HARD CHROME EZ CURL BAR	INTEK-SOEZ-CP	\$ 260
SPRING COLLAR - PAIR	INTEK-IC-1	\$ 9

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Delavan, WI



**Life Fitness Drop Ship Product**  
**Commercial List Pricing**

**IRON GRIP**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>SOLID STEEL DUMBBELL - SETS</b>		
STEEL DUMBBELL STRAIGHT SET 5-50LB	IRNG-SDB-S-005-050	\$3,640
STEEL DUMBBELL STRAIGHT SET 55-100LB	IRNG-SDB-S-055-100	\$6,920
STEEL DUMBBELL STRAIGHT SET 105-125LB	IRNG-SDB-S-105-125	\$4,620
STEEL DUMBBELL STRAIGHT SET 105-150LB	IRNG-SDB-S-105-150	\$9,950
<b>SOLID STEEL DUMBBELLS - PAIRS</b>		
STEEL DUMBBELL STRAIGHT 5LB - PAIR	IRNG-SDB-S-005	\$196
STEEL DUMBBELL STRAIGHT 7.5LB - PAIR	IRNG-SDB-S-007.5	\$222
STEEL DUMBBELL STRAIGHT 10LB - PAIR	IRNG-SDB-S-010	\$248
STEEL DUMBBELL STRAIGHT 12.5LB - PAIR	IRNG-SDB-S-012.5	\$265
STEEL DUMBBELL STRAIGHT 15LB - PAIR	IRNG-SDB-S-015	\$282
STEEL DUMBBELL STRAIGHT 17.5LB - PAIR	IRNG-SDB-S-017.5	\$299
STEEL DUMBBELL STRAIGHT 20LB - PAIR	IRNG-SDB-S-020	\$316
STEEL DUMBBELL STRAIGHT 22.5LB - PAIR	IRNG-SDB-S-022.5	\$333
STEEL DUMBBELL STRAIGHT 25LB - PAIR	IRNG-SDB-S-025	\$350
STEEL DUMBBELL STRAIGHT 27.5LB - PAIR	IRNG-SDB-S-027.5	\$367
STEEL DUMBBELL STRAIGHT 30LB - PAIR	IRNG-SDB-S-030	\$384
STEEL DUMBBELL STRAIGHT 32.5LB - PAIR	IRNG-SDB-S-032.5	\$401
STEEL DUMBBELL STRAIGHT 35LB - PAIR	IRNG-SDB-S-035	\$418
STEEL DUMBBELL STRAIGHT 37.5LB - PAIR	IRNG-SDB-S-037.5	\$435
STEEL DUMBBELL STRAIGHT 40LB - PAIR	IRNG-SDB-S-040	\$452
STEEL DUMBBELL STRAIGHT 42.5LB - PAIR	IRNG-SDB-S-042.5	\$467
STEEL DUMBBELL STRAIGHT 45LB - PAIR	IRNG-SDB-S-045	\$482
STEEL DUMBBELL STRAIGHT 47.5LB - PAIR	IRNG-SDB-S-047.5	\$497
STEEL DUMBBELL STRAIGHT 50LB - PAIR	IRNG-SDB-S-050	\$512
STEEL DUMBBELL STRAIGHT 52.5LB - PAIR	IRNG-SDB-S-052.5	\$534
STEEL DUMBBELL STRAIGHT 55LB - PAIR	IRNG-SDB-S-055	\$556
STEEL DUMBBELL STRAIGHT 60LB - PAIR	IRNG-SDB-S-060	\$586
STEEL DUMBBELL STRAIGHT 65LB - PAIR	IRNG-SDB-S-065	\$616
STEEL DUMBBELL STRAIGHT 70LB - PAIR	IRNG-SDB-S-070	\$646
STEEL DUMBBELL STRAIGHT 75LB - PAIR	IRNG-SDB-S-075	\$676
STEEL DUMBBELL STRAIGHT 80LB - PAIR	IRNG-SDB-S-080	\$708
STEEL DUMBBELL STRAIGHT 85LB - PAIR	IRNG-SDB-S-085	\$738
STEEL DUMBBELL STRAIGHT 90LB - PAIR	IRNG-SDB-S-090	\$768
STEEL DUMBBELL STRAIGHT 95LB - PAIR	IRNG-SDB-S-095	\$798
STEEL DUMBBELL STRAIGHT 100LB - PAIR	IRNG-SDB-S-100	\$828
STEEL DUMBBELL STRAIGHT 105LB - PAIR	IRNG-SDB-S-105	\$864
STEEL DUMBBELL STRAIGHT 110LB - PAIR	IRNG-SDB-S-110	\$894
STEEL DUMBBELL STRAIGHT 115LB - PAIR	IRNG-SDB-S-115	\$924
STEEL DUMBBELL STRAIGHT 120LB - PAIR	IRNG-SDB-S-120	\$954

STEEL DUMBBELL STRAIGHT 125LB - PAIR	IRNG-SDB-S-125	\$984
STEEL DUMBBELL STRAIGHT 130LB - PAIR	IRNG-SDB-S-130	\$1,014
STEEL DUMBBELL STRAIGHT 135LB - PAIR	IRNG-SDB-S-135	\$1,034
STEEL DUMBBELL STRAIGHT 140LB - PAIR	IRNG-SDB-S-140	\$1,064
STEEL DUMBBELL STRAIGHT 145LB - PAIR	IRNG-SDB-S-145	\$1,094
STEEL DUMBBELL STRAIGHT 150LB - PAIR	IRNG-SDB-S-150	\$1,124
<b>SOLID URETHANE DUMBBELLS - SETS</b>		
URETHANE DB-STRAIGHT 5-50LB SET	IRNG-UDB-S-5-50	\$3,640
URETHANE DB-STRAIGHT 55-100LB SET	IRNG-UDB-S-55-100	\$6,920
URETHANE DB-STRAIGHT 105-125LB SET	IRNG-UDB-S-105-125	\$4,620
URETHANE DB-STRAIGHT 105-150LB SET	IRNG-UDB-S-105-150	\$9,950
<b>SOLID URETHANE DUMBBELLS - PAIRS</b>		
URETHANE DB-STRAIGHT 5LB - PAIR	IRNG-UDB-S-5	\$196
URETHANE DB-STRAIGHT 7.5LB - PAIR	IRNG-UDB-S-7.5	\$222
URETHANE DB-STRAIGHT 10LB - PAIR	IRNG-UDB-S-10	\$248
URETHANE DB-STRAIGHT 12.5LB - PAIR	IRNG-UDB-S-12.5	\$265
URETHANE DB-STRAIGHT 15LB - PAIR	IRNG-UDB-S-15	\$282
URETHANE DB-STRAIGHT 17.5LB - PAIR	IRNG-UDB-S-17.5	\$299
URETHANE DB-STRAIGHT 20LB - PAIR	IRNG-UDB-S-20	\$316
URETHANE DB-STRAIGHT 22.5LB - PAIR	IRNG-UDB-S-22.5	\$333
URETHANE DB-STRAIGHT 25LB - PAIR	IRNG-UDB-S-25	\$350
URETHANE DB-STRAIGHT 27.5LB - PAIR	IRNG-UDB-S-27.5	\$367
URETHANE DB-STRAIGHT 30LB - PAIR	IRNG-UDB-S-30	\$384
URETHANE DB-STRAIGHT 32.5LB - PAIR	IRNG-UDB-S-32.5	\$401
URETHANE DB-STRAIGHT 35LB - PAIR	IRNG-UDB-S-35	\$418
URETHANE DB-STRAIGHT 37.5LB - PAIR	IRNG-UDB-S-37.5	\$435
URETHANE DB-STRAIGHT 40LB - PAIR	IRNG-UDB-S-40	\$452
URETHANE DB-STRAIGHT 42.5LB - PAIR	IRNG-UDB-S-42.5	\$467
URETHANE DB-STRAIGHT 45LB - PAIR	IRNG-UDB-S-45	\$482
URETHANE DB-STRAIGHT 47.5LB - PAIR	IRNG-UDB-S-47.5	\$497
URETHANE DB-STRAIGHT 50LB - PAIR	IRNG-UDB-S-50	\$512
URETHANE DB-STRAIGHT 52.5LB - PAIR	IRNG-UDB-S-52.5	\$534
URETHANE DB-STRAIGHT 55LB - PAIR	IRNG-UDB-S-55	\$556
URETHANE DB-STRAIGHT 60LB - PAIR	IRNG-UDB-S-60	\$586
URETHANE DB-STRAIGHT 65LB - PAIR	IRNG-UDB-S-65	\$616
URETHANE DB-STRAIGHT 70LB - PAIR	IRNG-UDB-S-70	\$646
URETHANE DB-STRAIGHT 75LB - PAIR	IRNG-UDB-S-75	\$676
URETHANE DB-STRAIGHT 80LB - PAIR	IRNG-UDB-S-80	\$708
URETHANE DB-STRAIGHT 85LB - PAIR	IRNG-UDB-S-85	\$738
URETHANE DB-STRAIGHT 90LB - PAIR	IRNG-UDB-S-90	\$768
URETHANE DB-STRAIGHT 95LB - PAIR	IRNG-UDB-S-95	\$798
URETHANE DB-STRAIGHT 100LB - PAIR	IRNG-UDB-S-100	\$828
URETHANE DB-STRAIGHT 105LB - PAIR	IRNG-UDB-S-105	\$864
URETHANE DB-STRAIGHT 110LB - PAIR	IRNG-UDB-S-110	\$894
URETHANE DB-STRAIGHT 115LB - PAIR	IRNG-UDB-S-115	\$924
URETHANE DB-STRAIGHT 120LB - PAIR	IRNG-UDB-S-120	\$954
URETHANE DB-STRAIGHT 125LB - PAIR	IRNG-UDB-S-125	\$984
URETHANE DB-STRAIGHT 130LB - PAIR	IRNG-UDB-S-130	\$1,014
URETHANE DB-STRAIGHT 135LB - PAIR	IRNG-UDB-S-135	\$1,034
URETHANE DB-STRAIGHT 140LB - PAIR	IRNG-UDB-S-140	\$1,064
URETHANE DB-STRAIGHT 145LB - PAIR	IRNG-UDB-S-145	\$1,094
URETHANE DB-STRAIGHT 150LB - PAIR	IRNG-UDB-S-150	\$1,124



<b>PRO STEEL BARBELLS</b>		
IRON GRIP SOLID STEEL STRAIGHT BARBELL SET 20-110	IRNG-BB-S-20-110	\$3,960
IRON GRIP SOLID STEEL CURL BARBELL SET 20-110	IRNG-BB-EZ-20-110	\$3,960
<b>PRO URETHANE BARBELLS</b>		
IRON GRIP SOLID URETHANE STRAIGHT BARBEL SET 20-110U	IRNG-BB-S-20-110U	\$3,960
IRON GRIP SOLID URETHANE CURL BARBELL SET 20-110U	IRNG-BB-EZ-20-110U	\$3,960
<b>IRON PLATES</b>		
IRON GRIP 2.5# IRON OLY PLATE	IRNG-OP-2-1/2I	\$4
IRON GRIP 5# IRON OLY PLATE	IRNG-OP-5I	\$9
IRON GRIP 10# IRON OLY PLATE	IRNG-OP-10I	\$18
IRON GRIP 25# IRON OLY PLATE	IRNG-OP-25I	\$44
IRON GRIP 35# IRON OLY PLATE	IRNG-OP-35I	\$61
IRON GRIP 45# IRON OLY PLATE	IRNG-OP-45I	\$79
IRON GRIP 100# IRON OLY PLATE	IRNG-OP-100I	\$175
<b>URETHANE PLATES</b>		
IRON GRIP 2.5# URETH OLYPLATE	IRNG-OP-2-1/2U	\$8
IRON GRIP 5# URETH OLY PLATE	IRNG-OP-5U	\$15
IRON GRIP 10# URETH OLY PLATE	IRNG-OP-10U	\$31
IRON GRIP 25# URETH OLY PLATE	IRNG-OP-25U	\$77
IRON GRIP 35# URETH OLY PLATE	IRNG-OP-35U	\$107
IRON GRIP 45# URETH OLY PLATE	IRNG-OP-45U	\$138
<b>NOTE: 100# PLATES NOT AVAILABLE IN URETHANE</b>		
<b>OLYMPIC BARS AND COLLARS</b>		
IRON GRIP 7 FT OLYMPIC BAR - CHROME	IRNG-OB-7	\$468.00
IRON GRIP 5 FT OLYMPIC BAR - CHROME	IRNG-OB-5	\$338.00
IRON GRIP EZ CURL BAR - CHROME	IRNG-OB-EZ	\$338.00
IRON GRIP 7FT COMP NEEDLE BEARING BAR	IRNG-OB-7C	\$695.00
BULLDOG OLYMPIC COLLARS	IGBULLDOG	\$50.00
IRON GRIP MUSCLE CLAMP COLLARS (PAIR)	IRNG-MCC	\$35.00
LOCK-JAW OLYMPIC COLLARS (BLACK)	IRNG-OBC-LJ-B	\$35.00
LOCK-JAW OLYMPIC COLLARS (RED)	IRNG-OBC-LJ-R	\$35.00
LOCK-JAW ELITE COLLARS (CROSSFIT & COMPETITION USE)	IRNG-OBC-LJE	\$50.00
<b>IRON GRIP GROUP STRENGTH</b>		
Group Strength 20-Barbell Pre-Pack with Rack*	IRNG-GS-SET-RACK	\$3,930.00
Group Strength Single Barbell Set**	IRNG-GS-SET-LJC	\$138.00
Group Strength Collars	IRNG-GS-LJC	\$20.00
Group Strength Bars	IRNG-GS-BARS	\$28.00
Group Strength Plate Set	IRNG-GS-UPS	\$90.00
Group Strength Rack Locking Set	IRNG-GS-LOCK-SET	\$25.00

\*Pre-pack consists of 20 Barbell Sets, Rack, & Rack Locking Set

\*\*Single barbell set consists of two 10-lb., two 5-lb., two 2.5-lb. plates, bar, and pair of collars

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Products listed above ship from Delavan, WI



**Life Fitness Drop Ship Product**  
**Commercial List Pricing**

**IRON GRIP - IGX**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>PRO RUBBER DUMBBELL - SETS</b>		
IGX RUBBER DB-STRAIGHT SET 5-50LB	IRNG-IGX-RDB-005-050	\$2,070
IGX RUBBER DB-STRAIGHT SET 55-100LB	IRNG-IGX-RDB-055-100	\$3,904
IGX RUBBER DB-STRAIGHT SET 105-125LB	IRNG-IGX-RDB-105-125	\$2,626
<b>PRO RUBBER DUMBBELL - PAIRS</b>		
IGX RUBBER DB-STRAIGHT 5LB - PAIR	IRNG-IGX-RDB-005	\$118
IGX RUBBER DB-STRAIGHT 10LB - PAIR	IRNG-IGX-RDB-010	\$142
IGX RUBBER DB-STRAIGHT 15LB - PAIR	IRNG-IGX-RDB-015	\$156
IGX RUBBER DB-STRAIGHT 20LB - PAIR	IRNG-IGX-RDB-020	\$172
IGX RUBBER DB-STRAIGHT 25LB - PAIR	IRNG-IGX-RDB-025	\$190
IGX RUBBER DB-STRAIGHT 30LB - PAIR	IRNG-IGX-RDB-030	\$220
IGX RUBBER DB-STRAIGHT 35LB - PAIR	IRNG-IGX-RDB-035	\$238
IGX RUBBER DB-STRAIGHT 40LB - PAIR	IRNG-IGX-RDB-040	\$258
IGX RUBBER DB-STRAIGHT 45LB - PAIR	IRNG-IGX-RDB-045	\$274
IGX RUBBER DB-STRAIGHT 50LB - PAIR	IRNG-IGX-RDB-050	\$302
IGX RUBBER DB-STRAIGHT 55LB - PAIR	IRNG-IGX-RDB-055	\$308
IGX RUBBER DB-STRAIGHT 60LB - PAIR	IRNG-IGX-RDB-060	\$314
IGX RUBBER DB-STRAIGHT 65LB - PAIR	IRNG-IGX-RDB-065	\$332
IGX RUBBER DB-STRAIGHT 70LB - PAIR	IRNG-IGX-RDB-070	\$362
IGX RUBBER DB-STRAIGHT 75LB - PAIR	IRNG-IGX-RDB-075	\$382
IGX RUBBER DB-STRAIGHT 80LB - PAIR	IRNG-IGX-RDB-080	\$400
IGX RUBBER DB-STRAIGHT 85LB - PAIR	IRNG-IGX-RDB-085	\$420
IGX RUBBER DB-STRAIGHT 90LB - PAIR	IRNG-IGX-RDB-090	\$442
IGX RUBBER DB-STRAIGHT 95LB - PAIR	IRNG-IGX-RDB-095	\$462
IGX RUBBER DB-STRAIGHT 100LB - PAIR	IRNG-IGX-RDB-100	\$482
IGX RUBBER DB-STRAIGHT 105LB - PAIR	IRNG-IGX-RDB-105	\$504
IGX RUBBER DB-STRAIGHT 110LB - PAIR	IRNG-IGX-RDB-110	\$512
IGX RUBBER DB-STRAIGHT 115LB - PAIR	IRNG-IGX-RDB-115	\$516
IGX RUBBER DB-STRAIGHT 120LB - PAIR	IRNG-IGX-RDB-120	\$536
IGX RUBBER DB-STRAIGHT 125LB - PAIR	IRNG-IGX-RDB-125	\$558
<b>IGX RUBBER BARBELL - SET</b>		
IGX RUBBER BARBELL-STRAIGHT HANDLE - SET 20-110 LB	IRNG-IGX-RBB-S-020-110	\$1,868
IGX RUBBER BB-EZ CURL- SET-020-110 LB	IRNG-IGX-RBB-EZ-020-110	\$1,868
<b>IGX RUBBER BARBELLS - INDIVIDUAL</b>		
IGX RUBBER BARBELL-STRAIGHT HANDLE - 20 LB	IRNG-IGX-RBB-S-020	\$98
IGX RUBBER BARBELL-STRAIGHT HANDLE - 30LB	IRNG-IGX-RBB-S-030	\$114
IGX RUBBER BARBELL-STRAIGHT HANDLE - 40 LB	IRNG-IGX-RBB-S-040	\$136
IGX RUBBER BARBELL-STRAIGHT HANDLE - 50 LB	IRNG-IGX-RBB-S-050	\$156
IGX RUBBER BARBELL-STRAIGHT HANDLE - 60 LB	IRNG-IGX-RBB-S-060	\$178
IGX RUBBER BARBELL-STRAIGHT HANDLE - 70 LB	IRNG-IGX-RBB-S-070	\$198
IGX RUBBER BARBELL-STRAIGHT HANDLE - 80 LB	IRNG-IGX-RBB-S-080	\$216
IGX RUBBER BARBELL-STRAIGHT HANDLE - 90 LB	IRNG-IGX-RBB-S-090	\$236
IGX RUBBER BARBELL-STRAIGHT HANDLE - 100 LB	IRNG-IGX-RBB-S-100	\$258
IGX RUBBER BARBELL-STRAIGHT HANDLE - 110 LB	IRNG-IGX-RBB-S-110	\$278
IGX RUBBER BB-EZ CURL - 20 LB	IRNG-IGX-RBB-EZ-020	\$98

IGX RUBBER BB-EZ CURL - 30 LB	IRNG-IGX-RBB-EZ-030	\$114
IGX RUBBER BB-EZ CURL - 40 LB	IRNG-IGX-RBB-EZ-040	\$136
IGX RUBBER BB-EZ CURL - 50 LB	IRNG-IGX-RBB-EZ-050	\$156
IGX RUBBER BB-EZ CURL - 60 LB	IRNG-IGX-RBB-EZ-060	\$178
IGX RUBBER BB-EZ CURL - 70 LB	IRNG-IGX-RBB-EZ-070	\$198
IGX RUBBER BB-EZ CURL - 80 LB	IRNG-IGX-RBB-EZ-080	\$216
IGX RUBBER BB-EZ CURL - 90 LB	IRNG-IGX-RBB-EZ-090	\$236
IGX RUBBER BB-EZ CURL - 100 LB	IRNG-IGX-RBB-EZ-100	\$258
IGX RUBBER BB-EZ CURL - 110 LB	IRNG-IGX-RBB-EZ-110	\$278
<b>RUBBER PLATES</b>		
IRON GRIP 2.5# IGX RUBBER	IRNG-XRP-02.5	\$5
IRON GRIP 5# IGX RUBBER	IRNG-XRP-005	\$10
IRON GRIP 10# IGX RUBBER	IRNG-XRP-010	\$20
IRON GRIP 25# IGX RUBBER	IRNG-XRP-025	\$50
IRON GRIP 35# IGX RUBBER	IRNG-XRP-035	\$69
IRON GRIP 45# IGX RUBBER	IRNG-XRP-045	\$89
<b>Chrome Beauty Bells</b>		
IGX CHROME BEAUTY BELL - 3LB	IRNG-IGXCHROME-3	\$21
IGX CHROME BEAUTY BELL - 5LB	IRNG-IGXCHROME-5	\$35
IGX CHROME BEAUTY BELL - 8LB	IRNG-IGXCHROME-8	\$56
IGX CHROME BEAUTY BELL - 10LB	IRNG-IGXCHROME-10	\$70
IGX CHROME BEAUTY BELL - 12LB	IRNG-IGXCHROME-12	\$84
IGX CHROME BEAUTY BELL - 15LB	IRNG-IGXCHROME-15	\$105

BE ADVISED THAT IRON GRIP HAS DISCONTINUED THE IGX URETHANE LINE

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Products listed above ship from Delavan, WI

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Products listed above ship from Delavan, WI



**Life Fitness Drop Ship Product**  
**Commercial List Pricing**

<b>TROY</b>		
PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>BLACK PLATES</b>		
TROY PRO STYLE STEEL BLACK PLATE 5-50 STRAIGHT	TROY-PFD-5-50R	\$2,390
TROY PRO STYLE STEEL BLACK PLATE 55-100 STRAIGHT	TROY-PFD-55-100R	\$3,490
TROY PRO STYLE STEEL BLACK PLATE 5-50 CONTOURED	TROY-PFDC-5-50R	\$2,600
TROY PRO STYLE STEEL BLACK PLATE 55-100 CONTOURED	TROY-PFDC-55-100R	\$3,798
<b>GRAY PLATES</b>		
TROY PRO STYLE STEEL GRAY PLATE 5-50 STRAIGHT	TROY-HFD-5-50R	\$2,500
TROY PRO STYLE STEEL GRAY PLATE 55-100 STRAIGHT	TROY-HFD-55-100R	\$3,900
TROY PRO STYLE STEEL GRAY PLATE 5-50 CONTOURED	TROY-HFDC-5-50R	\$2,700
TROY PRO STYLE STEEL GRAY PLATE 55-100 CONTOURED	TROY-HFDC-55-100R	\$3,900
<b>PRO STYLE RUBBER DUMBBELLS</b>		
TROY PRO STYLE RUBBER PLATE 5-50 STRAIGHT	TROY-RUFD-5-50	\$2,790
TROY PRO STYLE RUBBER PLATE 55-100 STRAIGHT	TROY-RUFD-55-100	\$4,580
TROY PRO STYLE RUBBER PLATE 5-50 CONTOURED	TROY-RUFDC-5-50	\$2,900
TROY PRO STYLE RUBBER PLATE 55-100 CONTOURED	TROY-RUFDC-55-100	\$4,660
<b>12 SIDED URETHANE DUMBBELLS</b>		
TROY 12 SIDED URETHANE ENCASED DUMBBELL 5-50LB	TROY-TSD-5-50U	\$3,950
TROY 12 SIDED URETHANE ENCASED DUMBBELL 55-75LB	TROY-TSDR-55-75U	\$3,250
TROY 12 SIDED URETHANE ENCASED DUMBBELL 80-100LB	TROY-TSDR-80-100U	\$4,500
TROY 12 SIDED URETHANE ENCASED DUMBBELL 105-125LB	TROY-TSDR-105-125U	\$5,740
<b>12 SIDED RUBBER DUMBBELLS</b>		
TROY 12 SIDED RUBBER ENCASED DUMBBELL 5-50LB	TROY-TSDR-5-50	\$1,562
TROY 12 SIDED RUBBER ENCASED DUMBBELL 55-100LB	TROY-TSDR-55-100	\$4,402
TROY 12 SIDED RUBBER ENCASED DUMBBELL 3-8-12	TROY-TSDR-3-8-12	\$131
<b>VTX PRO SERIES DUMBBELLS</b>		
<b>12 SIDED SOLID DUMBBELLS</b>		
TROY 12 SIDED SOLID GRAY DUMBBELL 5-50	TROY-SD-5-50V	\$935
TROY 12 SIDED SOLID GRAY DUMBBELL 55-100	TROY-SD-55-100V	\$2,635
<b>8 SIDED RUBBER DUMBBELLS</b>		
TROY 8 SIDED RUBBER ENCASED DUMBBELL 5-50	TROY-SD-5-50R	\$1,166
TROY 8 SIDED RUBBER ENCASED DUMBBELL 55-100	TROY-SD-55-100R	\$3,286
<b>6 SIDED SOLID DUMBBELLS</b>		
TROY 6 SIDED SOLID GRAY DUMBBELL 5-50	TROY-IDH-5-50	\$759
TROY 6 SIDED SOLID GRAY DUMBBELL 55-100	TROY-IDH-55-100	\$2,139
<b>NEOPRENE DUMBBELLS</b>		
TROY NEOPRENE DUMBBELLS 1-2-3-4-5-6-7-8-9-10-12 (no 11 lb dumbbell)	TROY-GTD-1-12	\$236
<b>AEROBIC PAC</b>		
TROY AEROBIC PAC W/43PRS NEOPRENE DUMBBELLS	TROY-MDR-NPAC	\$1,054
TROY AEROBIC PAC W/43PRS VINYL DUMBBELLS	TROY-MDR-VPAC	\$1,112
TROY AEROBIC PAC LOCKABLE RACK	TROY-MDR	\$370
TROY AEROBIC PAC CASTERS FOR MDR RACK	TROY-MDR-CASTERS	\$78
<b>BARBELLS AND CURL BARS</b>		
<b>PRO STYLE STRAIGHT</b>		

TROY PRO STYLE BLACK PLATE BARBELL SET 20-110	TROY-PFB-20-110R	\$2,250
TROY PRO STYLE GRAY PLATE BARBELL SET 20-110	TROY-HFB-20-110R	\$2,300
<b>PRO STYLE CURL</b>		
TROY PRO STYLE BLACK PLATE CURL BAR SET 20-110	TROY-PZB-20-110R	\$2,250
TROY PRO STYLE GRAY PLATE CURL BAR SET 20-110	TROY-HZB-20-110R	\$2,300
<b>PRO STYLE FIXED</b>		
TROY PRO STYLE RUBBER PLATE FIXED BB SET 20-110	TROY-RUFB-20-110R	\$2,750
TROY PRO STYLE RUBR PLAT FIXED CURL BAR SET 20-110	TROY-RUFC-20-110R	\$2,750
<b>OLYMPIC PLATES</b>		
<b>INTERNATIONAL PLATES</b>		
<b>URETHANE PLATES</b>		
TROY 2.5LB URETHANE INTERNATIONAL PLATE	TROY-GO-002.5U	\$17
TROY 5LB URETHANE INTERNATIONAL PLATE	TROY-GO-005U	\$23
TROY 10LB URETHANE INTERNATIONAL PLATE	TROY-GO-010U	\$36
TROY 25LB URETHANE INTERNATIONAL PLATE	TROY-GO-025U	\$90
TROY 35LB URETHANE INTERNATIONAL PLATE	TROY-GO-035U	\$125
TROY 45LB URETHANE INTERNATIONAL PLATE	TROY-GO-045U	\$161
<b>RUBBER PLATES</b>		
TROY 2.5LB RUBBER INTERNATIONAL PLATE	TROY-GO-002.5R	\$6
TROY 5LB RUBBER INTERNATIONAL PLATE	TROY-GO-005R	\$13
TROY 10LB RUBBER INTERNATIONAL PLATE	TROY-GO-010R	\$26
TROY 25LB RUBBER INTERNATIONAL PLATE	TROY-GO-025R	\$65
TROY 35LB RUBBER INTERNATIONAL PLATE	TROY-GO-035R	\$90
TROY 45LB RUBBER INTERNATIONAL PLATE	TROY-GO-045R	\$116
<b>STEEL PLATES</b>		
TROY 2.5LB STEEL INTERNATIONAL PLATE	TROY-GO-002.5	\$5
TROY 5LB STEEL INTERNATIONAL PLATE	TROY-GO-005	\$10
TROY 10LB STEEL INTERNATIONAL PLATE	TROY-GO-010	\$19
TROY 25LB STEEL INTERNATIONAL PLATE	TROY-GO-025	\$48
TROY 35LB STEEL INTERNATIONAL PLATE	TROY-GO-035	\$67
TROY 45LB STEEL INTERNATIONAL PLATE	TROY-GO-045	\$86
<b>VTX PLATES</b>		
<b>RUBBER PLATES</b>		
TROY 2.5LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-002.5VR	\$5
TROY 5LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-005VR	\$11
TROY 10LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-010VR	\$22
TROY 25LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-025VR	\$55
TROY 35LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-035VR	\$76
TROY 45LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-045VR	\$98
TROY 100LB RUBBER VTX PLATE 3 HOLE GRIP	TROY-GO-100VR	\$218
<b>PRODUCT DESCRIPTION</b>		
<b>MODEL NUMBER</b>		<b>MSRP PRICE</b>
<b>STEEL PLATES</b>		
TROY 2.5LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-002.5V	\$4
TROY 5LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-005V	\$8
TROY 10LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-010V	\$17
TROY 25LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-025V	\$42
TROY 35LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-035V	\$58
TROY 45LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-045V	\$75
TROY 100LB STEEL VTX PLATE 3 HOLE GRIP	TROY-GO-100V	\$166
<b>WEIGHT SETS</b>		
TROY 300LB RUBBER ENCASED PLATES W/BAR & COLLARS	TROY-GOSS-300VR	\$658
TROY 300LB STEEL PLATES W/BAR & COLLARS	TROY-GOSS-300V	\$466
<b>RUBBER BUMPER PLATES</b>		
TROYRUBBER INTERLOCKING BUMPER PLATE 10LB	TROY-BO-010SBP	\$38

TROYRUBBER INTERLOCKING BUMPER PLATE 25LB	TROY-BO-025SBP	\$55
TROYRUBBER INTERLOCKING BUMPER PLATE 35LB	TROY-BO-035SBP	\$77
TROYRUBBER INTERLOCKING BUMPER PLATE 45LB	TROY-BO-045SBP	\$99
<b>MEDICINE BALLS / KETTLEBELLS</b>		
<b>MEDICINE BALLS</b>		
TROY 4 LB MEDICINE BALL - ORANGE	TROY-GMB-004	\$31
TROY 6 LB MEDICINE BALL - ROYAL BLUE	TROY-GMB-006	\$35
TROY 8 LB MEDICINE BALL - FOREST GREEN	TROY-GMB-008	\$40
TROY 10 LB MEDICINE BALL - VIOLET	TROY-GMB-010	\$44
TROY 12 LB MEDICINE BALL - GRAY	TROY-GMB-012	\$48
<b>KETTLEBELLS</b>		
TROY 20LB KETTLEBELL CAST IRON	TROY-KB-020	\$37
TROY 30LB KETTLEBELL CAST IRON	TROY-KB-030	\$55
TROY 40LB KETTLEBELL CAST IRON	TROY-KB-040	\$74
TROY 50LB KETTLEBELL CAST IRON	TROY-KB-050	\$92
TROY 60LB KETTLEBELL CAST IRON	TROY-KB-060	\$110
TROY 70LB KETTLEBELL CAST IRON	TROY-KB-070	\$129
TROY 80LB KETTLEBELL CAST IRON	TROY-KB-080	\$147
TROY KETTLEBELL RACK	TROY-KBR-14	\$270
<b>OLYMPIC BARS AND COLLARS</b>		
<b>CURL BAR</b>		
TROY INTERNATIONAL EZ CURL BAR - CHROME	TROY-TOZ-47	\$136
TROY INTERNATIONAL EZ CURL BAR - BLACK	TROY-TOZ-47B	\$136
<b>OLYMPIC BAR</b>		
TROY "TEXAS POWERBAR" 7"	TROY-AOB2000B	\$464
TROY INTERNATIONAL 7 FT OLYMPIC BAR 1500LB BLACK	TROY-AOB1500B	\$304
TROY INTERNATIONAL 7 FT OLYMPIC BAR 1200LB BLACK	TROY-AOB1200B	\$280
<b>COLLARS</b>		
TROY 2 IN SPRING COLLAR	TROY-TOCZ-1/2G	\$12
<b>ACCESSORIES</b>		
TROY TRICEP ROPE	TROY-ATR-36	\$40
TROY 28I N ECONOMY MULTI PURPOSE BAR W/SWIVEL	TROY-GCB-28S	\$41
TROY 48 IN LAT PULL DOWN BAR	TROY-GLB-46	\$50
TROY TRICEP PRESS DOWN BAR	TROY-GTVB	\$28
TROY 28 IN DELUXE MULTI PURPOSE BAR W/SWIVEL	TROY-TCB-28S	\$50
TROY 48 IN LAT PUL DOWN BAR WSWIVEL	TROY-TLB-48S	\$60
TROY 8MM SNAP LINK	TROY-TSL-8	\$4
TROY MULTI EXERCISE BAR	TROY-TXB	\$50
<b>RACKS</b>		
TROY HORIZONTAL 3 TIER DUMBBELL RACK 15PR	TROY-GTDR-3	\$648
TROY VERTICAL DUMBBELL RACK - 13 PAIRS	TROY-GVDR-13	\$340

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Delavan, WI



Life Fitness Drop Ship Product  
Commercial List Pricing

**PERFORM BETTER**

PRODUCT DESCRIPTION	MODEL NUMBER	MSRP PRICE
<b>PLYOBOXES</b>		
12" ECONOMY PLYO BOX	PRFMBTR-3571-BLACK	\$115
18" ECONOMY PLYO BOX	PRFMBTR-3572-BLACK	\$130
24" ECONOMY PLYO BOX	PRFMBTR-3573-BLACK	\$145
30" ECONOMY PLYO BOX	PRFMBTR-3574-BLACK	\$160
SET OF 4 ECONOMY PLYO BOXES	PRFMBTR-3575-BLACK	\$440
<b>UCS FOAM PLYOBOXES</b>		
PERFORM BETTER UCS G2 FOAM PLYOBOXES SET OF 3 BLUE	PRFMBTR-5623	\$1,495
PERFORM BETTER UCS G2 FOAM PLYOBOXES SET OF 5 LBUE	PRFMBTR-5622	\$1,795
<b>TECH BOXES</b>		
PERFORM BETTER YORK TECH BOX 3X24X24	PRFMBTR-2452	\$179.00
PERFORM BETTER YORK TECH BOX 6X24X24	PRFMBTR-2453	\$199.00
PERFORM BETTER YORK TECH BOX 12X24X24	PRFMBTR-2454	\$219.00
PERFORM BETTER YORK TECH BOX 5X24X24 TECH TOP	PRFMBTR-2455	\$190.00
<b>VERTIMAX</b>		
PERFORM BETTER VERTIMAX V4 ELITE	PRFMBTR-2822	\$2,195.00
PERFORM BETTER VERTIMAX V6 ELITE	PRFMBTR-2824	\$2,495.00
PERFORM BETTER VERTIMAX V8 ELITE	PRFMBTR-2828	\$3,295.00
<b>BANDS</b>		
PERFORM BETTER SUPERBAND 1/2 IN WIDE	PRFMBTR-6535	\$11.95
PERFORM BETTER SUPERBAND 1 IN WIDE	PRFMBTR-6536	\$19.95
PERFORM BETTER SUPERBAND 1 3/4 IN WIDE	PRFMBTR-6537	\$28.95
PERFORM BETTER SUPERBAND 2 1/2 IN WIDE	PRFMBTR-6538	\$38.95
<b>BUMPER PLATES</b>		
PB EXTREME COLOURED BUMPER PLATES 55LB PAIR	PRFMBTR-3907-55	\$400
PB EXTREME COLOURED BUMPER PLATES 45LB PAIR	PRFMBTR-3907-45	\$340
PB EXTREME COLOURED BUMPER PLATES 35LB PAIR	PRFMBTR-3907-35	\$290
PB EXTREME COLOURED BUMPER PLATES 25LB PAIR	PRFMBTR-3907-25	\$230
PB EXTREME COLOURED BUMPER PLATES 10LB PAIR	PRFMBTR-3907-10	\$140
PB EXTREME CUSTOMER LOGO - PER PAIR - 4 LOGOS	PRFMBTR-3907-LOGO	\$40
PB EXTREME BLACK BUMPER PLATES 55LB PAIR	PRFMBTR-8907-55	\$390
PB EXTREME BLACK BUMPER PLATES 45LB PAIR	PRFMBTR-8907-45	\$330
PB EXTREME BLACK BUMPER PLATES 35LB PAIR	PRFMBTR-8907-35	\$280
PB EXTREME BLACK BUMPER PLATES 25LB PAIR	PRFMBTR-8907-25	\$220
PB EXTREME BLACK BUMPER PLATES 10LB PAIR	PRFMBTR-8907-10	\$140
PB EXTREME CUSTOMER LOGO - PER PAIR - 4 LOGOS	PRFMBTR-8907-LOGO	\$40
<b>ACCESSORIES</b>		
PERFORM BETTER GRIZZLEY WEIGHT BELT M	PRFMBTR-9632M	\$37.00
PERFORM BETTER GRIZZLEY WEIGHT BELT L	PRFMBTR-9632L	\$37.00
PERFORM BETTER GRIZZLEY WEIGHT BELT XL	PRFMBTR-9632SXL	\$37.00
PERFORM BETTER 1 LB GYM CHALK	PRRMBTR-2120	\$15.00
PERFORM BETTER CENTER LOKTUFF 4X4 INTERLOCKING 1/2" MAT	PRFMBTR-6077	\$55.00

PERFORM BETTER BOSU PRO BALANCE TRAINER	PRFMBTR-2587	\$159.00
PERFORM BETTER BALL STACKERS	PRFMBTR-3873P	\$24.95

Prices do not include shipping, inside delivery, installation, or applicable sales tax.

Prices are good only in the United States and Canada and are subject to change.

Products listed above ship from Delavan, WI



# INMOVEMENT PRODUCT OVERVIEW

Born from a Life Fitness heritage in biomechanics, InMovement products have been designed for today's workplace to help employees work effectively and productively. Offering a diverse product portfolio, InMovement provides a variety of solutions that meet the needs of any workplace.



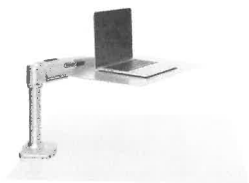
## INMOVEMENT TREADMILL DESK

The InMovement TreadMill Desk leverages 40 years of quality and biomechanics excellence from the industry-leaders at Life Fitness. Integrating simple movement into the workday increases productivity, boosts metabolism and encourages healthy behavior while preventing the risks of prolonged sitting.

Designed to complement the workplace in form and function, the InMovement TreadMill Desk is equipped with a silent motor and speeds that are optimal for walking while working.

## ELEVATE DESKTOP™ SERIES

Adjustable-height desks are ideal for business professionals looking to improve their health and reduce prolonged sitting during the workday. With five desktop solutions, each product offers a simple sit-to-stand solution that requires little to no setup time.



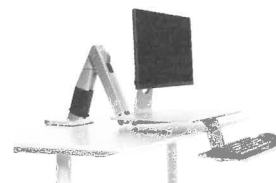
**Elevate DeskTop™ DT1**  
Designed specifically for laptop users



**Elevate DeskTop™ DT2**  
Generous work surface for a fully functional workstation



**Elevate DeskTop™ DT3**  
Accommodates dual monitors



**Elevate DeskTop™ DT4**  
Integrated cable management system

## INTEGRATE™ LINE OF ACCESSORIES

Easy to use equipment and accessories that help incorporate movement into the workday. Small and portable, the Integrate™ accessories series can be used in any work space.



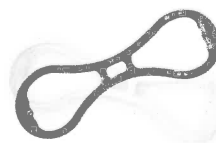
**Integrate Desk Pedals**  
Portable elliptical stepper



**Integrate Weighted Stress Hand Ball**  
Great for short breaks from typing



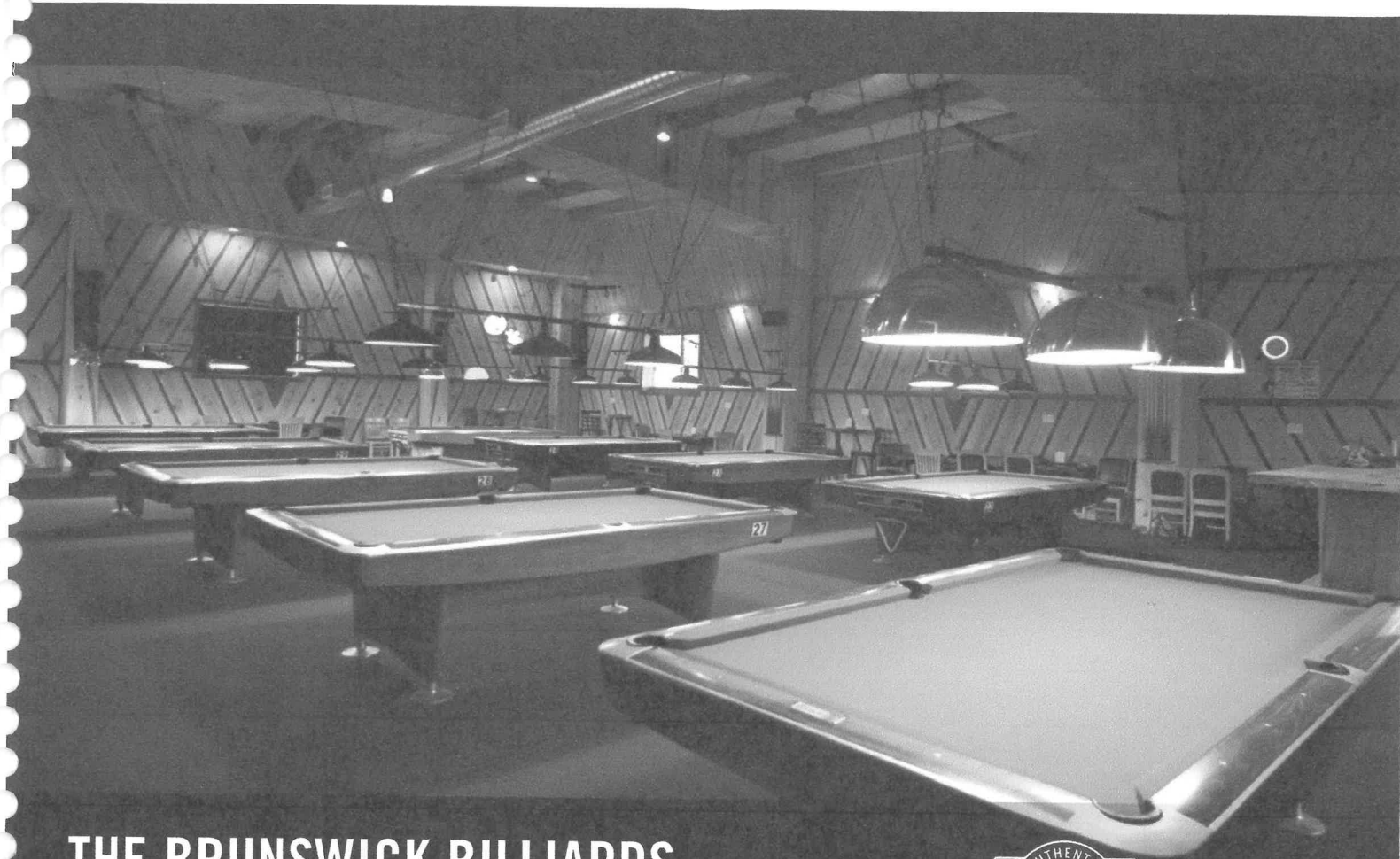
**Integrate Weighted Hand Ball**  
Offered in 2, 4, 6 and 8 lbs.



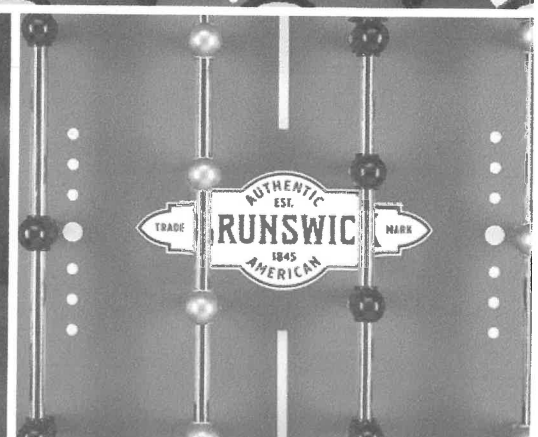
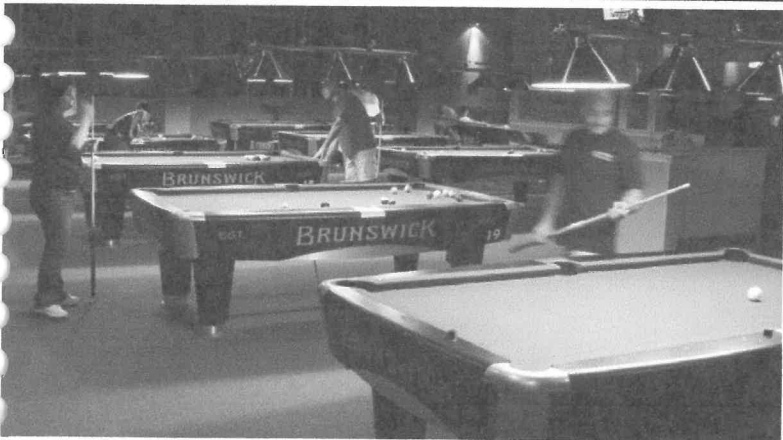
**Integrate Resistance Band**  
Designed for a variety of movements



**Integrate Anti-Fatigue Mat**  
Adds extra comfort while standing



## THE BRUNSWICK BILLIARDS COMMERCIAL COLLECTION





# THE PLAYER'S CHOICE

EXCELLENCE IS AN ATTITUDE... QUALITY IS A TRADITION



Whether you are a professional who requires the best equipment, or a social player looking for an entertaining and enjoyable evening, Brunswick will make sure you have all the equipment and accessories you need.

Since 1845 when John Moses Brunswick built his first billiards table, the company he founded has remained focused on distinctive design, superior craftsmanship, and uncompromising quality and performance. With the introduction of other serious game tables like shuffleboard, air hockey, foosball, and table tennis, Brunswick has all major table sports covered.

Become part of the legend. When you invest in Brunswick tables, you not only own the best playing tables in the world, you own part of the industry leading Brunswick Billiards heritage.

*Connecting Players through Superior Craftsmanship and Innovation Since 1845*



# BRUNSWICK

## A PREMIER FAMILY OF BRANDS

It only takes one word to explain why all Brunswick brands are a cut above the rest, quality. We design and build high quality lifestyle products that improve and add to the quality of life of our customers. Our industry-leading products are found on the water, in recreational centers, at fitness centers, and in homes in more than 130 countries around the globe. Brunswick Billiards is our cornerstone brand in this premier family of brands in the marine, fitness, and billiards industries.

*LifeFitness*

BOSTON  
**WHALER**

**HARRIS**

**HAMMER  
STRENGTH®**

 **MERCURY**

**BAYLINER®**  
SO WORTH IT!

 **CRESTLINER**

*SeaRyder*

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## BLACK WOLF™ II

Shown in Black



An affordable table that's naturally dramatic, sleek, and sophisticated. Durable plastic pocket corners hold up under the most intense play with either man-made leather, or optional genuine leather pockets. The pearlized, composite resin sites look amazing with the jet-black laminate rails, aprons, and legs. The rugged construction means the Black Wolf II is built for a lifetime of tournament play. Gully return available.

### SPECIFICATIONS

**TABLE SIZES:**  
7' and 8' available in Black

**FINISH OPTIONS:** Black

**POCKET OPTIONS:**  
Drop pocket or gully return

**LEG OPTION:** As shown

### FEATURES

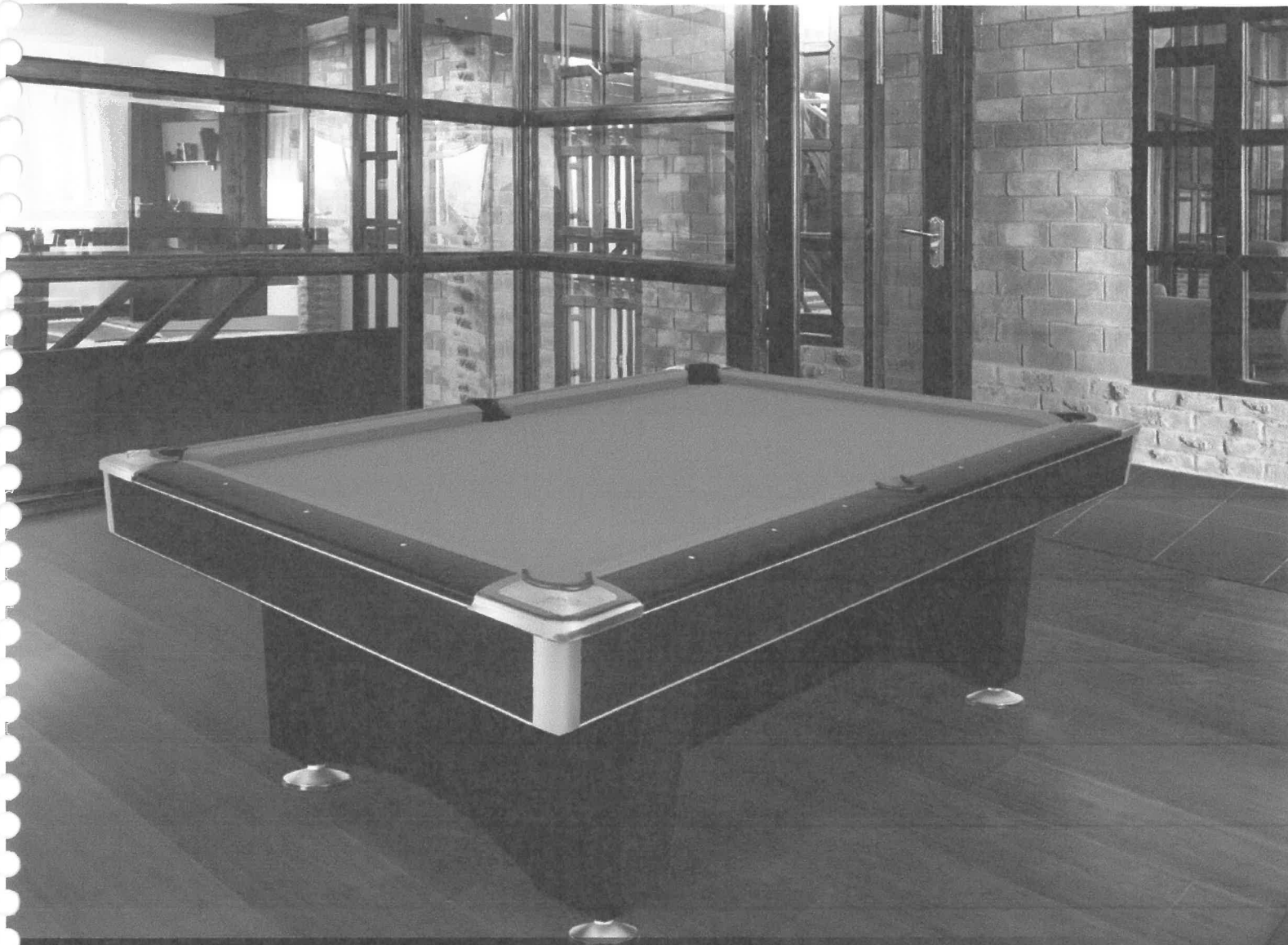


Gully return available

### CUE RACK



Contender® Floor Cue Rack  
in Matte Black



# CENTURION™

Shown in Matte Black



## Competition Style

The Centurion, a superb combination of streamlined styling and rigorous engineering standards, features attractive and sturdy pedestal-style legs, a leg stretcher, and foot levelers. Features include Brunswick's patented, industry leading SuperSpeed® cushion rubber, durable, solid wood construction throughout, real mother-of-pearl rail sights, high-performance nut plates for demanding, long-lasting play, and dovetail cross supports that utilize Old World construction methods for superior modern-day performance. The Centurion also utilizes genuine leather pockets for durable, tournament play.

## SPECIFICATIONS

### TABLE SIZES:

8' and 9' available in Matte Black  
9' available in Mahogany

### FINISH OPTIONS:



Matte Black

Mahogany

### POCKET OPTIONS:

Drop pocket or gully return

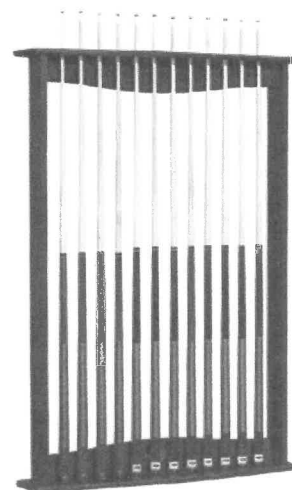
LEG OPTION: As shown

## FEATURES



Gully return available

## CUE RACK



Matching Gold Crown™ Wall Cue Rack in Matte Black holds 12 cues.



## METRO™



### Tournament Edition

Metro's contemporary design, durability, craftsmanship, and precision make it a great choice for a billiard club. Features longer rails and tighter pockets engineered to strict World Pool-Billiard Association specifications. The Metro Tournament Edition has unique, brushed aluminum accents and is built of premium solid wood with dovetail cross supports. It's also fitted with Brunswick's patented SuperSpeed® cushion rubber, cultivated mother-of-pearl rail sights, and long lasting genuine leather pockets. Table decals included. Gully return available.

### SPECIFICATIONS

**TABLE SIZE:** 9'

**FINISH OPTION:**



Black

**POCKET OPTIONS:**

Drop pocket or gully return

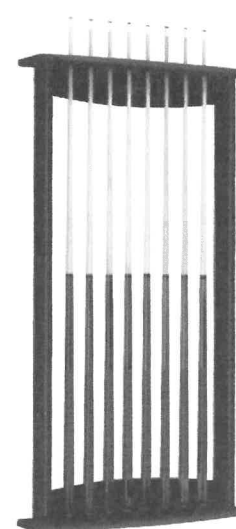
**LEG OPTION:** As shown

### FEATURES



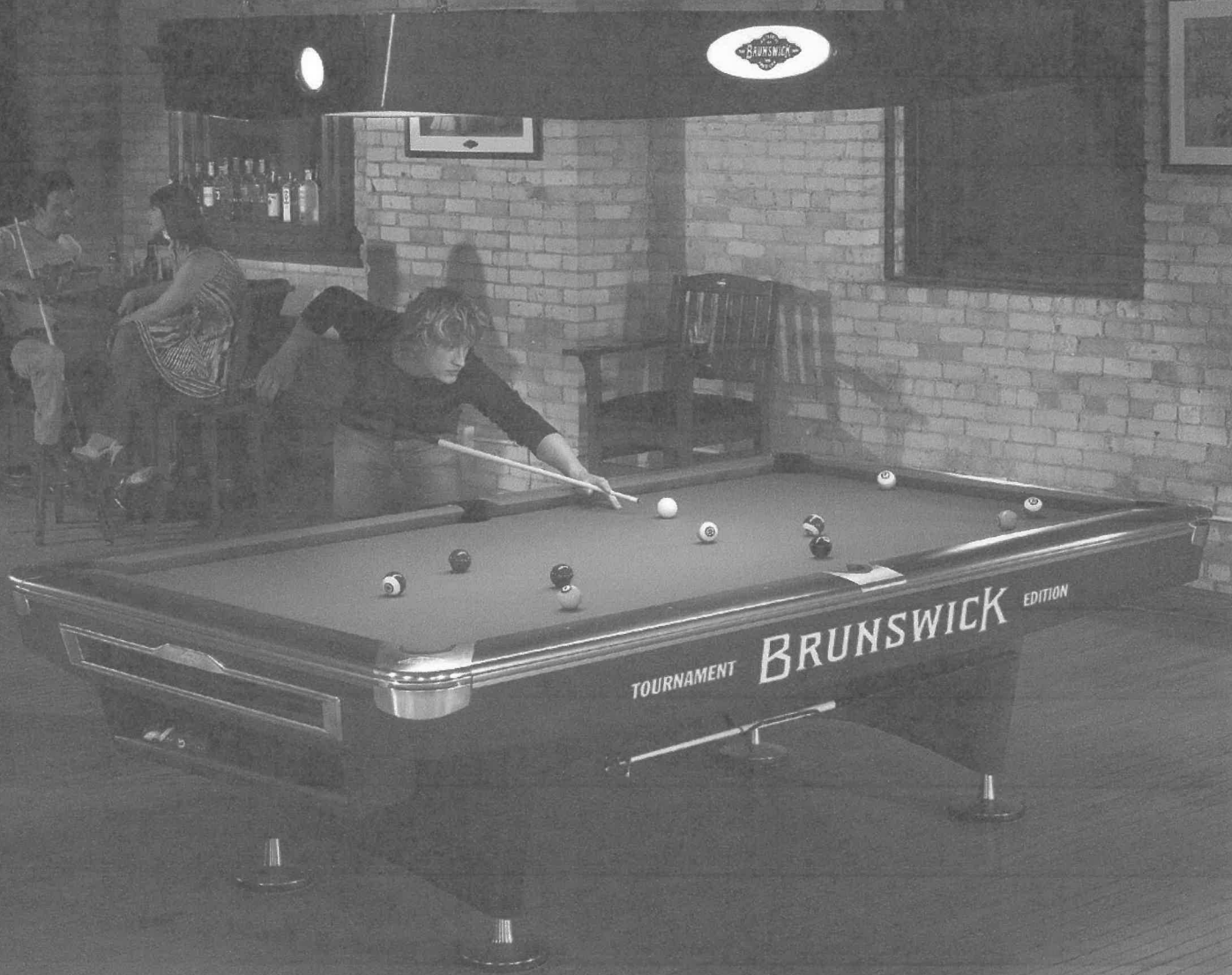
Gully return available

### CUE RACK



Metro™ Wall Cue Rack





## GOLD CROWN™ V

Shown in Mahogany  
with Nickel Trim



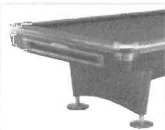
### Tournament Edition

Since 1961, the Brunswick Gold Crown has reigned as the industry's best playing professional pool table. The Gold Crown V Tournament Edition continues in this tradition with sophisticated new styling, while still maintaining its classic lines. The table features longer rails and tighter pockets engineered to strict World Pool-Billiard Association specifications. Featuring legendary SuperSpeed® cushion rubber, the patented industry standard for over 70 years, premium solid wood construction, dovetail cross supports, genuine cultivated mother-of-pearl rail sights, and durable, genuine leather pockets. The Gold Crown V is the real deal. Gully return available.

### SPECIFICATIONS

TABLE SIZE: 9'

#### FINISH OPTION:



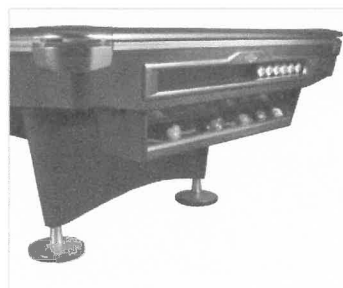
Mahogany  
with Nickel Trim

#### POCKET OPTIONS:

Drop pocket or gully return

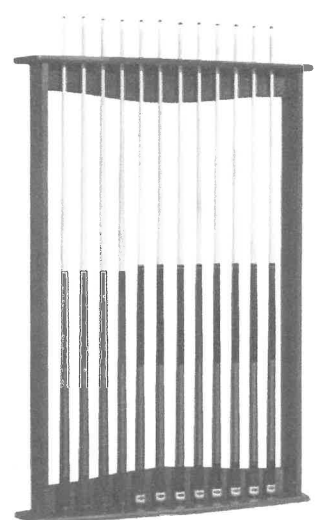
LEG OPTION: As shown

### FEATURES



Lower receiver box included with  
gully return only

### CUE RACK



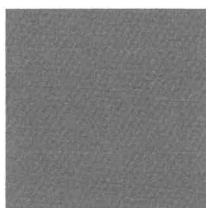
Matching Gold Crown™ Wall Cue Rack  
in Mahogany holds 12 cues.



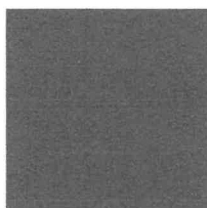
# BILLIARD CLOTH

## BRUNSWICK CENTENNIAL® CLOTH

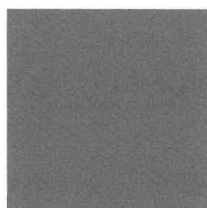
- 100% luxurious Merino wool weave billiard cloth available in 13 colors to reflect your room's individual style.
- Centennial cloth does not pill or shed, maintaining a clean, sleek playing surface.



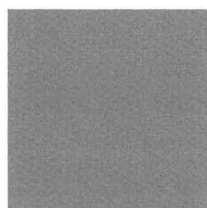
BRUNSWICK GREEN™



TIMBERLINE



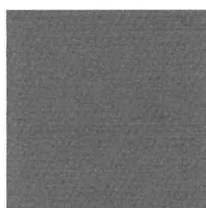
OLIVE



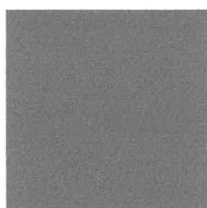
SAHARA



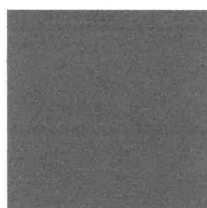
MERLOT



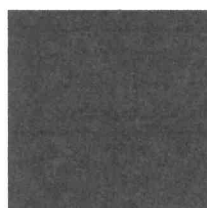
MCINTOSH



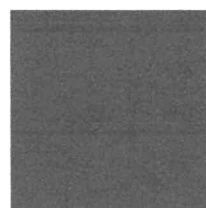
CARDINAL RED



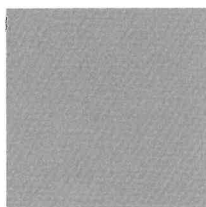
CHOCOLATE BROWN



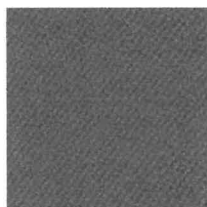
MIDNIGHT BLUE



REGATTA BLUE



GUN METAL GREY



CHARCOAL GREY



EBONY



DuPont™ Teflon® fabric protector\* is incorporated into the cloth fibers, safeguarding the cloth and table from occasional spills and protecting your investment without affecting play.



\*Teflon® is a registered trademark of DuPont used under license by Brunswick Billiards.

## BRUNSWICK LIFETIME WARRANTY

Every Brunswick table is a timeless tribute to excellence in design and workmanship. Proud to stand behind every product that carries the Brunswick name, Brunswick tables are guaranteed for a lifetime.

Please read all terms and conditions of the warranty. Brunswick reserves the right to change specifications without notice.

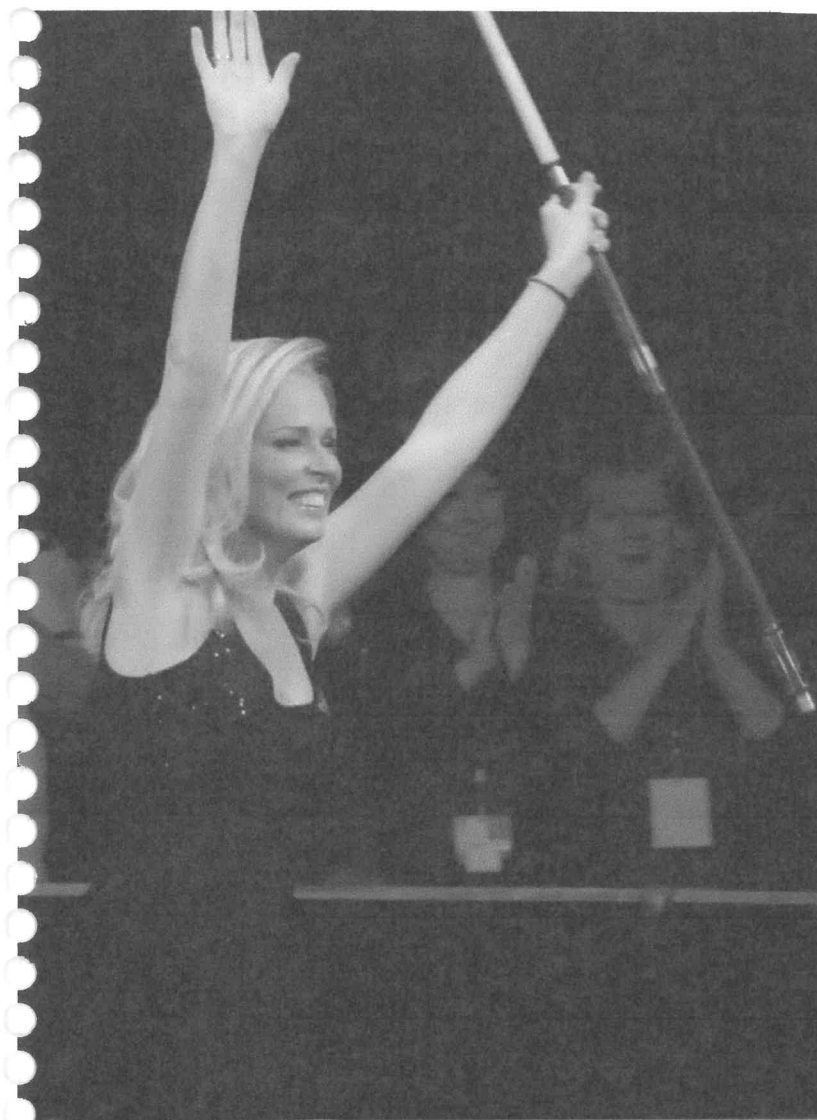


## BRUNSWICK CERTIFIED SLATE

Demonstrating our enduring commitment to superior performance, Brunswick meets or exceeds all Billiard Congress of America slate specifications. Diamond honed and stringently tested, Brunswick slate is certified for quality and comes with a lifetime warranty.



Different wood species offer unique texture and grain, as well as natural beauty. Minor variations in finish color may occur due to the natural characteristics of the wood. Photos may not be an accurate reflection of the product due to lighting conditions.



## THE BEST IN THE WORLD CHOOSE THE BEST IN THE WORLD

### WORLD CHAMPION EWA MATAYA LAURANCE PREFERS BRUNSWICK

Ewa Mataya Laurance is one of the most visible superstars in the history of pocket billiards. Known as The Striking Viking, she took the billiard world by storm after moving to the United States from her native Sweden.

Following her childhood dream of becoming the best in the world, she continues to be a dominant presence on the international billiard scene. Ewa is the current International and World Cup Trick Shot Champion, the holder of multiple World and U.S. Open 9-ball titles, and has also won the Swedish, European, and U.S. National Championships in her incredible career. A former number one ranked player in the world, Ewa has received Player of the Year honors, been named WPBA Sports Person of the Year, and in 2004, was inducted into the prestigious Billiard Congress of America Hall of Fame.

Not only a superior billiards player, Ewa has a wonderful sense of humor, loves horses, and is one of the friendliest people you'll ever meet. See amazing Ewa trick shots on our blog, and even ask her questions about the game at our new "Ask Ewa" feature. Visit [BRUNSWICKGAMEON.COM](http://BRUNSWICKGAMEON.COM).

“My endorsement of Brunswick as a player has always been easy, I represent the best table in the world, so I have never been put in a position where I have to stretch the truth or exaggerate. It's that simple.”

— Ewa Mataya Laurance



# BILLIARD CUES



## SMOKE SERIES Brunswick

### CUE COLLECTION

A great quality two-piece cue for any recreational billiard enthusiast, the SMOKE SERIES Cue Collection by Brunswick Billiards is expertly weighted and balanced for smooth play and brilliant shots.



JH1 | Canadian Maple / Stainless Steel Joint



AR1 | North American Hard Rock Maple / Plated Metal Joint



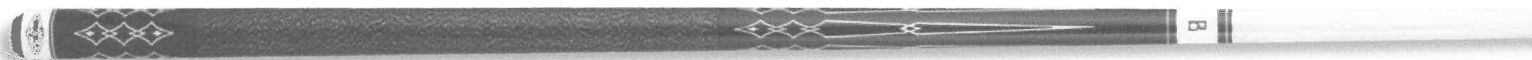
AR1-PINK | North American Hard Rock Maple / Plated Metal Joint



AR2 | North American Hard Rock Maple / Plated Metal Joint



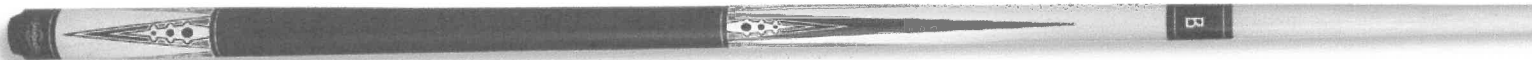
SC1 | North American Hard Rock Maple / Plated Metal Joint



SC2 | North American Hard Rock Maple / Plated Metal Joint



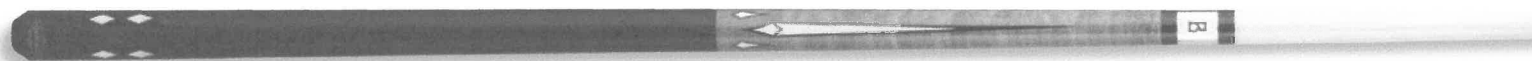
SC2-PINK | North American Hard Rock Maple / Plated Metal Joint



TH1 | Canadian Maple / Stainless Steel Joint



SV1 | Canadian Maple / Stainless Steel Joint



JS1 | North American Hard Rock Maple / North American Birdseye Maple / Stainless Steel Joint



JS2 | North American Hard Rock Maple / North American Birdseye Maple / Stainless Steel Joint

# BILLIARD CUES



## **FIRE** SERIES Brunswick CUE COLLECTION

The FIRE SERIES Cue Collection by Brunswick Billiards features piloted joint two-piece construction, expertly weighted and balanced for smooth play and brilliant shots. By any definition, an exceptional series of cues.



**LJ1** | Canadian Maple / Stainless Steel Uni-Loc Joint



**DS1** | Canadian Maple / Stainless Steel Uni-Loc Joint



**JB1** | North American Hard Rock Maple / Stainless Steel Uni-Loc Joint



**JB2** | North American Hard Rock Maple / North American Birdseye Maple / Stainless Steel Uni-Loc Joint



**KB1** | Canadian Maple / Curly Maple / Stainless Steel Uni-Loc Joint



**JA1** | Canadian Maple / Stainless Steel Uni-Loc Joint



**ME1** | Canadian Maple / Curly Maple / Stainless Steel Uni-Loc Joint



**JL1** | Canadian Maple / Birdseye Maple / Stainless Steel Uni-Loc Joint



# BILLIARD CUES



## **INFERNO** *SERIES* Brunswick

### CUE COLLECTION

Exhibiting meticulous craftsmanship, the INFERNO SERIES Cue Collection by Brunswick Billiards is constructed with Canadian Maple and stainless steel Uni-Loc joints. This first-class cue series makes a statement at any level of play.



**EXPOSITION NOVELTY** | This beautifully crafted, limited edition cue features elaborate inlay patterns mirroring the historical Exposition Novelty table's stunning design.



**LASALLE** | Defined by rich ebony with cherry brown wood, this cue is framed by brushed aluminum and accented with turquoise inlays.



**CALUMET** | A return to Brunswick's heritage of hand inlays, this cue's striking pattern features Bocote wood with aluminum, cocobolo, and turquoise inlays.



**ISABELLA** | Bringing history, royalty, and high society to mind, this cue is styled after the Isabella pool table, featuring brushed aluminum and blue gemstone inlays.



**MONTROSE** | A handsome and elegant cue graced by an ebony five-prong design with black and white inlays.



**ARGYLE** | Famous for a lustrous finish, Cocobolo tropical hardwoods blend with four-prong curly maple with black and silver inlays.



**MARQUETTE** | Inspired by the Romantic Era, this cue pairs with the breathtaking Marquette pool table and features five-prong Birdseye Maple, Cocobolo, and black inlays.



**MONARCH** | Styled after a lavishly designed Brunswick antique, the Monarch pool table, this remarkable cue features polished brass insets and a laser-engraved lion.



**CHALLENGER** | Exotic Purpleheart wood features an aluminum Art Deco inspired inlay. This top-of-the-line cue is modeled after our popular antique Challenger pool table.



**MEDFORD** | Sleek and smooth, this elegant cue's rich ebony six-prong inlay features beautiful Purpleheart wood with black and white acrylic.



**LONGWOOD** | A stylish refined cue, gracefully adorned by four-prong, diamond-shaped, spliced maple and cherry brown inlays.



**NEWBURY** | With polished fishbone detail and diamond-shaped, imitation ivory inlays, this cue is an impressive complement to the handsome Newbury pool table.

# BILLIARD CUES

## GOLD CROWN CUE COLLECTION



In celebration of the Gold Crown table's 50th Anniversary in 2011, Brunswick Billiards created a special series of limited-edition cues. Three styles of cues are offered, the premier — Model GC5 — is numbered 1 to 500. All are worthy of the Gold Crown heritage and feature cutting edge technology and a laser engraved Brunswick logo.



GC1 | Gold Crown Anniversary Cue



GC3 | Gold Crown Anniversary Cue



GC5 | Gold Crown Anniversary Cue

## BRUNSWICK CUE COLLECTION

Brunswick offers a range of cues for the billiards enthusiast. From the one-piece Tru-Balance™ cue to the top-quality Master Stroke™ cue, you are sure to find a cue to fit your needs.



Master Stroke™ Cue



Centennial® Cue



Heritage® Cue



Tru-Balance™ Cue

# ACCESSORIES



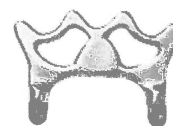
## BILLIARD CHALK 12-PIECE, BLUE

While deep in color, this chalk is lightly pigmented. It is manufactured from the finest velvet-grade silica, ensuring maximum adherence and friction qualities.



## BLUE DIAMOND CUE TIPS

Brunswick Billiards Blue Diamond cue tips are made from specially selected and treated leather and are infused with chalk. This creates a firm compressed cue tip for superb performance and playability time and time again.



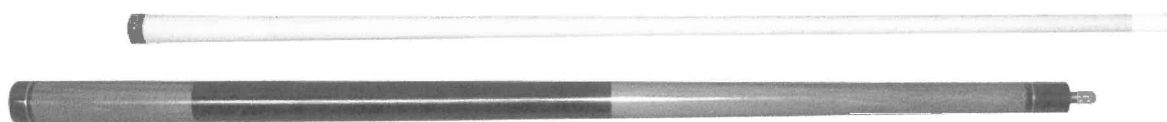
## SOLID BRASS BRIDGEHEAD

The heavy-duty forged brass bridge head has wide slots for better cue control, rubber footings for stability, and it self-screws onto the bridge cue.



## TWO-PIECE BRIDGE STICK

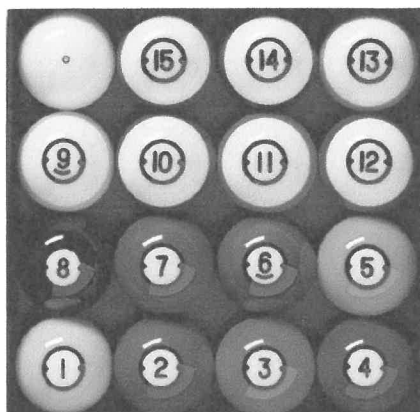
Two piece bridge stick. Solid brass bridgehead sold separately.



## TWO PIECE 48 INCH CUE

This 48" cue is perfect for those shots in tight corners or for those times you need the control and balance of a short cue.

# ACCESSORIES



## CENTENNIAL® POCKET BALLS PREMIUM EDITION

Ground and polished for absolutely true and accurate roll. Constructed of 100% phenolic resin for uniform density. Centennial balls are ground and polished to radial tolerances of 0.001 of an inch. These balls represent the standard of excellence in the billiards industry.



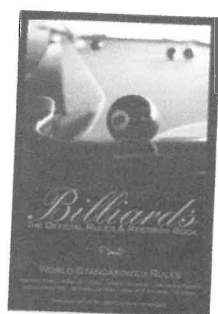
## 9-BALL RACK

The nine ball rack is constructed of UV coated solid maple, with reinforced corners and dowel peg joinery.



## BIG BREAK® RACK

Constructed of UV coated solid maple, with reinforced corners and dowel peg joinery the Big Break rack is engineered to give a tight fit for those breaks that count.



## BCA RULE BOOK

The official rules of the Billiard Congress of America. World standardized rules for 8-Ball, 9-Ball, 14.1, One Pocket, and many other popular games. Also included are BCA Hall of Fame biographies, tournament results and records, and instructional tips.



## BILLIARD BALL POLISH

Keep your balls playing their best with Brunswick Billiard Ball Polish and Cleaner. Formulated specifically for phenolic resin balls to keep them clean, polished, and static free.



## NATURAL HAIR TABLE BRUSH

Features naturally resilient hair bristles that are gentle on your billiard cloth and designed to reach hard to get areas such as under your table cushions.



# SHUFFLEBOARD GAME TABLES

## DELRAY™ SHUFFLEBOARD

Take fun seriously with the Delray. This shuffleboard table features a streamlined, contemporary design with matte black finish, handsome silver metallic textured laminate corners, and a 16" wide/1.5" thick play surface of yellow poplar (protected with polymer resin and a lifetime warranty). Four open shelves (under the cabinet at the center of the table) provide ample storage for the included accessories (four black pucks, four red pucks, stainless abacus scorer, table brush, and shuffleboard wax). Optional scorer and light set (set of two) available.

**TABLE SIZES:** 12', 14'

**FINISH OPTION:** Matte Black



## GUNNISON™ SHUFFLEBOARD

Professionals and amateurs alike will enjoy the play of the Gunnison. Its beautiful North American maple wood playfield with polymer resin surface is top of the line. Available in 14- and 16-foot sizes, the Gunnison features solid wood and wood veneers in a lush chestnut finish. Lasting quality enhanced by six climate adjusters, leg levelers, and a full complement of accessories (including four black pucks, four red pucks, stainless abacus scorer, table brush, and Shuffleboard wax). Optional scorer and light set (set of two) available.

**TABLE SIZES:** 14', 16'

**FINISH OPTION:** Chestnut



# SHUFFLEBOARD GAME TABLES

## ANDOVER™ SHUFFLEBOARD

Evening entertainment begins with this classic shuffleboard table. Featuring a North American maple wood playfield and polymer resin surface, this table is exquisite in its playability and appearance. Available in 12- and 14-foot sizes with a contemporary chestnut or espresso finish. Features convenient storage shelves found at the center leg and accessories (including four black pucks, four red pucks, stainless abacus scorer, table brush, and shuffleboard wax), the Andover provides a unique visual complement to any setting. Optional scorer and light set (set of two) available.

**TABLE SIZES:** 12', 14'

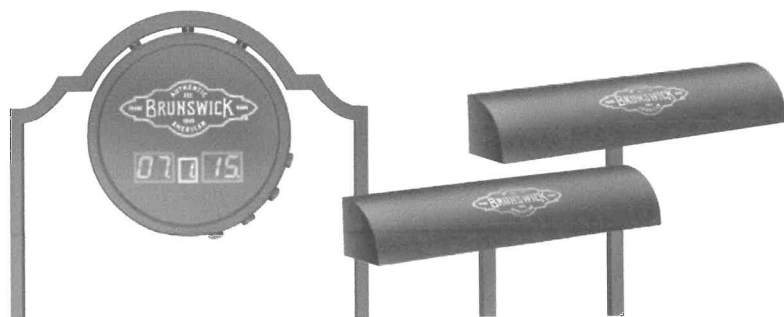
**FINISH OPTIONS:** Chestnut, Espresso



## SHUFFLEBOARD SCORER AND LIGHT SET

This beautiful Brunswick-branded electronic scorer keeps a player's attention on the game. This accurate, easy to install unit straddles the table so players at each end know the score at a glance. Fits the Andover, Delray, and Gunnison shuffleboard tables.

Easy to install table lights keep the play surface illuminated no matter where you place your shuffleboard table. Sturdy steel construction with black finish will complement any surroundings. Set of two fits the Gunnison, Delray, and Andover shuffleboard tables.



## SHUFFLEBOARD WAX

Designed to help maintain optimum playability, Brunswick's shuffleboard wax allows players to have perfect control of their game.



# SHUFFLEBOARD GAME TABLES

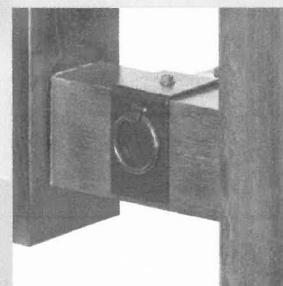
## MERRIMACK™ SHUFFLEBOARD

No game room is truly complete without a shuffleboard table and the Merrimack (inspired by our Merrimack pool table) is so beautifully designed and built, it might just end up taking center stage. Expertly crafted, featuring a solid oak cabinet and maple hardwood play surface with polymer resin surface, the Merrimack combines Old World craftsmanship with the precise playability Brunswick is known for around the world. With seven different sizes available, from 9 foot to 22 foot, you can now choose a shuffleboard table that perfectly aligns with players' skill level, your decor, and space.

### TABLE SIZES:

9', 12', 14', 16', 18', 20', 22'

FINISH OPTIONS: Nutmeg



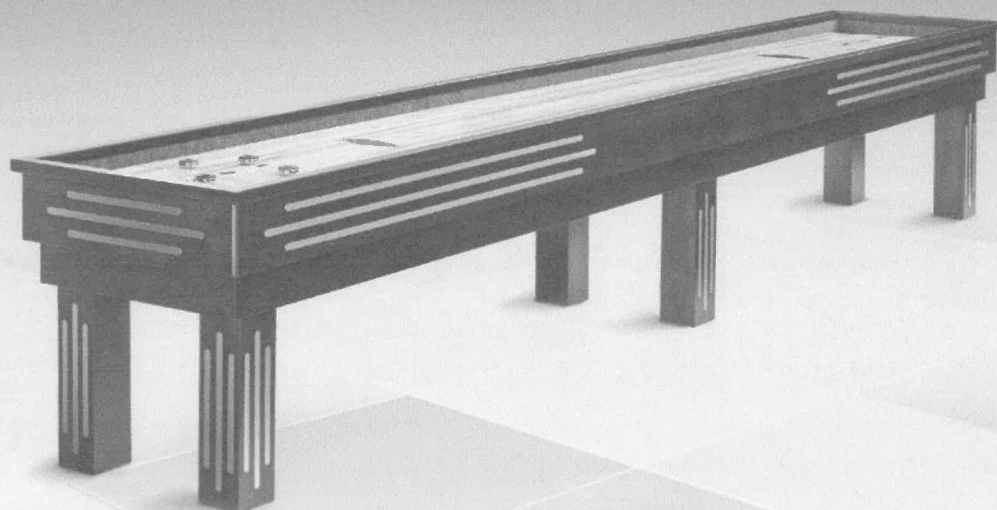
## CHALLENGER™ SHUFFLEBOARD

The classics never go out of style. That's why we modeled this top of the line shuffleboard table after our popular antique Brunswick Challenger pool table. Both professionals and amateurs alike will appreciate the Challenger's impeccable playability, eye-catching good looks, and finely crafted details. Featuring a solid hardwood Art Deco design in a rich espresso finish and brushed stainless detailing, the Challenger is available in a broad range of sizes from 9 foot to 22 foot, ensuring that it will fit seamlessly in any size game room.

### TABLE SIZES:

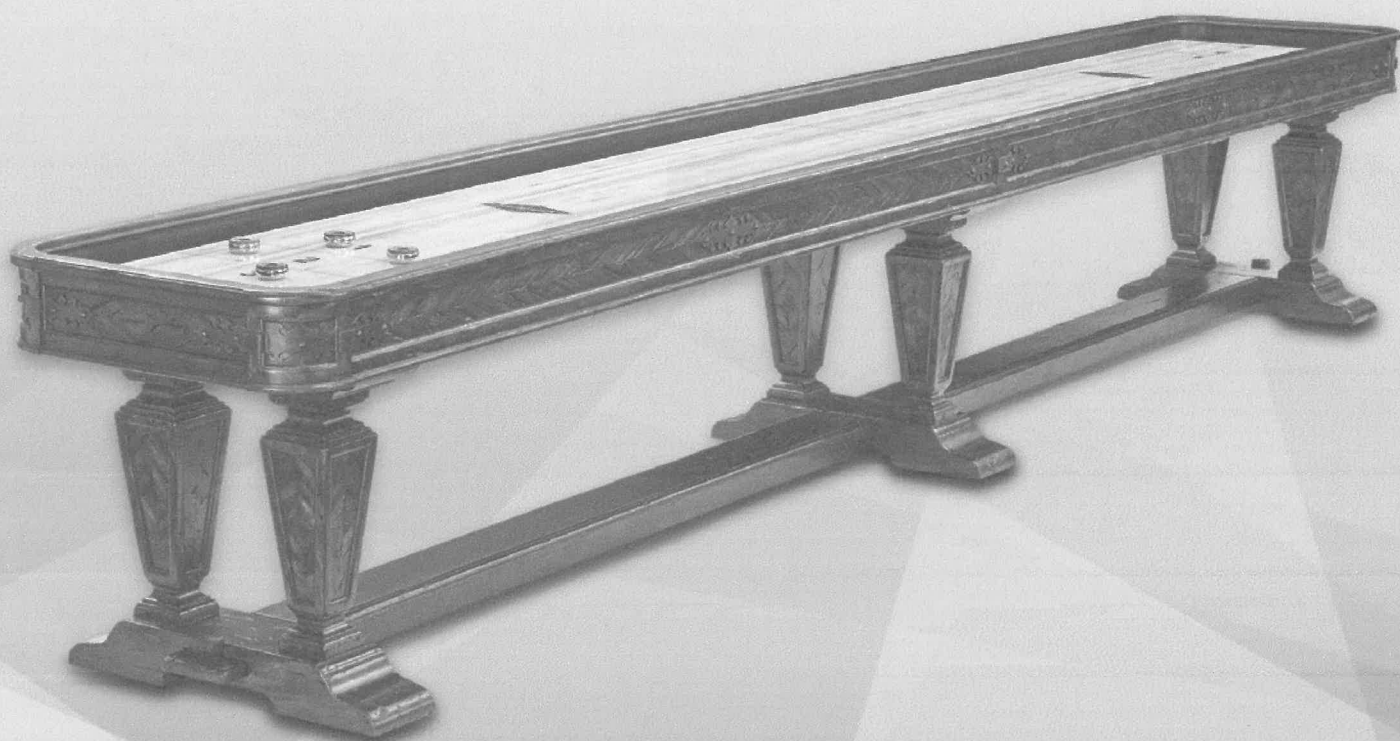
9', 12', 14', 16', 18', 20', 22'

FINISH OPTION: Espresso





# SHUFFLEBOARD GAME TABLES



## NEWBURY™ SHUFFLEBOARD

There's only one way to exceed everyone's expectations of what a game room should be, add the Newbury shuffleboard table. Available in a 16' size, the antique distressed finish, handcrafted herringbone detail, and vintage steel and verdigris brass hardware put the Newbury in a class all its own. Each table comes with complimentary accessories including 4 black pucks, 4 red pucks, stainless abacus scorer, table brush, and shuffleboard wax. For those with both a competitive spirit and distinctive taste, the Newbury raises the game of shuffleboard to an entirely different level.

The Newbury shuffleboard table is part of our exquisite Newbury Collection, which also includes the Newbury pool table, game table, and game chair—everything you need to make your game room the number one entertainment destination for professional and social players alike.

TABLE SIZE: 16' | FINISH OPTION: Unique



# TABLE TENNIS GAME TABLES



## SMASH 1.0™ TABLE TENNIS

Features a black 15 mm-thick MDF playing surface, clip-on net, sturdy undercarriage and casters, and fold-up capability for easy storage.



## SMASH 3.0™ TABLE TENNIS

A brilliant green playing surface with matching net and net clips helps Smash 3.0 stand out, both in appearance and performance. Featuring a 16 mm-thick playing field, sturdy undercarriage and casters, and fold-up capability for easy storage.



## SMASH 5.0™ TABLE TENNIS

Our mid-range model features a handsome blue playing surface with matching net and net clips. With an 18 mm-thick playing field for great stability and even greater shots, an undercarriage and caster system designed for strength and mobility, and fold-up capability for easy storage.



# TABLE TENNIS GAME TABLES



## SMASH 7.0™ TABLE TENNIS

Our latest entry into the table tennis game is as powerful as its name. Smash 7.0 features a classic black or blue play surface, matching nets and net clips, with a sturdy 25 mm-thick playing field for every loop, flip and (of course) smash made. A strong undercarriage ensures exceptional strength and stability, while the easy fold-up system makes moving and storage quick and convenient. Smash 7.0 is truly a force to be reckoned with, and the ideal table for any age and level of play.



## SMASH I/O™ TABLE TENNIS

This versatile game table is designed for exceptional indoor or outdoor play. It features a vibrant blue 4 mm playing surface, clip-on net, sturdy undercarriage and casters, and fold-up capability for easy storage.



Includes two performance-quality rackets and three Brunswick balls with high control characteristics for consistent play and precision.

# BRIGHT PINK® IS AWARENESS IN ACTION™

bright pink®

## BRIGHT PINK® IS AWARENESS IN ACTION™

Bright Pink is the only national non-profit organization focused on the prevention and early detection of breast and ovarian cancer in young women. Brunswick Billiards is proud to sponsor Bright Pink! We have designed three Limited Edition Bright Pink products. A portion of the proceeds from each purchase will benefit Bright Pink's breast and ovarian health education and support programs, offered free of charge to women nationwide.

### SMASH 7.0 BP LIMITED EDITION TABLE TENNIS TABLE

The Bright Pink Limited Edition SMASH 7.0 BP Table Tennis Table lets you show your support in a big way! This best-selling table is as brilliant and bright as the cause it stands for.

\$50 of this purchase will benefit Bright Pink. Learn more at [BRIGHTPINK.ORG](http://BRIGHTPINK.ORG).



### SMOKE SERIES AR1 BP LIMITED EDITION CUE

Our signature Smoke Series cue has been transformed into a Cue for a Cause! The Bright Pink Limited Edition Smoke Series AR1 BP cue will help create bold shots, and a great cause!

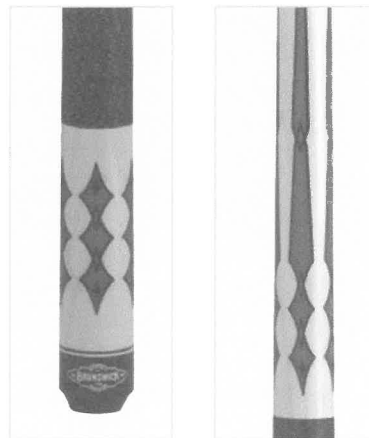
\$10 of this purchase will benefit Bright Pink. Learn more at [BRIGHTPINK.ORG](http://BRIGHTPINK.ORG).



### SMOKE SERIES SC2 BP LIMITED EDITION CUE

Our signature Smoke Series cue has been transformed into a Cue for a Cause! The Bright Pink Limited Edition Smoke Series SC2 BP cue will help create bold shots — and the user — shine even brighter!

\$10 of this purchase will benefit Bright Pink. Learn more at [BRIGHTPINK.ORG](http://BRIGHTPINK.ORG).

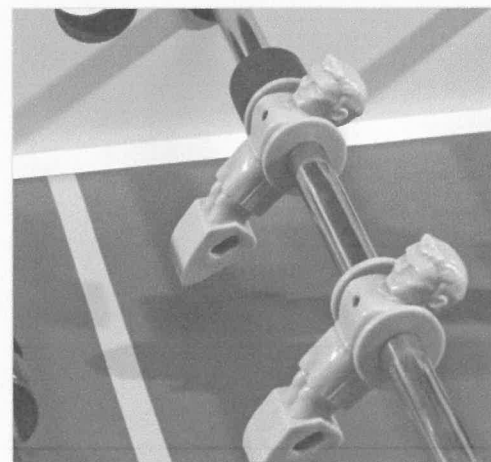


# FOOSBALL GAME TABLE

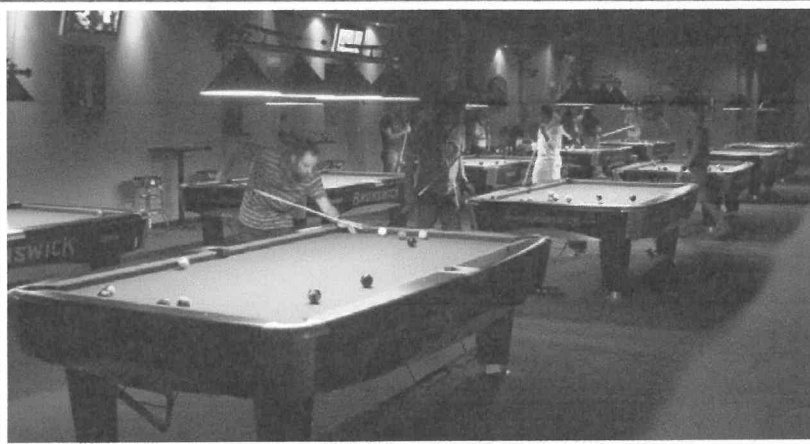
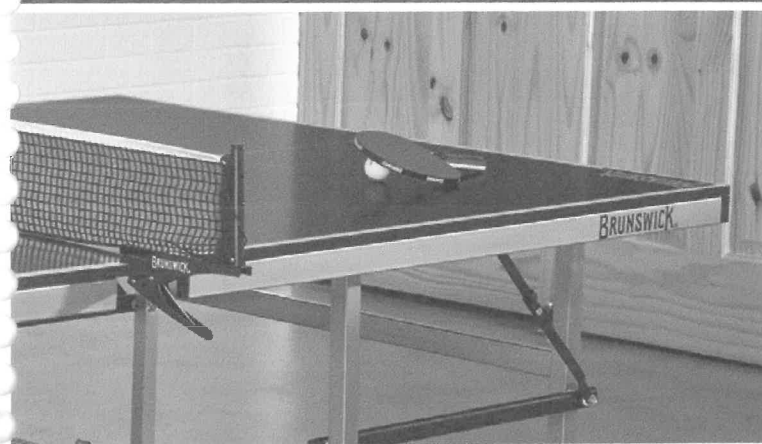


## SCORER™ FOOSBALL

- Sturdy cabinet with a scratch-resistant laminate in a warm antique chestnut finish
- Brunswick exclusive humanistic counter-balanced men allow easier cross-court shots
- Melamine playfield with full-color logo
- Chrome-plated steel rods (120") resist bending and withstand abuse
- Four integral and removable rubber cup holders keep refreshments securely away from the playing surface
- Adjustable leg levelers
- 30" W x 56" L x 36" H







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July 27, 2015

**ADDENDUM NO. THREE**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# MLO-865**  
Dated: **May 11, 2015**  
Commodity: **Athletic Apparel, Equipment, & Related Services**  
RFP Closing On: **August 6, 2015 at 2:00 p.m. (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

1. QUESTION: Where is the list of specific items to bid on?

ANSWER: This is not a bid and there are no specific items to submit pricing on. This solicitation is for a term contract for all products and services your firm provides. It is intended to be all-encompassing and not limited to specific items.

2. QUESTION: Will my proposal still be considered if I only offer athletic apparel and not equipment?

ANSWER: Yes, all proposals received will be considered regardless of the quantity or variety of items offered. The intent of this solicitation is to award term contracts to multiple firms for a variety of athletic apparel, equipment, and related services.

Signify receipt of this addendum by initialing “*Addendum #\_\_\_\_\_*” on the signature page of your proposal.

Sincerely,

Matasha Owens, MPA, VCO  
Buyer Senior  
Phone: (540-568-3137)



July 16, 2015

**ADDENDUM NO. TWO**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# MLO-865**  
Dated: **May 11, 2015**  
Commodity: **Athletic Apparel, Equipment, & Related Services**  
RFP Closing On: ~~**July 22, 2015 at 2:00 p.m. (Eastern)**~~  
**August 6, 2015 at 2:00 p.m. (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

1. The closing date and time has been extended to August 6, 2015 at 2 p.m.

Signify receipt of this addendum by initialing “*Addendum #\_\_\_\_\_*” on the signature page of your proposal.

Sincerely,

Matasha Owens, MPA, VCO  
Buyer Senior  
Phone: (540-568-3137)



**June 9, 2015**

**ADDENDUM NO. ONE**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# MLO-865**  
Dated: **May 11, 2015**  
Commodity: **Athletic Apparel, Equipment, & Related Services**  
RFP Closing On: ~~**June 17, 2015 at 2:00 p.m. (Eastern)**~~  
**July 22, 2015 at 2:00 p.m. (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

1. The closing date and time has been extended to July 22, 2015 at 2 p.m.
2. QUESTION: Can you provide your annual athletic spend (by category if possible)?

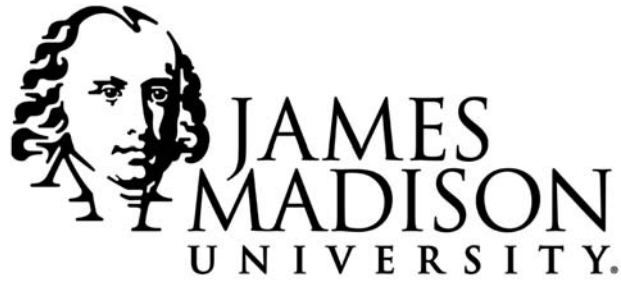
ANSWER: The following is the approximate spend for 2014 actual purchases for JMU Athletics. Nike purchases made by JMU Football, Men's Basketball, and Women's Basketball are excluded due to the University's exclusive contract with Nike for those specific sports. Annual spend by the University Recreation Center (UREC) is also not included in the figures listed below.

Apparel and Team Equipment:	\$404,388.00
Training and Facility Equipment:	\$182,071.00

Signify receipt of this addendum by initialing "*Addendum #\_\_\_\_\_*" on the signature page of your proposal.

Sincerely,

Matasha Owens, MPA, VCO  
Buyer Senior  
Phone: (540-568-3137)



# Request for Proposal

## **RFP # MLO-865**

**Athletic Apparel, Equipment, & Related  
Services**

**May 11, 2015**



College of William and Mary  
George Mason University  
James Madison University  
Old Dominion University  
Radford University  
The University of Virginia  
Virginia Commonwealth University  
Virginia Military Institute  
Virginia Tech

**REQUEST FOR PROPOSAL**  
**RFP # MLO-865**

**Issue Date:** May 11, 2015  
**Title:** Athletic Apparel, Equipment, & Related Services  
**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Bldg.  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract:** From Date of Award Through One Year (Renewable)

**Sealed Proposals Will Be Received Until 2:00 p.m. on June 17, 2015 For Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information and Clarification Should Be Directed To: Matasha Owens, VCO, Buyer Senior Procurement Services, [owensml@jmu.edu](mailto:owensml@jmu.edu), 540/568-3137, (Fax) 540/568-7936 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

_____	By: _____
_____	(Signature in Ink)
_____	Name: _____
_____	(Please Print)
_____	Title: _____
Date: _____	Phone: _____
Web Address: _____	Fax #: _____
Email: _____	

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☐ YES; ☐ NO; IF YES ⇒⇒ ☐ SMALL; ☐ WOMAN; ☐ MINORITY **IF MINORITY**: ☐ AA; ☐ HA; ☐ AsA; ☐ NW

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

# ***REQUEST FOR PROPOSAL***

*RFP # MLO-865*

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[A.](#) Offeror Data Sheet

[B.](#) SWaM Utilization Plan

[C.](#) Sample of Standard Contract



## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide Athletic Apparel, Equipment, and Related Services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 20,000 students and 3,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>.

The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

JMU has men's athletic programs in baseball, basketball, football, golf, soccer, and tennis. Approximately half of all JMU Football and Men's Basketball contests are currently broadcasted on national and regional television. The balance of games are streamed in HD over free MadiZone platform.

The JMU Athletics Department's vision is to be the NCAA model for the student-athlete experience, distinguished by our academic achievement, integrity, personal development and nationally-competitive programs, and our sports embody that both on and off the field. JMU's football program has been a consistent force over the last two decades, having made the FCS playoffs six times since 2004, including the 2004 National Championship. The programs all have a strong history of CAA and NCAA Championship showings, with Baseball (2011), Basketball (2013) and Soccer (2014) all having won the conference title within the last five years.

For women, the University offers programs in basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball. Many of these sporting events are also streamed in HD over free MadiZone platform.

JMU's women athletics tradition is among the oldest in the nation, dating nearly back to the institution's founding in 1908. Strong intercollegiate programs for women have been in place at the University since the early 1920s, and JMU was among the first of the nation's institutions to provide well-rounded overall intercollegiate offerings for females. JMU's Women's Lacrosse program has been one of the most prominent programs in the country, having been Nationally Ranked each of the last 26 years, including a Top 10 ranking in 16 of the last 19 years. The Women's Basketball team is one of three programs in the nation to have over 1000 wins as a school, and is also consistently seen inside the Top 25 of most polls. The championship culture doesn't stop with the men, as the women's programs have had just as much success over the last five years as Basketball (2014 & 2015), Cross Country (2011), Golf (2013), Lacrosse (2013), Soccer (2013), Softball (2014), Swimming & Diving (2012), and Track & Field (2012) have all won a CAA Conference Championship.

Athletic scholarships have been available at JMU since the early 1970s, and many of the University's programs were funded to the full level that NCAA guidelines allow. JMU Athletics provides full allotment of NCAA-allowed grants for each intercollegiate program.



### **III. SMALL, WOMAN-OWNED AND MINORITY (SWAM) PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses, and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

### **IV. STATEMENT OF NEEDS**

James Madison University desires to partner with a Contractor(s) to provide quality athletic apparel, equipment, and related services for its athletic programs. JMU may extend marketing opportunities to a Contractor(s) in exchange for apparel, equipment, and related services at no cost to the University or a further discounted rate. Athletic equipment includes but is not limited to protection equipment, bags, fitness equipment, strength and conditioning equipment, etc. The Contractor shall be an authorized reseller of the athletic apparel and equipment being offered. The Contractor shall not ship substitute items without prior approval from James Madison University. The Contractor shall include list price, percentage discount, and JMU price on all quotes and invoices.

Describe in detail your approach to each of the following items. Failure to provide responses to the items below may result in rejection and return of the proposal.

- A. Provide complete catalog and/or link to electronic catalog of all available athletic apparel and equipment being offered. Include published price list or instructions on how to access published price list electronically.
- B. Specify any annual allotments of apparel and equipment that will be provided to JMU free of charge. Describe the ordering and delivery process of free items.
- C. Identify any other offerings to the University in regard to discounts, incentives, etc.
- D. List all contact information for ordering, invoicing, customer service, etc.
- E. Describe experience in working directly with Athletic Coaches to determine needs and provide athletic apparel and equipment. Include method for collaboration for the term of the resulting contract.
- F. Describe in detail communication plan with JMU Athletics, specifically the method in which the University will stay informed of the status of pending orders.
- G. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- H. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic apparel and equipment being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.
- I. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- J. Describe ability to maintain sufficient stock for timely delivery.

- K. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- L. Describe available warranties.
- M. Describe quality control process.
- N. Describe the process for replacement of defective, broken, or damaged athletic apparel and equipment. Include ability to provide replacement apparel and equipment within competition time restraints.
- O. Describe equipment re-conditioning services to include the re-conditioning of football helmets, shoulder pads, field equipment, etc. Specify associated costs in *Section X. Pricing Schedule*.
- P. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.
- Q. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.
- R. Identify any other goods or services being offered to James Madison University.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS:

**To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
  - a. **One (1) original and five (5) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f below.
  - b. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and attachments **with proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services as amended by any addenda is the mandatory controlling version of the document. Any modification of or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement Services unless accepted in writing by the University. Such modifications or

additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal. If the modifications or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.

3. Proposal Preparation:

- a. Proposals shall be signed by an authorized representative of the offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the

specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

#### B. SPECIFIC PROPOSAL INSTRUCTIONS:

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgments, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV “*Statement of Needs*” of this Request for Proposal.
3. A written narrative statement to include, but not limited to the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as Attachment A to this RFP.
5. Small Business Subcontracting Plan, included as Attachment B to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of DMBE-certified small businesses which include businesses owned by women and minorities, when they have received DMBE small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. “*Pricing Schedule*” of this Request for Proposal.

## VI. **EVALUATION and AWARD CRITERIA**

#### A. EVALUATION CRITERIA:

Proposals shall be evaluated by James Madison University using the following criteria:

1. Quality of products/services offered and suitability for the intended purposes.
2. Qualifications and experience of Offeror in providing the goods/services.
3. Specific plans or methodology to be used to perform the services.

4. Participation of Small, Women-Owned and Minority (SWAM) Businesses

5. Cost

- B. AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## **VII. GENERAL TERMS AND CONDITIONS** (Rev. 7/3/14 ABS)

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*)

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:

- a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:

1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:
  - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
  - (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred



and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

- P. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. **INSURANCE:** By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>). The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. Workers' Compensation – Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer's Liability - \$100,000.
  3. Commercial General Liability - \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability - \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle).)*
- R. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.

- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

- U. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
- (i) DMBE-certified Small Businesses: 1%, capped at \$500 per order.
  - (ii) Businesses that are not DMBE-certified Small Businesses: 1%, capped at \$1,500 per order.

For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through

purchase order changes.

- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. BID PRICE CURRENCY: Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- Z. TRANSPORTATION AND PACKAGING: By submitting their proposals, all offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From: \_\_\_\_\_

Name of Offeror	Due Date	Time
_____		
Street or Box No.	RFP Number	
_____		
City, State, Zip Code	RFP Title	

Name of Purchasing Officer: \_\_\_\_\_

The envelope should be addressed as directed on the title page of the solicitation.

The offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non-responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/ 568-7936 or 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional two-year period, the contract price(s) for the additional two years shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, *(to include government/state agencies, political subdivisions, etc.)*, cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 40% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential bidders/offers are required to submit a Small Business Subcontracting Plan. Unless the bidder/offeror is registered as a DMBE-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to DMBE-certified small businesses. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification. No bidder/offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Minority Business Enterprise (DMBE) by the due date for receipt of bids or proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the DMBE certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-

owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the DMBE certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
  3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not DMBE-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
- K. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- L. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the *Code of Virginia* or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- M. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.

- N. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- O. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.
- P. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- Q. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- R. DELIVERY NOTIFICATION: James Madison University shall be notified at least 24 hours prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to the individual(s) listed on the specific purchase order.
- S. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contact Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- T. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

## **IX. METHOD OF PAYMENT**

The contractor will be paid on the basis of invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers. We are asking our vendors and suppliers to enroll in the Wells Fargo Bank single use Commercial Card Number process or electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Wells Fargo Bank single use Commercial Card Number process will receive the benefit of being paid in Net 15 days. Additional information is available online at:

[http://www.jmu.edu/acctgserv/expenditures/vendor\\_pay\\_methods.shtml](http://www.jmu.edu/acctgserv/expenditures/vendor_pay_methods.shtml)

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal. The pricing schedule should include percentage discount off list price for specific manufacturers/product lines and/or percentage discount off catalog.

The following sample format should be used when submitting pricing:

Brand X – Apparel: \_\_\_\_% off list price

Brand X – Equipment: \_\_\_\_% off list price

Brand X – Footwear: \_\_\_\_% off list price

## **XI. ATTACHMENTS**

[Attachment A](#): Offeror Data Sheet

[Attachment B](#): Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

[Attachment C](#): Standard Contract Sample



## ATTACHMENT A

### OFFEROR DATA SHEET

#### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years\_\_\_\_\_ Months\_\_\_\_\_

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.


5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ] YES [ ] NO

IF YES, EXPLAIN:\_\_\_\_\_


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## ATTACHMENT B

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

**Offeror Name:** \_\_\_\_\_ **Preparer Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

Is your firm a **Small Business Enterprise** certified by the Department of Minority Business Enterprise?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Minority Business Enterprise? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Minority Business Enterprise? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM**

**Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Minority Business Enterprise (DMBE) to be counted in the SWAM program. Certification applications are available through DMBE at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at [www.dmbv.virginia.gov](http://www.dmbv.virginia.gov) (Customer Service).**

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## ATTACHMENT B (CNT'D)

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: \_\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Bid/Proposal and Subsequent Contract

\_\_\_\_\_  
Date Form Completed

Offeror / Proposer:

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	DMBE Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

Revised 3/20/14 (ABS)

**RETURN OF THIS PAGE IS REQUIRED**

ATTACHMENT C



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

**PERIOD OF PERFORMANCE:** From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

**PURCHASING AGENCY:**

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_