



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. UCPJMU6151

This contract entered into this 19th day of October 2021, by Ardent Fitness, LLC. 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 November 1, 2021 through October 31, 2022 with 4 one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal # JGM-1124 dated June 28, 2021:
 - (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 July 12, 2021
 - (e) Addendum No. Two dated July 14, 2021
 - (f) Addendum No. Three dated July 15, 2021
 - (g) Addendum No. Four dated July 21, 2021
- (3) The Contractor's Proposal dated July 14, 2021 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated October 6, 2021.

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

CONTRACTOR:

By: Virginia Lyons
(Signature)

Ginny Lyons
(Printed Name)

Title: Co-Founder & Managing Director

PURCHASING AGENCY:

By: Garrett Morris
(Signature)

Garrett Morris
(Printed Name)

Title: Buyer Senior

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1. Contractor shall provide the University with discount-off list price in accordance with Attachment A, Pricing Schedule. *All pricing includes Freight Delivery, and Installation.*

Repair Costs: \$150.00 one-time service visit (parts not included)

2. Contractor's proposal submitted in response to RFP #JGM-1124 is hereby amended as follows:
 - a. Contractor shall provide free delivery and installation on all standard, non-rush orders.
 - b. Contractor shall waive all restocking and shipping fees for returns/exchanges when applicable and at Contractor's own discretion.
 - c. 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.
 - d. In the event a repair needs to be made, a service call shall be fulfilled and responded to within 3-4 business days. Repair costs shall be negotiated between Purchasing Agency and Contractor.
3. All deliveries shall be made to the Purchasing Agency FOB Destination.
4. Contractor shall not charge or extend the Purchasing Agency a surcharge once manufacturer(s) have lifted the surcharge cost.
5. The Purchasing Agency will issue a purchase order for goods and services based upon an approved quote provided by Contractor. The Purchasing Agency will not be required to sign and return proposals/quotes.
6. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

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Attachment A: Ardent Fitness Pricing Schedule

Core Cardio

9-9271-10TRX-110-19-ATSC	10 SERIES FREERUNNER TREADMILL WITH 19" DISPLAY	\$ 17,999	45%	\$ 9,899
9-9271-10TRX-110-LCDQ	10 SERIES FREERUNNER WITH LCD	\$ 12,999	40%	\$ 7,799
9-9291-8TRX-110-19-ATSC	8 SERIES TRX TREADMILL WITH 19" DISPLAY	\$ 12,999	40%	\$ 7,799
9-9291-8TRX-110-10	8 SERIES TRX TREADMILL WITH 10" DISPLAY	\$ 9,999	40%	\$ 5,999
9-9291-8TRX-110-LCDQ	8 SERIES TRX TREADMILL WITH LCD	\$ 8,999	40%	\$ 5,399
9-9191-8TR-110-19-ATSC	8 SERIES TR TREADMILL WITH 19" DISPLAY	\$ 12,999	40%	\$ 7,799
9-9191-8TR-110-10	8 SERIES TR TREADMILL WITH 10" DISPLAY	\$ 9,999	40%	\$ 5,999
9-9191-8TR-110-LCD	8 SERIES TR TREADMILL WITH LCD	\$ 7,999	40%	\$ 4,799
9-3581-MUSAP0	5-TRC TREADMILL	\$ 7,399	40%	\$ 4,439
9-3573-MUSAP3	5-TRX TREADMILL	\$ 6,999	40%	\$ 4,199
9-3613-4TR-110-15A-15-ATSC-60BLK	4 SERIES TREADMILL WITH 15" EMBEDDED DISPLAY	\$ 7,999	35%	\$ 5,199
9-3613-4TR-110-15A-10-TS-60BLK	4 SERIES TREADMILL WITH 10" TOUCH DISPLAY	\$ 4,999	35%	\$ 3,249
9-3613-4TR-110-15A-10IN-60BLK	4 SERIES TREADMILL WITH 10" LCD	\$ 3,999	35%	\$ 2,599
TRAILHIKER*				
MODEL	DESCRIPTION	MSRP		
9-9261-8TH-110-LCD	8 SERIES TRAILHIKER WITH LCD	\$ 9,999	30%	\$ 6,999
ELLIPTICALS / CROSS TRAINERS				
MODEL	DESCRIPTION	MSRP		
9-6150-8RDE-2019-15-ATSC	8 SERIES REAR DRIVE ELLIPTICAL WITH 15" DISPLAY	\$ 10,999	40%	\$ 6,599
9-6150-8RDE-10	8 SERIES REAR DRIVE ELLIPTICAL WITH 10" DISPLAY	\$ 8,999	40%	\$ 5,399
9-6150-8RDE-LCD	8 SERIES REAR DRIVE ELLIPTICAL WITH LCD	\$ 6,999	40%	\$ 4,199
9-6140-8CT-2019-15-ATSC	8 SERIES CROSS TRAINER WITH 15" DISPLAY	\$ 11,599	40%	\$ 6,959
9-6140-8CT-10	8 SERIES CROSS TRAINER WITH 10" DISPLAY	\$ 8,999	40%	\$ 5,399
9-6140-8CT-LCD	8 SERIES CROSS TRAINER WITH LCD	\$ 7,999	40%	\$ 4,799
9-4060-MINTP0	5-CTX CROSS TRAINER	\$ 5,299	40%	\$ 3,179
9-4080-4CT-15-ATSC-60BLK	4 SERIES CROSS TRAINER WITH 15" EMBEDDED DISPLAY	\$ 6,999	35%	\$ 4,549
9-4080-4CT-10-TS-60BLK	4 SERIES CROSS TRAINER WITH 10" TOUCH DISPLAY	\$ 3,999	35%	\$ 2,599
9-4080-4CT-10IN-60BLK	4 SERIES CROSS TRAINER WITH WITH 10" LCD	\$ 2,999	35%	\$ 1,949
VERSA STRIDERS				
MODEL	DESCRIPTION	MSRP		
9-6160-8VS-2019-15-ATSC	8 SERIES VERSASTRIDER WITH 15" DISPLAY	\$ 13,999	40%	\$ 8,399
9-6160-8VS-10	8 SERIES VERSASTRIDER WITH 10" DISPLAY	\$ 11,999	40%	\$ 7,199
9-6160-8VS-LCD	8 SERIES VERSASTRIDER WITH LCD	\$ 9,999	40%	\$ 5,999
RECUMBENT BIKES				
MODEL	DESCRIPTION	MSRP		
9-8150-8RB-2019-15-ATSC	8 SERIES RECUMBENT BIKE WITH 15" DISPLAY	\$ 8,999	40%	\$ 5,399
9-8150-8RB-10	8 SERIES RECUMBENT BIKE WITH 10" DISPLAY	\$ 6,499	40%	\$ 3,899
9-8150-8RB-LCD	8 SERIES RECUMBENT BIKE WITH LCD	\$ 4,999	40%	\$ 2,999
9-3150-MINTP0	5-RBX RECUMBENT BIKE	\$ 3,499	35%	\$ 2,274
9-3190-4RB-15-ATSC-60BLK	4 SERIES RECUMBENT BIKE WITH 15" EMBEDDED DISPLAY	\$ 6,499	35%	\$ 4,224
9-3190-4RB-10-TS-60BLK	4 SERIES RECUMBENT BIKE WITH 10" TOUCH DISPLAY	\$ 3,499	35%	\$ 2,274
9-3190-4RB-10IN-60BLK	4 SERIES RECUMBENT BIKE WITH 10" LCD	\$ 2,999	35%	\$ 1,949
UPRIGHT BIKES				
MODEL	DESCRIPTION	MSRP		
9-8140-8UB-2019-15-ATSC	8 SERIES UPRIGHT BIKE WITH 15" DISPLAY	\$ 8,599	40%	\$ 5,159
9-8140-8UB-10	8 SERIES UPRIGHT BIKE WITH 10" DISPLAY	\$ 5,999	40%	\$ 3,599
9-8140-8UB-LCD	8 SERIES UPRIGHT BIKE WITH LCD	\$ 4,599	35%	\$ 2,989
9-3140-MINTP0	5-UBX UPRIGHT BIKE	\$ 2,799	30%	\$ 1,959
9-3180-4UB-15-ATSC-60BLK	4 SERIES UPRIGHT WITH 15" EMBEDDED DISPLAY	\$ 6,299	35%	\$ 4,094
9-3180-4UB-10-TS-60BLK	4 SERIES UPRIGHT BIKE WITH 10" TOUCH DISPLAY	\$ 2,999	35%	\$ 1,949
9-3180-4UB-10IN-60BLK	4 SERIES UPRIGHT BIKE WITH 10" LCD	\$ 2,499	35%	\$ 1,624
GAUNTLETS				
MODEL	DESCRIPTION	MSRP		
9-5295-10G-15-ATSC	10 SERIES 10G WITH 15" DISPLAY	\$ 15,999	40%	\$ 9,599
9-5295-10G-10	10 SERIES 10G WITH 10" DISPLAY	\$ 12,999	40%	\$ 7,799
9-5295-10G-LCD	10 SERIES 10G WITH LCD	\$ 11,599	40%	\$ 6,959
9-5270-8G-2019-15-ATSC	8 SERIES GAUNTLET WITH 15" DISPLAY	\$ 12,999	40%	\$ 7,799
9-5270-8G-10	8 SERIES GAUNTLET WITH 10" DISPLAY	\$ 10,599	40%	\$ 6,359
9-5270-8G-LCD	8 SERIES GAUNTLET WITH LCD	\$ 8,599	40%	\$ 5,159
FREECLIMBERS				
MODEL	DESCRIPTION	MSRP		
9-5260-8FC-2019-15-ATSC	8 SERIES FREECLIMBER WITH 15" DISPLAY	\$ 9,999	40%	\$ 5,999
9-5260-8FC-10	8 SERIES FREECLIMBER WITH 10" DISPLAY	\$ 7,999	40%	\$ 4,799
9-5260-8FC-LCD	8 SERIES FREECLIMBER WITH LCD	\$ 6,199	40%	\$ 3,719
HIIT				
MODEL	DESCRIPTION	MSRP		
9-4690-BINTP0	HIIT ROWER	\$ 1,799	30%	\$ 1,259
9-4680-BINTP0	HIITMILL X	\$ 5,999	35%	\$ 3,899
9-4670-BINTP0	HIITMILL	\$ 4,999	35%	\$ 3,249
9-4650-BINTP0	HIIT BIKE	\$ 2,599	30%	\$ 1,819
9-4660-MINTP0	HIIT UBE	\$ 3,899	35%	\$ 2,534
SCHWINN AC GROUP CYCLES (CARBON BLUE BELT)				
MODEL	DESCRIPTION	MSRP		
9-7300-QINTP0	AC POWER	\$ 3,699	40%	\$ 2,219
9-7320-WINTP0	AC PERFORMANCE	\$ 2,799	35%	\$ 1,819
9-7340-WINTP0	AC SPORT	\$ 2,399	35%	\$ 1,559
7470	X BIKE CB **New Release Projected ETA Q3 2021**	\$ 2,699	35%	\$ 1,754
7520	Z BIKE CB **New Release Projected ETA Q1 2022**	\$ 3,699	35%	\$ 2,404
SCHWINN SC GROUP CYCLES (POLY V BELT)				
MODEL	DESCRIPTION	MSRP		
9-7310-MINTP0	SC POWER	\$ 3,699	40%	\$ 2,219
9-7400-MINTP0	SC7	\$ 2,499	35%	\$ 1,624
9-7410-BINTP0	SC5	\$ 2,099	30%	\$ 1,469
7480	X BIKE P **New Release Projected ETA Q3 2021**	\$ 2,699		
7510	Z BIKE P **New Release Projected ETA Q1 2022**	\$ 3,699		
SCHWINN CLASSIC CYCLE (CHAIN)				
MODEL	DESCRIPTION	MSRP		
9-7420-BINTP0	IC CLASSIC	\$ 1,499	20%	\$ 1,199

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Powerplate

71-P5R-3100	pro 5" silver	\$9,495.00	30%	\$6,646.50
71-P7A-3150	pro 7" Graphite	\$12,995.00	30%	\$9,096.50
71-HC7-3300	Pro7 HC	\$14,995.00	30%	\$10,496.50
71-P6P-3100	pro 6+ Silver	\$11,995.00	30%	\$8,396.50
71-HPR-3200	pros5 HP	\$11,495.00	30%	\$8,046.50

True Cardio

CTS16-20	Envision ¹⁶	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,900	35%	1885
CTS16-H-20	Envision ¹⁶ with Mirroring w/ HDMI ports	All Commercial Cardio Products 400 Series and above, and the TR950	\$3,320	35%	2158
CTS16-M-20	Envision ¹⁶ with Mirroring w/ Mirroring cables	All Commercial Cardio Products 400 Series and above, and the TR950	\$3,725	35%	2421.25
CPVS	Showrunner TV Only	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,415	35%	1569.75
CPVSM	Showrunner with Mirroring Cables	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,760	35%	1794
C4T9	Envision 9	All Commercial Cardio Products 400 Series and above, and the TR950	\$1,265	35%	822.25
C4T9NFC	Opt. Connects to Apple GymKit	All Commercial Cardio Products 400 Series and above, and the TR950	\$175	35%	113.75
C4T9W	Opt. Wireless Card for Envision 9	900MHz Wireless Card/entertainment controls Envision 9	\$230	35%	149.5
CNLED-19	Emerge	All Commercial Cardio Products 400 Series and above	\$650	35%	422.5
CLED-HIT-19	Ignite	All Commercial Cardio Products 400 Series and above	\$650	35%	422.5
TREADMILLS					
TC900-19	TC900	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$9,920	35%	6448
TC650-19	TC650	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$8,915	35%	5794.75
TC600	TC600	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$7,200	35%	4680
TC400-19	TC400	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$6,660	35%	4329
ELLIPTICALS					
XC900-19	XC900	Envision 16, Showrunner, Envision 9, Emerge	\$7,785	35%	5060.25
XC400-19	XC400	Envision 16, Showrunner, Envision 9, Emerge	\$5,020	35%	3263
BIKES					
RECUMBENT					
RC900-19	RC900	Envision 16, Showrunner, Envision 9, Emerge	\$3,765	35%	2447.25
	RC900 Recumbent Arm rest Kit	Envision 16, Showrunner, Envision 9, Emerge	\$425	35%	276.25
RC400-19	RC400	Envision 16, Showrunner, Envision 9, Emerge	\$3,015	35%	1959.75
UPRIGHT					
UC900-19	UC900	Envision 16, Showrunner, Envision 9, Emerge	\$3,515	35%	2284.75
UC400-19	UC400	Envision 16, Showrunner, Envision 9, Emerge	\$2,515	35%	1634.75
CLIMBER					
VC900-19	Palisade	Envision 16, Showrunner, Envision 9, Emerge	\$9,480	35%	6162
VC900-TRAY	VC900 Sweat Tray	Available on the VC900 Palisade Climber	\$115	35%	74.75
HIT SERIES					
XL1000-19	Traverse	Envision 16, Showrunner, Envision 9, Emerge	\$6,020	35%	3913
XS1000-19	Spectrum	Envision 16, Showrunner, Envision 9, Emerge	\$9,165	35%	5957.25
TI1000-19	Alpine Runner	Envision 16, Showrunner, Envision 9, Emerge	\$10,290	35%	6688.5
613000-19	Opt. Step for Alpine Runner	TI1000-19 Alpine Runner	\$230	35%	149.5
ST1000	Stryker Slat Treadmill	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$11,500	20%	9200

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True Strength

SPL0100LM	Palladium Leg Extension / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970
SPL0100M	Palladium Leg Extension / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063
SPL0100HM	Palladium Leg Extension / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157
SPL0100LP	Palladium Leg Extension / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216
SPL0100P	Palladium Leg Extension / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310
SPL0100HP	Palladium Leg Extension / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403
SPL0200LM	Palladium Seated Leg Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,855	15%	\$4,127
SPL0200M	Palladium Seated Leg Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,965	15%	\$4,220
SPL0200HM	Palladium Seated Leg Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$5,075	15%	\$4,314
SPL0200LP	Palladium Seated Leg Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL0200P	Palladium Seated Leg Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL0200HP	Palladium Seated Leg Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
SPL0300M	Palladium Leg Press / Metal Shrouds Heavy Stack 419lb/190kg	\$7,855	15%	\$6,677
SPL0300P	Palladium Leg Press / Acrylic Shrouds Heavy Stack 419lb/190kg	\$8,145	15%	\$6,923
SPL0400LM	Palladium Inner/Outer Thigh / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970
SPL0400M	Palladium Inner/Outer Thigh / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063
SPL0400HM	Palladium Inner/Outer Thigh / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157
SPL0400LP	Palladium Inner/Outer Thigh / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216
SPL0400P	Palladium Inner/Outer Thigh / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310
SPL0400HP	Palladium Inner/Outer Thigh / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403
SPL0500LM	Palladium Triceps Pushdown / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893
SPL0500M	Palladium Triceps Pushdown / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987
SPL0500HM	Palladium Triceps Pushdown / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080
SPL0500LP	Palladium Triceps Pushdown / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140
SPL0500P	Palladium Triceps Pushdown / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233
SPL0500HP	Palladium Triceps Pushdown / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327
SPL0600LM	Palladium Biceps Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893
SPL0600M	Palladium Biceps Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987
SPL0600HM	Palladium Biceps Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080
SPL0600LP	Palladium Biceps Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140
SPL0600P	Palladium Biceps Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233
SPL0600HP	Palladium Biceps Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327
SPL0700LM	Palladium Shoulder Press / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL0700M	Palladium Shoulder Press / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL0700HM	Palladium Shoulder Press / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
SPL0700LP	Palladium Shoulder Press / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620
SPL0700P	Palladium Shoulder Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713
SPL0700HP	Palladium Shoulder Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807
SPL0800LM	Palladium Deltoid Raise / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893
SPL0800M	Palladium Deltoid Raise / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987
SPL0800HM	Palladium Deltoid Raise / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080
SPL0800LP	Palladium Deltoid Raise / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140
SPL0800P	Palladium Deltoid Raise / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233
SPL0800HP	Palladium Deltoid Raise / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327
SPL0900LM	Palladium Chest Press / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL0900M	Palladium Chest Press / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL0900HM	Palladium Chest Press / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
SPL0900LP	Palladium Chest Press / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620
SPL0900P	Palladium Chest Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713
SPL0900HP	Palladium Chest Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807
SPL1000LM	Palladium Pec Fly/Rear Delt / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL1000M	Palladium Pec Fly/Rear Delt / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL1000HM	Palladium Pec Fly/Rear Delt / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
SPL1000LP	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620
SPL1000P	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713
SPL1000HP	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807
SPL1100LM	Palladium Lat Pulldown / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL1100M	Palladium Lat Pulldown / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL1100HM	Palladium Lat Pulldown / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560

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SPL1100P	Palladium Lat Pulldown / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713
SPL1100HP	Palladium Lat Pulldown / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807
SPL1200LM	Palladium Seated Row / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL1200M	Palladium Seated Row / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL1200HM	Palladium Seated Row / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
SPL1200LP	Palladium Seated Row / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620
SPL1200P	Palladium Seated Row / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713
SPL1200HP	Palladium Seated Row / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807
SPL1300LM	Palladium Low Back Extension / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893
SPL1300M	Palladium Low Back Extension / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987
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SPL1300LP	Palladium Low Back Extension / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140
SPL1300P	Palladium Low Back Extension / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233
SPL1300HP	Palladium Low Back Extension / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327
SPL1400LM	Palladium Abdominal Crunch / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970
SPL1400M	Palladium Abdominal Crunch / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063
SPL1400HM	Palladium Abdominal Crunch / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157
SPL1400LP	Palladium Abdominal Crunch / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216
SPL1400P	Palladium Abdominal Crunch / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310
SPL1400HP	Palladium Abdominal Crunch / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403
SPL1500LM	Palladium Rotary Torso / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970
SPL1500M	Palladium Rotary Torso / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063
SPL1500HM	Palladium Rotary Torso / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157
SPL1500LP	Palladium Rotary Torso / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216
SPL1500P	Palladium Rotary Torso / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310
SPL1500HP	Palladium Rotary Torso / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403
SPL1600LM	Palladium Rotary Calf / Metal Shrouds Light Stack 200lb/91kg	\$4,200	15%	\$3,570
SPL1600M	Palladium Rotary Calf / Metal Shrouds Standard Stack 260lb/118kg	\$4,310	15%	\$3,664
SPL1600HM	Palladium Rotary Calf / Metal Shrouds Heavy Stack 320lb/145kg	\$4,420	15%	\$3,757
SPL1600LP	Palladium Rotary Calf / Acrylic Shrouds Light Stack 200lb/91kg	\$4,490	15%	\$3,817
SPL1600P	Palladium Rotary Calf / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,600	15%	\$3,910
SPL1600HP	Palladium Rotary Calf / Acrylic Shrouds Heavy Stack 320lb/145kg	\$4,710	15%	\$4,004
SPL1700LM	Palladium Glute Press / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893
SPL1700M	Palladium Glute Press / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987
SPL1700HM	Palladium Glute Press / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080
SPL1700LP	Palladium Glute Press / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140
SPL1700P	Palladium Glute Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233
SPL1700HP	Palladium Glute Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327
SPL1800LM	Palladium Horizontal Leg Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970
SPL1800M	Palladium Horizontal Leg Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063
SPL1800HM	Palladium Horizontal Leg Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157
SPL1800LP	Palladium Horizontal Leg Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216
SPL1800P	Palladium Horizontal Leg Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310
SPL1800HP	Palladium Horizontal Leg Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403
SPL2000LM	Palladium Hip Thrust / Metal Shrouds Light Stack 200lb/91kg	\$4,855	15%	\$4,127
SPL2000M	Palladium Hip Thrust / Metal Shrouds Standard Stack 260lb/118kg	\$4,965	15%	\$4,220
SPL2000HM	Palladium Hip Thrust / Metal Shrouds Heavy Stack 320lb/145kg	\$5,075	15%	\$4,314
SPL2000LP	Palladium Hip Thrust / Acrylic Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373
SPL2000P	Palladium Hip Thrust / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467
SPL2000HP	Palladium Hip Thrust / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560
FUSE0100	Fuse XL Leg Extension Standard Stack 170lb/77kg	\$3,750	20%	\$3,000
FUSE0100H	Fuse XL Leg Extension Heavy Stack 250lb/113kg	\$4,060	20%	\$3,248
FUSE0200	Fuse XL Seated Leg Curl Standard Stack 170lb/77kg	\$4,270	20%	\$3,416
FUSE0200H	Fuse XL Seated Leg Curl Heavy Stack 250lb/113kg	\$4,580	20%	\$3,664
FUSE0300	Fuse XL Leg Press Standard Stack 210lb/96kg	\$6,000	20%	\$4,800
FUSE0300H	Fuse XL Leg Press Heavy Stack 310lb/141kg	\$6,400	20%	\$5,120
FUSE0400	Fuse XL Inner/Outer Thigh Standard Stack 170lb/77kg	\$4,690	20%	\$3,752
FUSE0400H	Fuse XL Inner/Outer Thigh Heavy Stack 250lb/113kg	\$5,000	20%	\$4,000
FUSE0600	Fuse XL Biceps Curl Standard Stack 170lb/77kg	\$3,750	20%	\$3,000

RFP # JGM-1124 Athletic Fitness Equipment, Strength & Conditioning, Apparel, & Related Services
Negotiation Summary for Ardent Fitness, LLC.
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FUSE0600H	Fuse XL Biceps Curl Heavy Stack 250lb/113kg	\$4,060	20%	\$3,248
FUSE0700	Fuse XL Shoulder Press Standard Stack170lb/77kg	\$4,400	20%	\$3,520
FUSE0700H	Fuse XL Shoulder Press Heavy Stack 250lb/113kg	\$4,710	20%	\$3,768
FUSE0800	Fuse XL Deltoid Lateral Raise Standard Stack170lb/77kg	\$3,810	20%	\$3,048
FUSE0800H	Fuse XL Deltoid Lateral Raise Heavy Stack 250lb/113kg	\$4,130	20%	\$3,304
FUSE0900	Fuse XL Seated Chest Press Standard Stack170lb/77kg	\$4,350	20%	\$3,480
FUSE0900H	Fuse XL Seated Chest Press Heavy Stack 250lb/113kg	\$4,690	20%	\$3,752
FUSE1000	Fuse XL Pec Fly/Rear Delt Standard Stack 170lb/77kg	\$4,560	20%	\$3,648
FUSE1000H	Fuse XL Pec Fly/Rear Delt Heavy Stack 250lb/113kg	\$4,900	20%	\$3,920
FUSE1100	Fuse XL Lat Pulldown Standard Stack 170lb/77kg	\$4,400	20%	\$3,520
FUSE1100H	Fuse XL Lat Pulldown Heavy Stack 250lb/113kg	\$4,710	20%	\$3,768
FUSE1200	Fuse XL Seated Row Standard Stack 170lb/77kg	\$4,250	20%	\$3,400
FUSE1200H	Fuse XL Seated Row Heavy Stack 250lb/113kg	\$4,560	20%	\$3,648
FUSE1300	Fuse XL Low Back Standard Stack170lb/77kg	\$3,670	20%	\$2,936
FUSE1300H	Fuse XL Low Back Heavy Stack 250lb/113kg	\$3,980	20%	\$3,184
FUSE1400	Fuse XL Abdominal Standard Stack 170lb/77kg	\$3,940	20%	\$3,152
FUSE1400H	Fuse XL Abdominal Heavy Stack 250lb/113kg	\$4,270	20%	\$3,416
FUSE1500	Fuse XL Triceps Pushdown Standard Stack 170lb/77kg	\$4,060	20%	\$3,248
FUSE1500H	Fuse XL Triceps Pushdown Heavy Stack 250lb/113kg	\$4,380	20%	\$3,504
FUSE1700	Fuse XL Rotary Torso Standard Stack 170lb/77kg	\$3,730	20%	\$2,984
FUSE1700H	Fuse XL Rotary Torso Heavy Stack 250lb/113kg	\$4,040	20%	\$3,232
FUSE1800	Fuse XL Horizontal Leg Curl Standard Stack 170lb/77kg	\$3,850	20%	\$3,080
FUSE1800H	Fuse XL Horizontal Leg Curl Heavy Stack 250lb/113kg	\$4,190	20%	\$3,352
FUSE4000	Fuse XL Weight Assisted Chin Dip Standard Stack 210lb/96kg	\$5,380	20%	\$4,304
FUSE4000H	Fuse XL Weight Assisted Chin Dip Heavy Stack 310lb /141kg	\$5,770	20%	\$4,616
XFT-900	Fuse XL FUNCTIONAL TRAINER w Rotating Columns 4:1 resistance 3.75 lb increments 14' cable travel	\$6,800	20%	\$5,440
FT-900	Fuse XL FUNCTIONAL TRAINER 4:1 resistance 3.75 lb increments 14' cable travel 2 X 310 LB/59 kg	\$6,490	20%	\$5,192
XFT-900-TRY	Fuse XL Optional Storage Trays (2) for XFT/FT-900	\$440	20%	\$352
XFT-100	Fuse XL "Extreme" Functional Trainer Std 86.8" 2:1 resistance 5 lb increments 2 X 130 LB/ 59 kg	\$5,100	20%	\$4,080
XFT100-CBR200ALT	Fuse XL "Extreme" Functional Trainer Modified 83.6" 2:1 resistance 5 lb increments 3 X 130 LB/ 59 kg	\$5,200	20%	\$4,160
FS-100	Fuse XL "Fitness Line" Functional Trainer 2:1 resistance 5 lb increments 2 X 130 LB/ 59 kg	\$3,800	20%	\$3,040
SM1000 (Force)	Force Functional Trainer 2:1 resistance 5 lb increments Includes: Long Bar, Short Bar, Ankle Strap,	\$4,000	20%	\$3,200
FS70-R	Force Single Adjustable Cable Column 4:1 resistance 2.5 lb increments 1 X 170 LB/77 kg Standard	\$3,070	20%	\$2,456
FS70-H	Force Single Adjustable Cable Column 4:1 resistance 3.75 lb increments 1 X 250 LB/113 kg Heavy	\$3,400	20%	\$2,720
XFT-100-ACC-KIT	Force Accessory Kit: Ankle Strap, Triceps Rope, Sports Handle, Tear Drop Handle (2)	\$280	20%	\$224
TMS2000	Palladium Modular Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$5,640	20%	\$4,512
TMS2000H	Palladium Modular Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$5,960	20%	\$4,768
TMS4000	Palladium Modular 4-Sided Frame without Options	\$1,650	20%	\$1,320
TMS5000	Palladium Modular 4-Sided Frame with Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$6,440	20%	\$5,152
TMS5000H	Palladium Modular 4-Sided Frame with Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$6,760	20%	\$5,408
TMS6000	Palladium Modular 4-Sided Frame with 2 x Cable Crossover 4 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$11,230	20%	\$8,984
TMS6000H1	Palladium Modular 4-Sided Frame with 2 x Cable Crossover 2 @ 170 lbs / 2 @ 250 lbs	\$11,550	20%	\$9,240
TMS6000H2	Palladium Modular 4-Sided Frame with 2 x Cable Crossover 4 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$11,870	20%	\$9,496
TMS8000	Palladium Modular 2 x 4-Sided Frames with Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$7,260	20%	\$5,808
TMS8000H	Palladium Modular 2 x 4-Sided Frames with Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$7,580	20%	\$6,064
TMS12000	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 4 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$12,870	20%	\$10,296
TMS12000H1	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 2 @ 170 lbs / 2 @ 250 lbs	\$13,190	20%	\$10,552
TMS12000H2	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 4 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$13,510	20%	\$10,808
TMS0070	Palladium Modular End Frame A Single Adjustable Cable Column 1 @ 170 lbs / 85 lbs resistance / 5 lb increments	\$1,960	20%	\$1,568
TMS0070H	Palladium Modular End Frame A Single Adjustable Cable Column 1 @ 250 lbs / 125 lbs resistance / 7.5 lb increments	\$2,120	20%	\$1,696
TMS0500	Palladium Modular End Frame A Triceps Extension 1 @ 170 lbs / 10 lb increments	\$1,710	20%	\$1,368
TMS0600	Palladium Modular End Frame A Biceps Curl 1 @ 250 lbs / 15 lb increments	\$1,650	20%	\$1,320
TMS1100	Palladium Modular End Frame B Lat Pulldown 1 @ 210 lbs / 10 lb increments	\$2,340	20%	\$1,872
TMS1100H	Palladium Modular End Frame B Lat Pulldown 1 @ 310 lbs / 15 lb increments	\$2,540	20%	\$2,032
TMS1200	Palladium Modular End Frame B Seated Row 1 @ 210 lbs / 10 lb increments	\$2,950	20%	\$2,360
TMS1200H	Palladium Modular End Frame B Seated Row 1 @ 310 lbs / 15 lb increments	\$3,150	20%	\$2,520
TMS0011	Palladium Modular WS Shroud Option Front & Rear Shrouds for Single Side Frame Order 1 per Single S	\$700	20%	\$560
TMS0014	Palladium Modular WS Shroud Option Front Shrouds Set for 4-Sided Frame Order 1 per 4-Sided Frame	\$1,500	20%	\$1,200
XFT-200	Atlas 200 Main Frame ATLAS 200: Acc Rack, Flat Trays (2), Med Ball Rings (5), Step Up Platform, Dip Sta	\$3,950	15%	\$3,358
XFT-201	Atlas 200 Main Frame ATLAS 201: Flat Trays (3), Med Ball Rings (5), Step Up Platform, Dip Station, Rope	\$4,150	15%	\$3,528

RFP # JGM-1124 Athletic Fitness Equipment, Strength & Conditioning, Apparel, & Related Services
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XFT-900	Atlas 200 End Frame A FUNCTIONAL TRAINER with Rotating Columns(310 lb weight stacks 4:1 resistance	\$6,800	15%	\$5,780
FT-900	Atlas 200 End Frame A FUNCTIONAL TRAINER(310 lb weight stacks 4:1 resistance 3.75 lb increments	\$6,490	15%	\$5,517
FS-100	Atlas 200 End Frame A Fitness Line FUNCTIONAL TRAINER(130 lb weight stacks 2:1 resistance 5 lb in	\$3,800	15%	\$3,230
XFT-100	Atlas 200 End Frame A Extreme FUNCTIONAL TRAINER(130 lb weight stacks 2:1 resistance 5 lb incre	\$5,100	15%	\$4,335
XFT-HRK	Atlas 200 End Frame A XFT HALF RACK	\$1,960	15%	\$1,666
XFT-HVY	Atlas 200 End Frame B HEAVY BAG ATTACHMENT KIT	\$440	15%	\$374
XFT-HVY-ACC	Atlas 200 End Frame B HEAVY BAG	\$340	15%	\$289
XFT-RPP-2	Atlas 200 End Frame B ROPE FLEX ATTACHMENT KIT	\$250	15%	\$213
XFT-RPP-ACC	Atlas 200 End Frame B ROPEFLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777
XFT-SUS	Atlas 200 End Frame B SUSPENSION BRACKET	\$40	15%	\$34
XFT-CRT	Atlas 200 Optional CORE TRAINER (INCLUDES OLYMPIC BAR HOLDER)	\$150	15%	\$128
XFT-RRC	Atlas 200 Optional ROPE RACK	\$50	15%	\$43
XFW83-BPG	Atlas 200 Optional HALF RACK BAND PEG KIT (PAIR)(MAX 2 PER HRK)	\$50	15%	\$43
XFT-SEC	Atlas 200 Optional SHORT END COLUMN (INCLUDES 3 FLAT TRAYS)	\$950	15%	\$808
XFT-TEC	Atlas 200 Optional TALL END COLUMN (INCLUDES ACCESSORY RACK AND 2 FLAT TRAYS)	\$850	15%	\$723
XFT-RLR	Atlas 200 Optional FOAM ROLL/BOSU RACK (INCLUDES SHORT END COLUMN AND STORAGE FOR 6 FOA	\$640	15%	\$544
XFT-MDR	Atlas 200 Optional MED BALL RINGS (MUST PURCHASE SEC, TEC or RLR)(MAX 5 PER STATION)	\$50	15%	\$43
XFT-200-ACC	Atlas 200 Optional ACCESSORY PACKAGE - Rubber Hex Head Dumbbells: 5,10,15,20,25,30 lb; Vinyl Coa	\$1,260	15%	\$1,071
XFT-201-ACC	Atlas 200 Optional ACCESSORY PACKAGE - Rubber Hex Head Dumbbells: 5,10,15,20,25,30 lb; Vinyl Coa	\$1,120	15%	\$952
XFT-BAR	Atlas 200 Optional 7' OLYMPIC BAR	\$350	15%	\$298
XFT-400 / MKY7	Atlas HD 7 Monkey Bar Assembly Accessory Rack, Flat Trays (5), Med Ball Rings (5), Step Up Platform, D	\$9,130	15%	\$7,761
XFT-400 / MKY10	Atlas HD 10 Monkey Bar Assembly Accessory Rack, Flat Trays (5), Med Ball Rings (5), Step Up Platform,	\$9,540	15%	\$8,109
XFT-900	Atlas HD End Frame A Optional FUNCTIONAL TRAINER with Rotating Columns(310 lb weight stacks 4	\$6,800	15%	\$5,780
FT-900	Atlas HD End Frame A Optional FUNCTIONAL TRAINER(310 lb weight stacks 4:1 resistance 3.75 lb in	\$6,490	15%	\$5,517
FS-100	Atlas HD End Frame A Optional Fitness Line FUNCTIONAL TRAINER(130 lb weight stacks 2:1 resistance	\$3,800	15%	\$3,230
XFT-100	Atlas HD End Frame A Optional Extreme FUNCTIONAL TRAINER(130 lb weight stacks 2:1 resistance	\$5,100	15%	\$4,335
XFT-HRK	Atlas HD End Frame A Optional XFT HALF RACK	\$1,960	15%	\$1,666
XFT-HVY4	Atlas HD End Frame A Optional HEAVY BAG ATTACHMENT KIT FOR ATLAS HD	\$440	15%	\$374
XFT-HVY-ACC	Atlas HD End Frame A Optional HEAVY BAG	\$340	15%	\$289
XFT-RPP4	Atlas HD End Frame A Optional ROPEFLEX ATTACHMENT KIT FOR ATLAS HD	\$250	15%	\$213
XFT-RPP-ACC	Atlas HD End Frame A Optional ROPEFLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777
XFT-SUS	Atlas HD End Frame A Optional SUSPENSION BRACKET	\$40	15%	\$34
XFT-MBL	Atlas HD End Frame A Optional MONKEY BAR LADDER	\$750	15%	\$638
XFT-HVY4	Atlas HD End Frame B Optional HEAVY BAG ATTACHMENT KIT FOR ATLAS HD	\$440	15%	\$374
XFT-HVY-ACC	Atlas HD End Frame B Optional HEAVY BAG	\$340	15%	\$289
XFT-RPP4	Atlas HD End Frame B Optional ROPEFLEX ATTACHMENT KIT FOR ATLAS HD	\$250	15%	\$213
XFT-RPP-ACC	Atlas HD End Frame B Optional ROPEFLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777
XFT-SUS	Atlas HD End Frame B Optional SUSPENSION BRACKET	\$40	15%	\$34
XFT-MBL	Atlas HD End Frame B Optional MONKEY BAR LADDER	\$750	15%	\$638
XFT-TRG	Atlas HD End Frame B Optional OVERHEAD BALL TARGET	\$850	15%	\$723
XFT-REB	Atlas HD Lower End Frame B Optional REBOUNDER (not with XFT-HVY4 or XFT-MBL on Upper End Fram	\$1,070	15%	\$910
XFW83-CHB	Atlas HD Cross Frame Optinal CHIN BAR (max 1 per side)	\$110	15%	\$94
XFT-SUS	Atlas HD Cross Frame Optinal SUSPENSION BRACKET (max 2 per side)	\$40	15%	\$34
XFT-CRT	Atlas HD Optional CORE TRAINER (INCLUDES OLYMPIC BAR HOLDER)	\$150	15%	\$128
XFT-RRC	Atlas HD Optional ROPE RACK	\$50	15%	\$43
XFT-HRK-OPT1	Atlas HD Optional XFT-HRK WEIGHT PLATE TREE (2) WITH OLYMPIC BAR STORAGE	\$250	15%	\$213
XFW83-BPG	Atlas HD Optional HALF RACK BAND PEG KIT (PAIR)(MAX 2 PER HRK)	\$50	15%	\$43
XFT-SEC4	Atlas HD Optional SHORT END COLUMN FOR ATLAS HD (INCLUDES 3 FLAT TRAYS)	\$960	15%	\$816
XFT-TEC4	Atlas HD Optional TALL END COLUMN FOR ATLAS HD (INCLUDES ACCESSORY RACK AND 2 FLAT TRAYS)	\$870	15%	\$740
XFT-RLR	Atlas HD Optional FOAM ROLL/BOSU RACK (INCLUDES SHORT END COLUMN AND STORAGE FOR 6 FOA	\$640	15%	\$544
XFT-MDR	Atlas HD Optional MED BALL RINGS (MUST PURCHASE SEC4, TEC4 or RLR)(MAX 5 PER STATION)	\$50	15%	\$43
XFT-400-ACC	Atlas HD Optional ATLAS 400 ACCESSORY PACKAGE INCLUDES THE FOLLOWING: Rubber Hex Head Dun	\$2,570	15%	\$2,185
XFT-NJG	Atlas HD Optional NINJA GRIP KIT (Includes 2 ea 2.5" & 3" Sphere, 3" Cone, and 8" Nunchuck)	\$650	15%	\$553
XFT-BAR	Atlas HD Optional 7' OLYMPIC BAR	\$350	15%	\$298
SC1000-19	Composite Strength Full Body Press	\$4,100	20%	\$3,280
SC1005-19	Composite Strength Glute Press	\$4,380	20%	\$3,504
SC1010-19	Composite Strength Ab Crunch/Back Row	\$3,940	20%	\$3,152
XFW4400-19	XFW Triceps Seat	\$580	15%	\$493
XFW4706-19	XFW 6 Pair Dumbbell Rack (rack only)	\$950	15%	\$808
XFW4710-19	XFW 10 Pair Dumbbell Rack (rack only)	\$1,150	15%	\$978

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XFW4712-19	XFW 12 Pair Dumbbell Rack (rack only)	\$1,640	15%	\$1,394
XFW4716-19	XFW 16 Pair Dumbbell Rack (rack only)	\$1,840	15%	\$1,564
XFW4720-19	XFW 20 Pair Dumbbell Rack (rack only)	\$2,020	15%	\$1,717
XFW4730-19	XFW 30 Pair Dumbbell Rack (rack only)	\$2,870	15%	\$2,440
XFW5000-19	XFW Preacher Curl	\$950	15%	\$808
XFW5300-19	XFW Abdominal/Decline Bench	\$1,250	15%	\$1,063
XFW5500-19	XFW Lever Row	\$1,490	15%	\$1,267
XFW5600-19	XFW Roman Bench/45o Hyper Extension	\$1,050	15%	\$893
XFW5700-19	XFW Seated Calf	\$1,240	15%	\$1,054
XFW6300-19	XFW Weight Plate Tree	\$580	15%	\$493
XFW6400-19	XFW Vertical Knee Raise/Dip	\$1,150	15%	\$978
XFW6800-19	XFW Smith Machine	\$3,890	15%	\$3,307
XFW7000-19	XFW Flat Bench	\$600	15%	\$510
XFW7100-19	XFW Supine Press Bench with plate holders	\$1,330	15%	\$1,131
XFW7200-19	XFW Incline Press Bench with plate holders	\$1,560	15%	\$1,326
XFW7500-19	XFW Flat/Incline/Decline Bench	\$930	15%	\$791
XFW7800-19	XFW Leg Press	\$4,960	15%	\$4,216
XFW7900-19	XFW Power Rack with plate holders	\$2,270	15%	\$1,930
XFW8100-19	XFW Half Rack with plate holders	\$2,270	15%	\$1,930
XFW8100-BP-19	XFW Optional Band Peg Kit for Half Rack	\$200	15%	\$170
XFW8200-19	XFW 3 Way Press Bench with plate holders	\$2,070	15%	\$1,760
XFW8300-19	XFW Dual Side Half Rack - base unit	\$3,470	15%	\$2,950
XFW83-CHB	XFW Chin bar (max 4) (2 with PLT)	\$110	15%	\$94
XFW83-SUS	XFW Suspension bracket (max 2)	\$40	15%	\$34
XFW83-CCR	XFW Center catch rails-pair	\$350	15%	\$298
XFW83-PLT	XFW Plate trees-pair (can't be combined with CCR)	\$550	15%	\$468
XFW83-DIP	XFW Dip station (max 4)	\$160	15%	\$136
XFW83-CRT	XFW Core trainer (max 2)	\$150	15%	\$128
XFW83-BPG	XFW Band pegs-pair (max 4)	\$50	15%	\$43
SD1000	Force Leg Extension/Leg Curl Standard Stack 175 lb./80kg	\$3,320	20%	\$2,656
SD1000H	Force Leg Extension/Leg Curl Heavy Stack 255 lb./115kg	\$3,580	20%	\$2,864
SD1001	Force Biceps/Triceps Standard Stack 175 lb./80kg	\$3,320	20%	\$2,656
SD1001H	Force Biceps/Triceps Heavy Stack 255 lb./115kg	\$3,580	20%	\$2,864
SD1002	Force Lat/Row Standard Stack 175 lb./80kg	\$3,320	20%	\$2,656
SD1002H	Force Lat/Row Heavy Stack 255 lb./115kg	\$3,580	20%	\$2,864
SD1003	Force Leg Press/Calf Standard Stack 255 lb./115 kg (No Heavy)	\$3,600	20%	\$2,880
SD1004	Force Ab/Back Standard Stack 175 lb./80kg	\$3,320	20%	\$2,656
SD1004H	Force Ab/Back Heavy Stack 255 lb./115kg	\$3,580	20%	\$2,864
SD1005	Force Multi-Press Standard Stack 175 lb./80kg	\$3,540	20%	\$2,832
SD1005H	Force Multi-Press Heavy Stack 255 lb./115kg	\$3,800	20%	\$3,040
SM1000	Force Functional Trainer Standard Stacks 215 lb./98 kg each	\$4,000	20%	\$3,200
SF1000	Force Flat/Incline Bench	\$640	20%	\$512
SF1010	Force Abdominal Bench	\$500	20%	\$400
SF1050	Force 3-Tier Flat Tray Dumbbell Rack	\$680	20%	\$544
SM1050	Quickfit Pro 1050 Multistation System Charcoal Frame w/Black Uph Standard Stack 210lb/95kg	\$3,980	25%	\$2,985
FSS0-R	Fitness Line Dual Station Leg Extension/Seated Leg Curl Standard Stack 170 lb./77kg	\$3,400	25%	\$2,550
FSS0-H	Fitness Line Dual Station Leg Extension/Seated Leg Curl Heavy Stack 250 lb./113 kg	\$3,730	25%	\$2,798
FSS1-R	Fitness Line Dual Station Leg/Calf Press Standard Stack 170 lb./77kg	\$3,560	25%	\$2,670
FSS1-H	Fitness Line Dual Station Leg/Calf Press Heavy Stack 250 lb./113 kg	\$3,910	25%	\$2,933
FSS2-R	Fitness Line Dual Station Inner/Outer Thigh Standard Stack 170 lb./77kg	\$3,580	25%	\$2,685
FSS3-R	Fitness Line Dual Station Lat/Row Standard Stack 170 lb./77kg	\$3,360	25%	\$2,520
FSS3-H	Fitness Line Dual Station Lat/Row Heavy Stack 250 lb./113 kg	\$3,690	25%	\$2,768
FSS4-R	Fitness Line Dual Station Multi-Press Standard Stack 170 lb./77kg	\$3,510	25%	\$2,633
FSS4-H	Fitness Line Dual Station Multi-Press Heavy Stack 250 lb./113 kg	\$3,840	25%	\$2,880
FSS5-R	Fitness Line Dual Station Pec Fly/Rear Delt Standard Stack 170 lb./77kg	\$3,380	25%	\$2,535
FSS5-H	Fitness Line Dual Station Pec Fly/Rear Delt Heavy Stack 250 lb./113 kg	\$3,710	25%	\$2,783
FSS6-R	Fitness Line Dual Station Biceps/Triceps Standard Stack 170 lb./77kg	\$3,360	25%	\$2,520
FSS6-H	Fitness Line Dual Station Biceps/Triceps Heavy Stack 250 lb./113 kg	\$3,690	25%	\$2,768
FSS7-R	Fitness Line Dual Station Low Back/Abdominal Standard Stack 170 lb./77kg	\$3,180	25%	\$2,385
FSS7-H	Fitness Line Dual Station Low Back/Abdominal Heavy Stack 250 lb./113 kg	\$3,510	25%	\$2,633

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FS60-R	Fitness Line Single Station Leg Extension Standard Stack 170 lb./77 kg	\$3,130	25%	\$2,348
FS60-H	Fitness Line Single Station Leg Extension Heavy Stack 250 lb./113 kg	\$3,470	25%	\$2,603
FS61-R	Fitness Line Single Station Seated Leg Curl Standard Stack 170 lb./77 kg	\$3,240	25%	\$2,430
FS61-H	Fitness Line Single Station Seated Leg Curl Heavy Stack 250 lb./113 kg	\$3,580	25%	\$2,685
FS64-R	Fitness Line Single Station Chest Press Standard Stack 170 lb./77 kg	\$3,130	25%	\$2,348
FS64-H	Fitness Line Single Station Chest Press Heavy Stack 250 lb./113 kg	\$3,470	25%	\$2,603
FS65-R	Fitness Line Single Station Shoulder Press Standard Stack 170 lb./77 kg	\$3,180	25%	\$2,385
FS65-H	Fitness Line Single Station Shoulder Press Heavy Stack 250 lb./113 kg	\$3,510	25%	\$2,633
XFT-100	Fitness Line Functional Trainer "Extreme" Functional Trainer 2:1 resistance 5 lb increments 2 X 130	\$5,100	25%	\$3,825
FS-100	Fitness Line Functional Trainer "Fitness Line" Functional Trainer 2:1 resistance 5 lb increments 2 X 130	\$3,800	25%	\$2,850
FS70-R	Fitness Line Functional Trainer Single Adjustable Cable Column 4:1 resistance 2.5 lb increments 1 X 130	\$3,070	25%	\$2,303
FS70-H	Fitness Line Functional Trainer Single Adjustable Cable Column 4:1 resistance 3.75 lb increments 1 X 130	\$3,400	25%	\$2,550
XFT-100-ACC-KIT	Fitness Line Functional Trainer Accessory Kit: Ankle Strap, Triceps Rope, Sports Handle, Tear Drop Handle	\$280	25%	\$210
FS20	Fitness Line Flat/Incline/Decline Bench Silver Frame w/Black Uph	\$690	25%	\$518
FS21	Fitness Line Abdominal Crunch Bench Silver Frame w/Black Uph	\$690	25%	\$518
FS22	Fitness Line Low Back/Abdominal Bench Silver Frame w/Black Uph	\$1,090	25%	\$818
FS23	Fitness Line Knee Raise/Dip/Chin Station Silver Frame w/Black Uph	\$1,160	25%	\$870
FS24	Fitness Line 3-Tier Flat Tray Dumbbell Rack Silver Frame w/Black Uph	\$800	25%	\$600
FS30	Fitness Line Smith Machine	\$3,240	25%	\$2,430
MP20R	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 2 at 170 lb./77kg Silver Frame w/Black Uph	\$6,960	20%	\$5,568
MP20H1	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 1 at 170 lb./77kg 1 at 250 lb./113kg Silver Frame w/Black Uph	\$7,300	20%	\$5,840
MP20H2	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 2 at 250 lb./113kg Silver Frame w/Black Uph	\$7,640	20%	\$6,112
MP25R	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 2 at 170 lb./77kg Silver Frame w/Black Uph	\$8,820	20%	\$7,056
MP25H1	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 1 at 170 lbs./77kg 1 at 250 lbs./113kg Silver Frame w/Black Uph	\$9,160	20%	\$7,328
MP25H2	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 2 at 250 lb./113kg Silver Frame w/Black Uph	\$9,500	20%	\$7,600
MP30R	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 3 at 170 lb./77kg Silver Frame w/Black Uph	\$10,020	20%	\$8,016
MP30H1	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 2 at 170 lb./77 kg Silver Frame w/Black Uph	\$10,360	20%	\$8,288
MP30H2	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 1 at 170 lb./77 kg Silver Frame w/Black Uph	\$10,700	20%	\$8,560
MP30H3	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 3 at 250 lb./113kg Silver Frame w/Black Uph	\$11,040	20%	\$8,832
MP35R	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 3 at 170 lbs./77kg Silver Frame w/Black Uph	\$10,820	20%	\$8,656
MP35H1	MP Series 4 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 2 at 170 lb./77kg 1 at 250 lb./113kg Silver Frame w/Black Uph	\$11,160	20%	\$8,928
MP35H2	MP Series 5 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 1 at 170 lb./77kg 2 at 250 lb./113kg Silver Frame w/Black Uph	\$11,500	20%	\$9,200
MP35H3	MP Series 6 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 3 at 250 lb./113 kg Silver Frame w/Black Uph	\$11,840	20%	\$9,472
MP40R	MP Series 4 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 4 at 170 lb./77kg Silver Frame w/Black Uph	\$12,440	20%	\$9,952
MP40H1	MP Series 5 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 3 at 170 lb./77kg Silver Frame w/Black Uph	\$12,780	20%	\$10,224
MP40H2	MP Series 6 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 2 at 170 lb./77kg Silver Frame w/Black Uph	\$13,120	20%	\$10,496
MP40H3	MP Series 7 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 1 at 170 lb./77kg Silver Frame w/Black Uph	\$13,460	20%	\$10,768
MP40H4	MP Series 8 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 4 at 250 lb./113kg Silver Frame w/Black Uph	\$13,800	20%	\$11,040

Nautilus Strength

ONE® - 250 LBS (1lb INCREMENTS)				
S6AA250-1	ONE ADDUCTION / ABDUCTION	\$ 7,999	40%	\$ 4,799
S6AB250-1	ONE ABDOMINAL CRUNCH	\$ 7,999	40%	\$ 4,799
S6BC250-1	ONE BICEPS CURL	\$ 7,999	40%	\$ 4,799
S6CP250-1	ONE CHEST PRESS	\$ 7,999	40%	\$ 4,799
S6FWN250-1	ONE FOUR WAY NECK	\$ 7,999	40%	\$ 4,799
S6LATP250-1	ONE LAT PULLDOWN (ONLY AVAILABLE IN 250 POUND WEIGHT STACK)	\$ 7,999	40%	\$ 4,799
S6LB250-1	ONE LOWER BACK	\$ 7,999	40%	\$ 4,799
S6LC250-1	ONE SEATED LEG CURL	\$ 7,999	40%	\$ 4,799
S6LE250-1	ONE LEG EXTENSION	\$ 7,999	40%	\$ 4,799
S6LP425-5	ONE LEG PRESS (STARTING AT 50 POUNDS - 425 POUNDS WEIGHT STACK)	\$ 7,999	40%	\$ 4,799
S6MR250-1	ONE MID ROW	\$ 7,999	40%	\$ 4,799
S6RT250-1	ONE ROTARY TORSO	\$ 7,999	40%	\$ 4,799
S6SP250-1	ONE SHOULDER PRESS	\$ 7,999	40%	\$ 4,799
S6TP250-1	ONE TRICEPS PRESS	\$ 7,999	40%	\$ 4,799
ONE® 425 LBS - (5lb INCREMENTS)				
MODEL	DESCRIPTION			
S6AA425-5	ONE ADDUCTION / ABDUCTION	\$ 7,999	40%	\$ 4,799
S6AB425-5	ONE ABDOMINAL CRUNCH	\$ 7,999	40%	\$ 4,799

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S6BC425-5	ONE BICEPS CURL	\$ 7,999	40%	\$ 4,799
S6CP425-5	ONE CHEST PRESS	\$ 7,999	40%	\$ 4,799
S6LATP250-1	ONE LAT PULLDOWN (ONLY AVAILABLE IN 250 POUND WEIGHT STACK)	\$ 7,999	40%	\$ 4,799
S6LB425-5	ONE LOW BACK	\$ 7,999	40%	\$ 4,799
S6LC425-5	ONE SEATED LEG CURL	\$ 7,999	40%	\$ 4,799
S6LE425-5	ONE LEG EXTENSION	\$ 7,999	40%	\$ 4,799
S6MR425-5	ONE MID ROW	\$ 7,999	40%	\$ 4,799
S6SP425-5	ONE SHOULDER PRESS	\$ 7,999	40%	\$ 4,799
S6TP425-5	ONE TRICEPS PRESS	\$ 7,999	40%	\$ 4,799
S6FWN250-1	ONE FOUR WAY NECK	\$ 7,999	40%	\$ 4,799
S6LP425-5	ONE LEG PRESS (STARTING AT 50 POUNDS - 425 POUNDS WEIGHT STACK)	\$ 7,999	40%	\$ 4,799
S6RT425-5	ONE ROTARY TORSO	\$ 7,999	40%	\$ 4,799
INSPIRATION				
MODEL	DESCRIPTION			
9-IPAA4	INSPIRATION ABDUCTOR / ADDUCTOR	\$ 5,999	35%	\$ 3,899
9-IPAC3	INSPIRATION ABDOMINAL CRUNCH	\$ 5,999	35%	\$ 3,899
9-IPBA3	INSPIRATION BILATERAL ARM CURL	\$ 5,999	35%	\$ 3,899
9-IPBC3	INSPIRATION BICEPS CURL	\$ 5,999	35%	\$ 3,899
9-IPBE3	INSPIRATION BACK EXTENSION	\$ 5,999	35%	\$ 3,899
9NP-D9302-19AAS	INSPIRATION DUAL ADJUSTABLE PULLEY	\$ 6,199	35%	\$ 4,029
9-IPDR3	INSPIRATION DELTOID RAISE	\$ 5,999	35%	\$ 3,899
9-IPGM4	INSPIRATION GLUTE MACHINE	\$ 5,999	35%	\$ 3,899
9-IPLC3	INSPIRATION LEG CURL	\$ 5,999	35%	\$ 3,899
9-IPLE3	INSPIRATION LEG EXTENSION	\$ 5,999	35%	\$ 3,899
9-IPLP3	INSPIRATION LEG PRESS	\$ 7,999	35%	\$ 5,199
9-IPPD3	INSPIRATION LAT PULL DOWN	\$ 5,999	35%	\$ 3,899
9-IPPF3	INSPIRATION PEC/DELT FLY	\$ 5,999	35%	\$ 3,899
9-IPPO3	INSPIRATION PULLOVER	\$ 5,999	35%	\$ 3,899
9-IPSP3	INSPIRATION SHOULDER PRESS	\$ 5,999	35%	\$ 3,899
9-IPTD4	INSPIRATION TRICEPS DIP	\$ 5,999	35%	\$ 3,899
9-IPTE3	INSPIRATION TRICEPS EXTENSION	\$ 5,999	35%	\$ 3,899
9-IPVP3	INSPIRATION VERTICAL PRESS	\$ 5,999	35%	\$ 3,899
9-IPVR3	INSPIRATION VERTICAL ROW	\$ 5,999	35%	\$ 3,899
9-IPRT3	INSPIRATION ROTARY TORSO	\$ 5,999	35%	\$ 3,899
IMPACT				
MODEL	DESCRIPTION			
9NA-S1301-13AGS	IMPACT LYING LEG CURL	\$ 4,999	30%	\$ 3,499
9NA-S1305-13AGS	IMPACT SEATED LEG PRESS	\$ 6,999	30%	\$ 4,899
9NA-S1307-13AGS	IMPACT ABDUCTOR	\$ 4,999	30%	\$ 3,499
9NA-S1308-13AGS	IMPACT ADDUCTOR	\$ 4,999	30%	\$ 3,499
9NA-S1309-13AGS	IMPACT STANDING CALF	\$ 4,999	30%	\$ 3,499
9NA-S1311-13AGS	IMPACT KNEELING LEG CURL	\$ 4,999	30%	\$ 3,499
9NA-S1312-13AGS	IMPACT LEG EXTENSION	\$ 4,999	30%	\$ 3,499
9NA-S1313-13AGS	IMPACT SEATED LEG CURL WITH ROM	\$ 5,999	30%	\$ 4,199
9NA-S2301-13AGS	IMPACT INCLINE PRESS	\$ 4,999	30%	\$ 3,499
9NA-S3301-13AGS	IMPACT ROW	\$ 4,999	30%	\$ 3,499
9NA-S3302-13AGS	IMPACT LOW BACK MACHINE	\$ 4,999	30%	\$ 3,499
9NA-S3303-13AGS	IMPACT FIXED LAT PULL DOWN	\$ 4,999	30%	\$ 3,499
9NA-S3305-13AGS	IMPACT LAT PULL DOWN	\$ 4,999	30%	\$ 3,499
9NA-S3306-13AGS	IMPACT LOW ROW	\$ 4,999	30%	\$ 3,499
9NA-S4301-13AGS	IMPACT CHEST PRESS	\$ 5,299	30%	\$ 3,709
9NA-S4302-13AGS	IMPACT DELTOID RAISE	\$ 4,999	30%	\$ 3,499
9NA-S4304-13AGS	IMPACT REAR PEC / DELT	\$ 4,999	30%	\$ 3,499
9NA-S4307-13AGS	IMPACT SHOULDER PRESS	\$ 4,999	30%	\$ 3,499
9NA-S5301-13AGS	IMPACT BICEPS CURL	\$ 4,999	30%	\$ 3,499
9NA-S5302-13AGS	IMPACT TRICEPS EXTENSION	\$ 4,999	30%	\$ 3,499
9NA-S5303-13AGS	IMPACT DIP MACHINE	\$ 4,999	30%	\$ 3,499
9NA-S6301-13AGS	IMPACT ABDOMINAL	\$ 4,999	30%	\$ 3,499
9NA-S6334-13AGS	IMPACT CHIN / DIP ASSIST	\$ 5,599	30%	\$ 3,919

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INSTINCT DUALS MATTE BLACK W/GRAY UPHOLSTERY				
MODEL	DESCRIPTION			
9NL-D1013-60ARS	INSTINCT LEG PRESS / CALF RAISE	\$ 4,999	35%	\$ 3,249
9NL-D1014-60ARS	INSTINCT LEG EXTENSION / SIDE LEG CURL	\$ 3,599	35%	\$ 2,339
9NL-D1015-60ARS	INSTINCT INNER / OUTER THIGH	\$ 3,599	35%	\$ 2,339
9NL-D2002-60AAS	INSTINCT DUAL ADJUSTABLE PULLEY	\$ 4,999	35%	\$ 3,249
9NL-D2110-60ARS	INSTINCT PEC FLY / DELTOID	\$ 3,499	30%	\$ 2,449
9NL-D2120-60ARS	INSTINCT MULTI-PRESS, 0-80°	\$ 3,499	30%	\$ 2,449
9NL-D3340-60ARS	INSTINCT LAT PULLDOWN / LOW ROW	\$ 3,499	30%	\$ 2,449
9NL-D5120-60ARS	INSTINCT BICEPS / TRICEPS	\$ 3,499	30%	\$ 2,449
9NL-D6330-60ARS	INSTINCT ABS / LOW BACK	\$ 3,499	30%	\$ 2,449
INSTINCT SINGLE STATIONS MATTE BLACK W/GRAY UPHOLSTERY				
MODEL	DESCRIPTION			
9NL-S1010-60ARS	INSTINCT LEG EXTENSION, SIDE MOUNT	\$ 3,599	30%	\$ 2,519
9NL-S1011-60ARS	INSTINCT SEATED LEG CURL	\$ 3,599	30%	\$ 2,519
9NL-S1012-60ARS	INSTINCT GLUTE MACHINE	\$ 3,599	30%	\$ 2,519
9NL-S2100-60ARS	INSTINCT VERTICAL CHEST PRESS	\$ 3,599	30%	\$ 2,519
9NL-S3310-60ARS	INSTINCT LAT PULL DOWN	\$ 3,599	30%	\$ 2,519
9NL-S3320-60ARS	INSTINCT VERTICAL ROW	\$ 3,599	30%	\$ 2,519
9NL-S4100-60ARS	INSTINCT SHOULDER PRESS	\$ 3,599	30%	\$ 2,519
9NL-S5100-60ARS	INSTINCT BICEPS CURL	\$ 3,599	30%	\$ 2,519
9NL-S5110-60ARS	INSTINCT TRICEPS EXTENSION	\$ 3,599	30%	\$ 2,519
9NL-S6300-60ARS	INSTINCT ROTARY TORSO	\$ 3,599	30%	\$ 2,519
INSTINCT BENCHES MATTE BLACK W/GRAY UPHOLSTERY				
MODEL	DESCRIPTION			
9NN-B7200-60ARS	INSTINCT ADJUSTABLE DEC/AB BENCH	\$ 899	30%	\$ 629
9NN-B7201-60ARS	INSTINCT OLYMPIC INCLINE BENCH	\$ 1,499	30%	\$ 1,049
9NN-B7501-60ARS	INSTINCT MULTI ADJUSTABLE BENCH	\$ 1,199	30%	\$ 839
9NN-B7502-60ARS	INSTINCT 45 DEGREE BACK EXTENSION BENCH	\$ 1,199	30%	\$ 839
9NN-B7503-60ARS	INSTINCT OLYMPIC FLAT BENCH	\$ 1,199	30%	\$ 839
9NN-B7505-60ARS	INSTINCT ABDOMINAL BENCH	\$ 1,199	30%	\$ 839
9NN-B7506-60ARS	INSTINCT MULTI-ADJUSTABLE MAB100	\$ 499	30%	\$ 349
INSTINCT RACKS MATTE BLACK W/GRAY UPHOLSTERY				
MODEL	DESCRIPTION			
9NN-R8001-60AAS	INSTINCT 2 TIER DUMBBELL RACK (10 PAIR)	\$ 1,199	30%	\$ 839
9NN-R8002-60AAS	INSTINCT 3 TIER DUMBBELL RACK (10 PAIR)	\$ 1,299	30%	\$ 909
MULTI - STATIONS				
MODEL	DESCRIPTION			
9NP-M9201-13BZS	CROSS-OVER CABLES WITH ADJUSTABLE PULLEYS	\$ 7,999	40%	\$ 4,799
9NP-M9601-13BZS	4 STATION	\$ 12,999	40%	\$ 7,799
9NP-M9605-13BZS	5 STATION WITH ADJUSTABLE PULLEY	\$ 14,999	40%	\$ 8,999
9NP-M9619-13BZS	9 STATION	\$ 26,999	40%	\$ 16,199
9NP-M9620-13BZS	14 STATION	\$ 37,999	40%	\$ 22,799
MULTI - STATIONS (CONFIGURABLE COMPONENTS)				
MODEL	DESCRIPTION			
731-7720-13	NP-MULTI-STATION-TOWER, SILVER	\$ 1,499	40%	\$ 899
731-7721-13	NP-HI/LOW STATION, SILVER	\$ 2,399	40%	\$ 1,439
731-7722-13BZ	NAU,TRICEPS PRESS STATION, SILVER W/ BLACK UPHOLSTERY	\$ 2,999	40%	\$ 1,799
731-7723-13BZ	NAU, LOW ROW STATION, SILVER W/ BLACK UPHOLSTERY	\$ 2,999	40%	\$ 1,799
731-7724-13BZ	NAU, LAT PULL STATION, SILVER W/ BLACK UPHOLSTERY	\$ 2,499	40%	\$ 1,499
731-7725-13	CONN,BOOM W/PULL UP BARS, SILVER	\$ 599	40%	\$ 359
731-7726-13	NP-TOWER, CABLE CROSS, SILVER	\$ 4,599	40%	\$ 2,759
HUMAN SPORT				
MODEL	DESCRIPTION			
9-HSAC3	ARM CRUNCH (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSLP3	LAT PULL (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSPL3	PULL LIFT (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSSC3	SHOULDER CHEST (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSTD3	TOTAL DELTS (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSTL3	TOTAL LEGS (SILVER WITH WOOD TRIM)	\$ 5,299	30%	\$ 3,709
9-HSFT3-19AAC	FREEDOM TRAINER (SILVER WITH WOOD TRIM)	\$ 6,199	30%	\$ 4,339

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MULTI - GYM RACKS				
MODEL	DESCRIPTION			
9NP-L8507-13AAS	FREEDOM RACK	\$ 5,599	35%	\$ 3,639
9-HDHR2	HALF RACK	\$ 4,999	35%	\$ 3,249
9-HDP62	HALF RACK PLATFORM 6'	\$ 4,999	35%	\$ 3,249
9-HDP6D-BB2	HALF RACK SOUND DAMPENING BAMBOO PLATFORM	\$ 8,999	35%	\$ 5,849
9-HDP6D-BB2-SA	HALF RACK SOUND DAMPENING BAMBOO PLATFORM - STAND ALONE	\$ 7,999	35%	\$ 5,199
9-HDCS1	HALF RACK BUMPER PLATE STORAGE	\$ 399	35%	\$ 259
9-HDPB1	HALF RACK PULL-UP BRIDGE	\$ 699	35%	\$ 454
95-0760	HALF RACK BAND PEG AND ACCESSORY HOOK KIT	\$ 249	35%	\$ 162
LEVERAGE				
MODEL	DESCRIPTION			
9NP-L2002-13BZS	LEVERAGE CHEST PRESS	\$ 3,999	35%	\$ 2,599
9NP-L2003-13BZS	LEVERAGE INCLINE PRESS	\$ 3,999	35%	\$ 2,599
9NP-L2004-13BZS	LEVERAGE DECLINE PRESS	\$ 3,999	35%	\$ 2,599
9NP-L3003-13BZS	LEVERAGE LAT PULDDOWN	\$ 3,999	35%	\$ 2,599
9NP-L3004-13BZS	LEVERAGE ROW	\$ 3,999	35%	\$ 2,599
9NP-L3005-13BZS	LEVERAGE HIGH ROW	\$ 3,999	35%	\$ 2,599
9NP-L4002-13BZS	LEVERAGE SHOULDER PRESS	\$ 3,999	35%	\$ 2,599
9NP-L5002-13BZS	LEVERAGE BICEPS CURL	\$ 3,999	35%	\$ 2,599
9NP-L5003-13BZS	LEVERAGE AB CRUNCH	\$ 3,999	35%	\$ 2,599
9NP-L8500-13AAS	SMITH MACHINE	\$ 5,299	35%	\$ 3,444
9NP-L3006-13AAS	DEADLIFT SHRUG	\$ 3,149	30%	\$ 2,204
PLATE LOADED				
MODEL	DESCRIPTION			
9NP-L1110-13BZS	TILT SEAT CALF (PLATE LOADED)	\$ 1,299	30%	\$ 909
9NP-L1130-13BZS	HACK SQUAT (PLATE LOADED)	\$ 3,999	30%	\$ 2,799
9NP-L1131-13BZS	GLUTE DRIVE (PLATE LOADED)	\$ 3,599	30%	\$ 2,519
731-8296	GLUTE DRIVE WEIGHT STORAGE	\$ 399	30%	\$ 279
9NP-L1141-13BZS	ANGLED LEG PRESS (PLATE LOADED)	\$ 3,799	30%	\$ 2,659
9NP-L3140-13BZS	INCLINE LEVER ROW (PLATE LOADED)	\$ 1,399	30%	\$ 979
INSPIRATION BENCHES				
MODEL	DESCRIPTION			
400-1125	INSPIRATION WEIGHT STORAGE (USE WITH OLY BENCHES)	\$ 699	20%	\$ 559
9NP-B7202-13BZS	INSPIRATION OLYMPIC FLAT BENCH	\$ 1,399	20%	\$ 1,119
9NP-B7203-13BZS	INSPIRATION OLYMPIC INCLINE BENCH	\$ 1,599	20%	\$ 1,279
9NP-B7204-13BZS	INSPIRATION OLYMPIC DECLINE BENCH	\$ 1,599	20%	\$ 1,279
9NP-B7205-13BZS	INSPIRATION OLYMPIC MILITARY PRESS	\$ 1,999	20%	\$ 1,599
9NP-B7506-13BZS	INSPIRATION MULTI ADJUSTABLE BENCH	\$ 1,599	20%	\$ 1,279
9NP-B7507-13BZS	INSPIRATION FLAT BENCH	\$ 799	20%	\$ 639
9NP-B7508-13BZS	INSPIRATION ADJUSTABLE DECLINE BENCH	\$ 1,299	20%	\$ 1,039
9NP-B7509-13BZS	INSPIRATION SEATED ARM CURL BENCH	\$ 1,399	20%	\$ 1,119
9NP-B7510-13BZS	INSPIRATION ABDOMINAL BENCH	\$ 1,299	20%	\$ 1,039
9NP-B7511-13BZS	INSPIRATION PULL UP / DIP / LEG RAISE	\$ 1,899	20%	\$ 1,519
9NP-B7514-13BZS	INSPIRATION 45° BACK EXTENSION BENCH	\$ 1,399	20%	\$ 1,119
9NP-B7515-13BZS	INSPIRATION STANDING ARM CURL	\$ 1,399	20%	\$ 1,119
9NP-B7516-13BZS	INSPIRATION UTILITY BENCH	\$ 799	20%	\$ 639
9NP-B7517-13BZS	INSPIRATION LEG RAISE / DIP	\$ 1,599	20%	\$ 1,279
9NP-B7518-13AAS	INSPIRATION DIP STATION	\$ 1,199	20%	\$ 959
9NP-B7523-13BZS	INSPIRATION ADJUSTABLE INCLINE BENCH	\$ 1,299	20%	\$ 1,039
9NP-B7522-13BZS	INSPIRATION GLUTE HAM DEVELOPER	\$ 1,099	20%	\$ 879
9NP-B7521-13BZS	INSPIRATION UTILITY STOOL	\$ 299	20%	\$ 239
9NP-B7524-13AAS	INSPIRATION STRETCH BENCH	\$ 995	20%	\$ 796
RACKS				
MODEL	DESCRIPTION			
9NP-R7512-26AAS	2-SIDED OLYMPIC WEIGHT TREE	\$ 699	20%	\$ 559
9NP-R7513-26AAS	4-SIDED OLYMPIC WEIGHT TREE	\$ 899	20%	\$ 719
9NP-R8005-13AAS	POWER CAGE	\$ 2,999	20%	\$ 2,399
9NP-R8008-13AAS	OLYMPIC SQUAT RACK	\$ 2,299	20%	\$ 1,839
9NP-R8009-13AAS	SINGLE DUMBBELL RACK (5 PAIR)	\$ 1,199	20%	\$ 959
9NP-R8010-13AAS	DOUBLE DUMBBELL RACK (10 PAIR)	\$ 1,499	20%	\$ 1,199
9NP-R8011-13AAS	TRIPLE DUMBBELL RACK (15 PAIR)	\$ 1,999	20%	\$ 1,599
9NP-R8012-13AAS	BARBELL RACK	\$ 1,199	20%	\$ 959
9NP-R8013-13AAS	ACCESSORY RACK	\$ 1,099	20%	\$ 879
9NP-R8014-13AAS	3-TIER BEAUTY BELL RACK	\$ 1,199	20%	\$ 959

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Hoist Strength

HOIST DUAL EXERCISE STATIONS (HD)				
HD-3000	Dual Pulley Functional Trainer	\$4,999.99	25%	3749.9925
HD-3100	Biceps / Triceps	\$3,299.99	25%	2474.9925
HD-3200	Lat Pulldown / Mid Row	\$3,299.99	25%	2474.9925
HD-3300	Multi-Press	\$3,299.99	25%	2474.9925
HD-3400	Leg Extension / Leg Curl	\$3,299.99	25%	2474.9925
HD-3403	Leg Press / Calf Raise	\$4,499.00	25%	3374.25
HD-3600	Ab / Low Back	\$3,299.99	25%	2474.9925
HD-3700	Chin-up / Dip Assist	\$4,499.00	25%	3374.25
HD-3800	Inner / Outer Thigh	\$3,299.99	25%	2474.9925
HD-3900	Pec Fly / Rear Delt	\$3,299.99	25%	2474.9925
AL SERIES (HDG-HEAVY WEIGHT STACK DUALS)				
HDG-3100	Biceps / Triceps	\$3,599.00	25%	2699.25
HDG-3200	Lat Pulldown / Mid Row	\$3,599.00	25%	2699.25
HDG-3300	Multi-Press	\$3,599.00	25%	2699.25
HDG-3400	Leg Extension / Leg Curl	\$3,599.00	25%	2699.25
HDG-3403	Leg Press / Calf Raise	\$4,599.00	25%	3449.25
HDG-3600	Ab / Low Back	\$3,599.00	25%	2699.25
HDG-3800	Inner / Outer Thigh	\$3,599.00	25%	2699.25
COMMERCIAL FREEWEIGHT PRODUCTS (CF)				
CF-2179-B	3 way olympic bench flat / incline / decline	\$1,999.00	15%	1699.15
CF-3160	Flat / incline bench	\$799.00	15%	679.15
CF-3162	Super adjustable flat / decline bench	\$749.00	15%	636.65
CF-3163	Flat bench	\$419.00	15%	356.15
CF-3165	Super flat / incline / decline bench	\$899.00	15%	764.15
CF-3170-A	Flat olympic bench with storage	\$1,099.00	15%	934.15
CF-3172-A	Incline olympic bench with storage	\$1,349.00	15%	1146.65
CF-OPT-01	Olympic bench spotter stand - attachment for: CF-3252-A	\$299.00	15%	254.15
CF-3177-A	Decline olympic bench with storage	\$1,349.00	15%	1146.65
CF-3252-A	Vertical knee raise / dip	\$649.00	15%	551.65
CF-3962-A-OPT	Fitness tree option - attachment for CF	\$539.99	15%	458.9915
CF-3264	Adjustable decline AB bench	\$899.00	15%	764.15
CF-3355	Linear leg press	\$4,499.00	15%	3824.15
CF-3364-A	Power cage	\$1,899.00	15%	1614.15
CF-3367-A	Squat rack	\$1,699.00	15%	1444.15
CF-3443	Olympic plate tree	\$499.00	15%	424.15
CF-OPT-02	Olympic bar holder - attachment for: CF-3443	\$39.00	15%	33.15
CF-3444	4 sided olympic plate tree	\$599.00	15%	509.15
CF-3461-1-A	1-Tier horizontal dumbbell rack (5 pairs)	\$799.00	15%	679.15
CF-3461-2	2-Tier horizontal dumbbell rack (10 pairs)	\$929.00	15%	789.65
CF-3461-3	3-Tier horizontal dumbbell rack (15 pairs)	\$1,229.00	15%	1044.65
CF-3462-2	2-Tier horizontal beauty bell rack (8 pairs)	\$599.00	15%	509.15
CF-3462-3	3-tier horizontal beauty bell rack (12 pairs)	\$749.00	15%	636.65
CF-3465-A	Barbell rack (10 pairs)	\$899.00	15%	764.15
CF-3466	Accessory rack	\$769.00	15%	653.65
CF-3550	Preacher curl	\$799.00	15%	679.15
CF-3555	Preacher curl, standing	\$799.00	15%	679.15
CF-3661-A	Incline leverage row	\$1,399.00	15%	1189.15
CF-3663	Back hyper	\$899.00	15%	764.15
CF-3753	7-degree smith	\$3,999.00	15%	3399.15
CF-3754	Dual action smith	\$4,999.00	15%	4249.15
CF-3860	Military Press	\$1,699.00	15%	1444.15
CF-3950	Utility stool	\$189.00	15%	160.65
CF-3960	Utility bench	\$399.00	15%	339.15
CF-3962-A	Fitness tree option - attachment for CF	\$1,098.00	15%	933.3

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HOIST CLUB LINE (CL) PRODUCTS				
CL-3102	Biceps Curl	\$3,699.00	25%	2774.25
CL-3103	Triceps Press	\$3,699.00	25%	2774.25
CL-3201	Lat Pulldown	\$3,699.00	25%	2774.25
CL-3301	Chest Press	\$3,699.00	25%	2774.25
CL-3401	Leg Extension	\$3,699.00	25%	2774.25
CL-3402	Leg Curl	\$3,699.00	25%	2774.25
CL-3501	Shoulder Press	\$3,699.00	25%	2774.25
CL-3403	Leg Press (The CL-3403 cannot be upgraded to a 400lb stack. Must order the CL-3403-HS)	\$4,999.00	25%	3749.25
CL-3403-HS	Leg Press (400lb weight stack)	\$5,249.00	25%	3936.75
CL-3203	Mid Row	\$3,699.00	25%	2774.25
CL-3309	Pec Fly / Rear Delt	\$3,999.00	25%	2999.25
CL-3408	Standing / Prone Leg Curl	\$3,999.00	25%	2999.25
CL-3502	Lateral Delt Raise	\$3,699.00	25%	2774.25
CL-3601	Abdominals	\$3,699.00	25%	2774.25
CL-3800	Outter/ Inner Thigh	\$3,999.00	25%	2999.25
DIST COMMERCIAL MULTI JUNGLE (CMJ)				
CMS-6175	Stand alone hilo pulley	\$2,100.00	15%	1785
CMD-6180	Cable crossover (CMS-6175 x 2 with CMJ-OPT-01 Boom x 1)	\$4,800.00	20%	3840
CMJ-6600-S	6 station single pod with stand alone hilo pulley (CMJ-6000-1 4 station, CMS-6175 x 1 with	\$9,700.00	20%	7760
CMJ-Cage	Base cage	\$1,300.00	15%	1105
CMJ-6101-A	Triceps Extension	\$1,000.00	15%	850
CMJ-6175	Hilo	\$1,500.00	15%	1275
CMJ-6201-A	Lat station	\$1,500.00	15%	1275
CMJ-6201-D	Dual pulley lat station	\$1,900.00	15%	1615
CMJ-6203	Low row	\$1,700.00	15%	1445
CMJ-6203-D	Dual pulley low row	\$2,000.00	15%	1700
CMJ-OPT-01	Cross over pull up station	\$600.00	15%	510
CMJ-6000-1	4 station (single lat station, single low row, triceps, hilo)	\$7,000.00	25%	5250
CMJ-6000-2	9 station (2 single lat stations, 2 single low rows, 2 triceps, 2 hilos, 1 connector bar)	\$14,600.00	25%	10950
CMJ-6000-3	14 station (3 single stations, 3 single low rows, 2 triceps, 4 hilos, 2 connector bars)	\$22,700.00	25%	17025
HOIST ROC-IT SELECTORIZED (RS)				
RS-1101-A	Seated Dip	\$4,299.00	25%	3224.25
RS-1102-A	Biceps Curl	\$4,299.00	25%	3224.25
RS-1103	Triceps Extension	\$4,299.00	25%	3224.25
RS-1201-A	Lat Pulldown	\$4,299.00	25%	3224.25
RS-1203-A	Seated Mid Row	\$4,299.00	25%	3224.25
RS-1204	Low Back	\$4,299.00	25%	3224.25
RS-1301-A	Chest Press	\$4,299.00	25%	3224.25
RS-1302-A	Pec Fly	\$4,299.00	25%	3224.25
RS-1401-A	Leg Extension	\$4,299.00	25%	3224.25
RS-1402-A	Leg Curl	\$4,299.00	25%	3224.25
RS-1403-A	Leg Press	\$5,999.00	25%	4499.25
RS-1406	Inner Thigh	\$4,299.00	25%	3224.25
RS-1407	Outer Thigh	\$4,299.00	25%	3224.25
RS-1408	Prone Leg Curl	\$4,299.00	25%	3224.25
RS-1412	Glute Master	\$4,299.00	25%	3224.25
RS-1415-A	Rotary Calf	\$4,299.00	25%	3224.25
RS-1501-A	Shoulder Press	\$4,299.00	25%	3224.25
RS-1502	Lateral Deltoid Raise	\$4,299.00	25%	3224.25
RS-1601	Ab	\$4,299.00	25%	3224.25
RS-1602	Rotary Torso	\$4,299.00	25%	3224.25
RS-1700	Chin / Dip Assist	\$5,499.00	25%	4124.25
HOIST ROC-IT PLATE LOADED (RPL)				
RPL-5101-A	Seated Dip	\$2,499.00	10%	2249.1
RPL-5102-A	Preacher Curl	\$2,499.00	10%	2249.1
RPL-5201-A	Lat Pulldown	\$2,499.00	10%	2249.1
RPL-5203-A	Seated Mid Row	\$2,499.00	10%	2249.1
RPL-5301-A	Chest Press	\$2,499.00	10%	2249.1
RPL-5303-A	Incline Press	\$2,499.00	10%	2249.1
RPL-5305-A	Decline Press	\$2,499.00	10%	2249.1
RPL-5363-A	Calf Raise	\$999.00	10%	899.1
RPL-5403-B	Dual Action Leg Press	\$3,799.00	10%	3419.1
RPL-5405	Standing Calf Raise	\$2,499.00	10%	2249.1
RPL-5501-A	Shoulder Press	\$2,499.00	10%	2249.1
RPL-5356	Hack Squat / Dead Lift / Shrug	\$3,299.00	10%	2969.1
RPL-5601	Roc-Abs	\$1,899.00	10%	1709.1
MOTIONCAGES				
MC-7001	MotionCage package 1	\$11,999.00	25%	8999.25
MC-7002	MotionCage package 2	\$15,999.00	25%	11999.25
MC-7003	MotionCage package 3	\$19,120.00	25%	14340
MC-7004	MotionCage package 4	\$16,999.00	25%	12749.25
MC-7005	MotionCage package 5	\$20,789.00	25%	15591.75
MCS-8001	MotionCage Studio Package 1	\$5,499.00	25%	4124.25
MCS-8002	MotionCage Studio Package 2	\$8,999.00	25%	6749.25
MCS-8003	MotionCage Studio Package 3	\$9,499.00	25%	7124.25
MCS-8004	MotionCage Studio Package 4	\$10,999.00	25%	8249.25
MCS-8005	MotionCage Studio Package 5	\$12,499.00	25%	9374.25

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Tuff Stuff Strength

CG-9503	Multi-Press with 200 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20
CG-9504	Lat / Mid-Row with 200 Lbs Weight Stack	\$3,299.00	20%	\$2,639.20
CG-9506	Bicep / Tricep with 200 Lbs Weight Stack	\$3,299.00	20%	\$2,639.20
CG-9510	Ab / Back with 200 Lbs Weight Stack	\$3,299.00	20%	\$2,639.20
CG-9514	Leg Extension / Curl with 200 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20
CG-9515	Inner / Outer Thigh with 150 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20
CG-9516	Leg Press with 200 Lbs Weight Stack (400 Lbs Resistance)	\$3,599.00	20%	\$2,879.20
CT-2000	CT2 POD Fitness Trainer (Requires 1 each CT-8200 Training Module)	\$1,099.00	10%	\$989.10
CT-4000	CT4 POD Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$1,499.00	10%	\$1,349.10
CT-6000	CT6 "Select" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$4,899.00	10%	\$4,409.10
CT-7100E	Compact Fitness Trainer (includes; custom CT-8210, CT-8250, CT-8260 and CT-8310)	\$12,599.00	10%	\$11,339.10
CT-8000B	CT8 "Base" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$6,699.00	10%	\$6,029.10
CT-8100E	CT8 "Elite" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$7,999.00	10%	\$7,199.10
CT-8210	Medicine Ball Rebounder Training Module	\$1,799.00	10%	\$1,619.10
CT-8220	Adjustable Step-up/Stretch Training Module	\$1,299.00	10%	\$1,169.10
CT-8230	Battle Rope Training Module	\$749.00	10%	\$674.10
CT-8240	Kettle Bell Training Module	\$1,049.00	10%	\$944.10
CT-8250	Heavy Bag Training Module	\$899.00	10%	\$809.10
CT-8260	Dual Adjustable Pulley w/Multi-grip Chin-up Bar Module (with 2x 200Lbs stacks)	\$3,699.00	10%	\$3,329.10
CT-8270	Squat/Press Rack Training Module	\$1,199.00	10%	\$1,079.10
CT-8310	Squat/Press Racking Station	\$1,699.00	10%	\$1,529.10
CT-8320	Multi-Strap Training Boom	\$559.00	10%	\$503.10
CT-8330	Olympic Bar Landmine	\$189.00	10%	\$170.10
CT-8340	Dip Handles	\$339.00	10%	\$305.10
CT-8350	Dual Bar Suspension Connector (for connecting CT-2000, 4000 and/or 6000's)	\$479.00	10%	\$431.10
CT-8360	Rock Climbing Connector (for connecting CT-2000, 4000 and/or 6000's)	\$849.00	10%	\$764.10
CT-8380	Accessory Kit for CT-8260 (includes; Squat Bar, Low-Row Bar & Ankle Strap)	\$309.00	10%	\$278.10
CT-8390	Horizontal Bumper Plate Rack (for connecting CT-2000, 4000 and/or 6000's)	\$269.00	10%	\$242.10
CT-8391	Multi-Position Dumbbell/Kettlebell Tray (for connecting CT-2000, 4000 and/or 6000's)	\$479.00	10%	\$431.10
CT-8392	Medicine/Slam Ball Rack (for connecting CT-2000, 4000 and/or 6000's)	\$135.00	10%	\$121.50
CT-8393	Custom Laser Cut Logo attachment (for connecting CT-2000, 4000 and/or 6000's)	\$399.00	10%	\$359.10
PXLS-7910	Half Rack	\$2,399.00	n/a	\$2,399
PXLS-7920	Dual Rack (2 Half Racks back to back)	\$3,599.00	10%	\$3,239.10
PXLS-7930	Power Rack	\$3,599.00	10%	\$3,239.10
PXLS-7950	Super Rack (Power Rack + Half Rack)	\$4,349.00	10%	\$3,914.10
PXLS-7924.1	6'x8' Olympic Platform with inset for Half Racks: 7910, 7920 & 7950	\$2,299.00	5%	\$2,184.05
PXLS-7925.1	6'x8' Olympic Platform with inset for Power Racks: 7930 & 7950	\$2,399.00	5%	\$2,279.05
PXLS-7926.1	6'x8' Olympic Platform (Free Standing)	\$1,649.00	5%	\$1,566.55
PXLS-CLS	Color Logo Set-Up Fee (One Time Only)	\$450.00	n/a	\$450
PXLS-1PL	Platform Logo Fee (One Per Platform)	\$165.00	n/a	\$165
PXLS-7901	Self-Aligning Adjustable Bench (For use with or without platform)	\$1,099.00	5%	\$1,044.05
PXLS-7994	Horizontal Bumper Plate Rack	\$339.00	5%	\$322.05
PXLS-7996	Spotter Platform (Sold in Pairs)	\$189.00	5%	\$179.55
PXLS-7997	Landmine	\$119.00	5%	\$113.05
PXLS-7998	Dip Attachment (Not available for PXLS-7910 or 7920)	\$229.00	5%	\$217.55
PXLS-7999	Dual Bar-Catches (Not available for PXLS-7910 or 7920)	\$249.00	5%	\$236.55
PPS-200	CHEST PRESS with 220 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15
PPS-205	SHOULDER PRESS with 220 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15
PPS-206	BICEPS CURL with 150 Lbs Weight Stack	\$3,399.00	15%	\$2,889.15
PPS-207	SEATED ROW with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15
PPS-208	LOW ROW with 220 Lbs Weight Stack	\$3,299.00	15%	\$2,804.15
PPS-210	LAT PULLDOWN with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15
PPS-212	TRICEP PRESS with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15
PPS-213	LATERAL RAISE with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15
PPS-215	ASSISTED CHIN / DIP with 220 Lbs Weight Stack	\$4,199.00	15%	\$3,569.15
PPS-220	ABDOMINAL CRUNCH with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15
PPS-221	BACK EXTENSION with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15
PPS-222	ROTARY TORSO with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15
PPS-231	LEG EXTENSION with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15

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PPS-232	SEATED LEG CURL with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15
PPS-233	PRONE LEG CURL with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15
PPS-237	MULTI-HIP FLEXOR with 220 Lbs Weight Stacks	\$3,899.00	15%	\$3,314.15
PPS-238	STANDING CALF with 400 Lbs Weight Stack	\$3,699.00	15%	\$3,144.15
PPS-239	GLUTE MACHINE with 220 Lbs Weight Stack	\$3,499.00	15%	\$2,974.15
PPD-801	MULTI-PRESS with 220 Lbs Weight Stack	\$4,199.00	15%	\$3,569.15
PPD-802	LAT/ MID/ LOW -ROW with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15
PPD-803	PEC FLY/ REAR DELT with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15
PPD-804	BICEPS/ TRICEPS with 150 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15
PPD-805	ABDOMINAL/ BACK with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15
PPD-806	LEG EXTENSION / CURL with 220 Lbs Weight Stack	\$4,499.00	15%	\$3,824.15
PPD-807	INNER/ OUTER THIGH with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15
PPD-830	LEG PRESS/ HACK SQUAT with 400 Lbs Weight Stack	\$5,899.00	15%	\$5,014.15
PPMS-240	SINGLE ADJUSTABLE CABLE COLUMN	\$3,199.00	15%	\$2,719.15
PPMS-240X	SINGLE ADJUSTABLE CABLE COLUMN	\$3,399.00	15%	\$2,889.15
PPMS-245	FUNCTIONAL TRAINER	\$5,899.00	15%	\$5,014.15
PPMS-250	ADJUSTABLE CABLE CROSSOVER	\$3,999.00	15%	\$3,399.15
PPMS-250X	ADJUSTABLE CABLE CROSSOVER	\$4,099.00	15%	\$3,484.15
PPMS-255	DUAL ADJUSTABLE PULLEY	\$4,099.00	15%	\$3,484.15
PPMS-255X	DUAL ADJUSTABLE PULLEY	\$4,199.00	15%	\$3,569.15
PPMS-4000	*4-STATION JUNGLE GYM	\$7,999.00	15%	\$6,799.15
PPMS-5000	*4-STATION JUNGLE GYM	\$8,999.00	15%	\$7,649.15
PPMS-6000	*6-STATION JUNGLE GYM	\$10,999.00	15%	\$9,349.15
PPMS-9000	*9-STATION JUNGLE GYM	\$15,799.00	15%	\$13,429.15
PPL-905	CHEST PRESS	\$1,949.00	10%	\$1,754.10
PPL-910	INCLINE PRESS	\$2,149.00	10%	\$1,934.10
PPL-915	SHOULDER PRESS	\$2,149.00	10%	\$1,934.10
PPL-920	BICEPS CURL	\$2,049.00	10%	\$1,844.10
PPL-925	SEATED DIP	\$2,149.00	10%	\$1,934.10
PPL-930	SEATED ROW	\$2,249.00	10%	\$2,024.10
PPL-935	LAT PULLDOWN	\$2,249.00	10%	\$2,024.10
PPL-940	INCLINE LEVER ROW	\$1,599.00	10%	\$1,439.10
PPL-WPO	4PC WEIGHT PRONG SET (FOR 905, 910, 915)	\$99.00	10%	\$89.10
PPL-970	ABDOMINAL CRUNCH	\$2,799.00	10%	\$2,519.10
PPL-945	LEG EXTENSION	\$2,149.00	10%	\$1,934.10
PPL-950	PRONE LEG CURL	\$2,049.00	10%	\$1,844.10
PPL-955	SEATED CALF	\$1,499.00	10%	\$1,349.10
PPL-960	ANGLED LEG PRESS	\$4,299.00	10%	\$3,869.10
PPL-965	ANGLED HACK SQUAT	\$4,199.00	10%	\$3,779.10
PPL-900	SMITH MACHINE	\$3,699.00	10%	\$3,329.10
PPF-700	MULTI-ADJUSTABLE BENCH	\$999.00	5%	\$949.05
PPF-701	FLAT / INCLINE BENCH	\$849.00	5%	\$806.55
PPF-SSP	SIDE SPOTTER STANDS (For: PPF-701)	\$449.00	5%	\$426.55
PPF-702	FLAT BENCH	\$449.00	5%	\$426.55
PPF-703	UTILITY BENCH	\$539.00	5%	\$512.05
PPF-705	ADJUSTABLE INCLINE BENCH	\$869.00	5%	\$825.55
PPF-706	PREACHER CURL BENCH	\$679.00	5%	\$645.05
PPF-714	ADJUSTABLE DECLINE BENCH	\$899.00	5%	\$854.05
PPF-800	DELUXE POWER RACK	\$2,249.00	5%	\$2,136.55
PPF-RPFI	6'x8' OLYMPIC PLATFORM with Rubber Inset	\$1,299.00	5%	\$1,234.05
PPF-WPFI	6'x8' OLYMPIC PLATFORM with Wood Inset	\$2,099.00	5%	\$1,994.05
PPF-850	SQUAT RACK	\$1,179.00	n/a	\$1,179
PPF-707	OLYMPIC FLAT BENCH	\$929.00	5%	\$882.55
PPF-708	OLYMPIC INCLINE BENCH	\$1,199.00	5%	\$1,139.05
PPF-709	OLYMPIC DECLINE BENCH	\$1,139.00	5%	\$1,082.05
PPF-710	OLYMPIC MILITARY BENCH with Spotter Platform	\$1,299.00	5%	\$1,234.05
PPF-711	4-WAY OLYMPIC BENCH	\$2,349.00	5%	\$2,231.55
PPF-714	ADJUSTABLE DECLINE BENCH	\$899.00	5%	\$854.05
PPF-717	BACK STATION	\$999.00	5%	\$949.05
PPF-718	GLUTE - HAM BENCH	\$1,849.00	5%	\$1,756.55
PPF-720	CHIN / DIP / LEG RAISE	\$1,599.00	5%	\$1,519.05
PPF-752	2-TIER SADDLE DUMBBELL RACK	\$799.00	5%	\$759.05
PPF-752T	2-TIER TRAY DUMBBELL RACK	\$949.00	5%	\$901.55
PPF-753	BARBELL RACK	\$899.00	5%	\$854.05
PPF-754	3-TIER SADDLE DUMBBELL RACK	\$1,069.00	5%	\$1,015.55
PPF-754T	3-TIER TRAY DUMBBELL RACK	\$1,359.00	5%	\$1,291.05
PPF-758	OLYMPIC WEIGHT TREE	\$349.00	5%	\$331.55

RFP # JGM-1124 Athletic Fitness Equipment, Strength & Conditioning, Apparel, & Related Services
Negotiation Summary for Ardent Fitness, LLC.
10/6/2021

TKO

9900	Stretching+Boxing+Rebounder+Cables Station	\$13,410.00	25%	\$10,057.50
9901	Stretching+Boxing+Rebounder+Power Rack Station	\$13,410.00	25%	\$10,057.50
9902	Stretching+Rebounder+Power Rack Station	\$7,910.00	25%	\$5,932.50
9903	Stretching+Boxing+Rebounder Station	\$7,690.00	25%	\$5,767.50
9904	Stretching+Boxing Station	\$5,050.00	25%	\$3,787.50
9905	Stretching+Rebounder Station	\$4,610.00	25%	\$3,457.50
9906-B	Functional Corner Unit	\$4,950.00	25%	\$3,712.50
9907	Combat/Stretching/Storage	\$6,590.00	25%	\$4,942.50
9908	Stretching+Combat+Functional Station	\$10,110.00	25%	\$7,582.50
99ACC-D	Dip Bar	\$430.00	25%	\$322.50
99ACC-S	Platform	\$670.00	25%	\$502.50
99ACC-P	Pivot	\$140.00	25%	\$105.00
8AB	AirRaid Bike	\$1,530.00	20%	\$1,224.00
8AR	AirRaid Rower	\$1,430.00	20%	\$1,144.00
7001-G2	CHEST PRESS	\$4,280.00	20%	\$3,424.00
7003-G2	PEC FLY/REAR DELT	\$4,170.00	20%	\$3,336.00
7005-G2	VERTICAL ROW	\$4,170.00	20%	\$3,336.00
7006-G2	LAT PULLDOWN	\$4,390.00	20%	\$3,512.00
7008-G2	SHOULDER PRESS	\$3,950.00	20%	\$3,160.00
7009-G2	LATERAL RAISE	\$3,510.00	20%	\$2,808.00
7010-G2	LEG PRESS	\$5,930.00	20%	\$4,744.00
7011-G2	LEG EXTENSION	\$4,130.00	20%	\$3,304.00
7012-G2	SEATED LEG CURL	\$4,390.00	20%	\$3,512.00
7013-G2	PRONE LEG CURL	\$3,730.00	20%	\$2,984.00
7014-G2	CALF RAISE	\$3,730.00	20%	\$2,984.00
7015-G2	ABDUCTOR / ADDUCTOR	\$3,840.00	20%	\$3,072.00
7018-G2	GLUTE	\$3,730.00	20%	\$2,984.00
7019-G2	TOTAL HIP	\$3,950.00	20%	\$3,160.00
7020-G2	ARM CURL	\$3,510.00	20%	\$2,808.00
7021-G2	Seated dip press	\$4,390.00	20%	\$3,512.00
7023-G2	BACK EXTENSION	\$3,510.00	20%	\$2,808.00
7024-G2	Abdominal	\$3,510.00	20%	\$2,808.00
7025-G2	TORSO ROTATION	\$3,730.00	20%	\$2,984.00
7026-G2	WEIGHT ASSISTED CHIN/DIP COMBO	\$4,390.00	20%	\$3,512.00
7060-G2	MULTI PRESS	\$4,610.00	20%	\$3,688.00
7061-G2	LAT PULLDOWN/VERTICAL ROW	\$3,950.00	20%	\$3,160.00
7062-G2	DUAL LEG PRESS/ LEG CURL	\$4,510.00	20%	\$3,608.00
7063-G2	Bicep Curl/Tricep Extension	\$3,950.00	20%	\$3,160.00
7064-G2	Abdominal/Back Extension	\$4,070.00	20%	\$3,256.00
8800	Dual - Multi Press, 170 Stack	\$3,290.00	20%	\$2,632.00
8801	Dual - Lat Pulldown/Seated Row 170 Stack	\$3,070.00	20%	\$2,456.00
8802	Dual - Rear Deltoid/Pec Fly 170 Stack	\$3,290.00	20%	\$2,632.00
8803	Dual - Bicep/Tricep 170 Stack	\$3,070.00	20%	\$2,456.00
8804	Dual - Ab/Low Back 170 Stack	\$3,070.00	20%	\$2,456.00
8805	Dual - Leg Press/Calf Raise 250 Stack	\$3,730.00	20%	\$2,984.00
8806	Dual - Leg Ext/Curl 170 Stack	\$3,510.00	20%	\$2,808.00
8807	Dual - Inner/Outer Thigh 170 Stack	\$3,190.00	20%	\$2,552.00
9050	Functional Trainer, GRAPHITE	\$4,830.00	20%	\$3,864.00
9050-BK	Functional Trainer, BLACK	\$4,830.00	20%	\$3,864.00
820FTPAC	FT Accessory Pack	\$178.00	25%	\$133.50
7030	Cable Crossover	\$6,050.00	25%	\$4,537.50
7031	4-Stack Jungle	\$9,900.00	25%	\$7,425.00
7032	5-Stack Jungle	\$12,310.00	25%	\$9,232.50
7033	8-Stack Jungle	\$19,790.00	25%	\$14,842.50
900CP	CHEST PRESS	\$2,540.00	20%	\$2,032.00
901IP	INCLINE CHEST PRESS	\$2,610.00	20%	\$2,088.00
902DP	DECLINE CHEST PRESS	\$2,590.00	20%	\$2,072.00
903LPD	LAT PULL DOWN	\$2,590.00	20%	\$2,072.00
904R	SEATED VERTICAL ROW	\$2,660.00	20%	\$2,128.00
905LR	LOW ROW	\$2,590.00	20%	\$2,072.00
906R	INCLINE LEVER ROW	\$1,650.00	20%	\$1,320.00
907LLP	LINEAR LEG PRESS	\$3,910.00	20%	\$3,128.00
908LP	LEG PRESS	\$3,290.00	20%	\$2,632.00
909AB	KICK BACK	\$2,300.00	20%	\$1,840.00
910CP	CALF PRESS	\$3,730.00	20%	\$2,984.00
911SC	SEATED CALF RAISE	\$1,160.00	20%	\$928.00
912LE	LEG EXTENSION	\$2,410.00	20%	\$1,928.00
913SP	SHOULDER PRESS	\$2,540.00	20%	\$2,032.00
914TP	TRICEP PRESS DOWN	\$2,630.00	20%	\$2,104.00

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &
Conditioning, Apparel, & Related Services
Negotiation Summary for Ardent Fitness, LLC.
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916SC	STANDING LEG CURL	\$2,630.00	20%	\$2,104.00
7039-G2	45 LEG PRESS	\$3,140.00	20%	\$2,512.00
872SM-B	Smith Machine, GRAPHITE	\$3,950.00	20%	\$3,160.00
872SM-BK	Smith Machine, BLACK	\$3,950.00	20%	\$3,160.00
920PR	POWER RACK	\$2,480.00	20%	\$1,984.00
920PR-STRG	Power Rack with Storage	\$4,330.00	20%	\$3,464.00
920PR-ANX	Annex Power Cages	\$6,790.00	20%	\$5,432.00
921HR	HALF RACK	\$2,190.00	20%	\$1,752.00
921HR-STRG	Half Rack with Storage	\$4,050.00	20%	\$3,240.00
921HR-ANX	Annex Half Racks	\$6,220.00	20%	\$4,976.00
7040-G2	FLAT BENCH	\$1,430.00	15%	\$1,215.50
7041-G2	INCLINE BENCH	\$1,892.00	15%	\$1,608.20
7042-G2	DECLINE BENCH	\$1,639.00	15%	\$1,393.15
7045-G2	MULTI-ADJUSTABLE BENCH	\$847.00	15%	\$719.95
7046-G2	FLAT BENCH	\$539.00	15%	\$458.15
7047-G2	MULTI AB BENCH	\$1,012.00	15%	\$860.20
7048-G2	MULTI HYPEREXTENSION	\$968.00	15%	\$822.80
7044-G2	SEATED PREACHER CURL	\$704.00	15%	\$598.40
7043-G2	Abdominal Crunch	\$660.00	15%	\$561.00
7049-G2	UTILITY BENCH	\$473.00	15%	\$402.05
7038-G2	AB BENCH	\$1,155.00	15%	\$981.75
924FID	FID BENCH	\$814.00	15%	\$691.90
874MA	Commercial Multi-Angle Bench - 11 gauge	\$803.00	15%	\$682.55
824FID-B	Commercial FID Dumbbell Bench	\$627.00	15%	\$532.95
860FB-B	Flat Bench	\$385.00	15%	\$327.25
875CB	Commercial Ab/Crunch Bench	\$880.00	15%	\$748.00
876HP	Commercial Hyper Extension	\$836.00	15%	\$710.60
864SB-B	Sit-up Bench	\$473.00	15%	\$402.05
862UB	Utility Bench	\$363.00	15%	\$308.55
870VKR2-SM	VKR Power Tower, GRAPHITE	\$1,166.00	15%	\$991.10
870VKR2-BK	VKR Power Tower, BLACK	\$1,166.00	15%	\$991.10
7051	2 Tier 10 Pair Dumbbell Rack	\$1,155.00	15%	\$981.75
7052	3 Tier 15 Pair Dumbbell Rack	\$1,573.00	15%	\$1,337.05
822CDR-B	10 pr. Dumbbell Rack with Saddles	\$1,210.00	15%	\$1,028.50
890HDR	3-Tier Horizontal Dumbbell Rack	\$946.00	15%	\$804.10
891HDR	3-Tier Mega Rack 5-100	\$1,749.00	15%	\$1,486.65
826VDR8-SM	8 Pr. Vertical Dumbbell Rack	\$495.00	15%	\$420.75
840VDR10	10 Pair Vertical Dumbbell Rack	\$682.00	15%	\$579.70
846BBR-BK	Barbell Rack	\$946.00	15%	\$804.10
848ACR-BK	Accessory Rack	\$814.00	15%	\$691.90
7053-G2	WEIGHT PLATE TREE	\$594.00	15%	\$504.90
843OPT-BK	Olympic Plate Tree w/Bar Holders	\$473.00	15%	\$402.05
852BR2	Bumper Plate Rack - BLACK	\$429.00	15%	\$364.65
802BP-10	10lb. Bumper Plate	\$42.00	30%	\$29.40
802BP-15	15lb. Bumper Plate	\$48.00	30%	\$33.60
802BP-25	25lb. Bumper Plate	\$65.00	30%	\$45.50
802BP-35	35lb. Bumper Plate	\$91.00	30%	\$63.70
802BP-45	45lb. Bumper Plate	\$117.00	30%	\$81.90
803OR-2.5	Olympic 2.5lb. Rubber Dual Grip Plate	\$6.76	30%	\$4.73
803OR-5	Olympic 5lb. Rubber Dual Grip Plate	\$13.50	30%	\$9.45
803OR-10	Olympic 10lb. Rubber Dual Grip Plate	\$27.00	30%	\$18.90
803OR-25	Olympic 25lb. Rubber Dual Grip Plate	\$67.50	30%	\$47.25
803OR-35	Olympic 35lb. Rubber Dual Grip Plate	\$94.50	30%	\$66.15
803OR-45	Olympic 45lb. Rubber Dual Grip Plate	\$121.50	30%	\$85.05
803TU-2.5	Olympic 2.5lb. Urethane Dual Grip Plate	\$8.25	30%	\$5.78
803TU-5	Olympic 5lb. Urethane Dual Grip Plate	\$16.50	30%	\$11.55
803TU-10	Olympic 10lb. Urethane Dual Grip Plate	\$33.00	30%	\$23.10
803TU-25	Olympic 25lb. Urethane Dual Grip Plate	\$82.50	30%	\$57.75
803TU-35	Olympic 35lb. Urethane Dual Grip Plate	\$115.50	30%	\$80.85
803TU-45	Olympic 45lb. Urethane Dual Grip Plate	\$148.50	30%	\$103.95
803OU2-2.5	Signature 2.5 lb Urethane Olympic Plate	\$10.00	30%	\$7.00
803OU2-5	Signature 5 lb Urethane Olympic Plate	\$20.00	30%	\$14.00
803OU2-10	Signature 10 lb Urethane Olympic Plate	\$40.00	30%	\$28.00
803OU2-25	Signature 25 lb Urethane Olympic Plate	\$100.00	30%	\$70.00
803OU2-35	Signature 35 lb Urethane Olympic Plate	\$140.00	30%	\$98.00
803OU2-45	Signature 45 lb Urethane Olympic Plate	\$180.00	30%	\$126.00
814TXR-A10	5-50 lb Rubber Hex DB Set, Tri-Grip	\$1,430.00	20%	\$1,144.00
814TXR-B10	55-100 lb Rubber Hex DB Set, Tri-Grip	\$4,030.00	20%	\$3,224.00
816TXU-A10	5-50 TPU Hex	\$1,815.00	20%	\$1,452.00
816TXU-B10	55-100 TPU Hex	\$5,115.00	20%	\$4,092.00
829TR-B10	55-100lb Ten Sided Pro Rubber Dumbbell Set	\$4,805.00	20%	\$3,844.00
829TR-C4	105-120lb Ten Sided Pro Rubber Dumbbell Set	\$2,790.00	20%	\$2,232.00
830US-A10	5-50lb Signature Urethane Dumbbell Set	\$2,420.00	20%	\$1,936.00
830US-B10	55-100lb Signature Urethane Dumbbell Set	\$6,820.00	20%	\$5,456.00
830US-C4	105-120 lb Signature Urethane Dumbbell Set	\$3,960.00	20%	\$3,168.00
805TR-G10	20-110 lb. Fixed Straight Bar Set, Rubber	\$2,200.00	20%	\$1,760.00
809US-G10	20-110 lb. Fixed Straight Bar Set, Urethane	\$3,050.00	20%	\$2,440.00
807TR-G10	20-110 lb. Fixed Curl Bar Set, Rubber	\$2,200.00	20%	\$1,760.00
810US-G10	20-110 lb. Fixed Curl Bar Set, Urethane	\$3,050.00	20%	\$2,440.00
C809US-G10	20-110 lb. Fixed Straight Bar Set, Urethane	\$3,250.00	20%	\$2,600.00
C810US-G10	20-110 lb. Fixed Curl Bar Set, Urethane	\$3,250.00	20%	\$2,600.00

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &
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Negotiation Summary for Ardent Fitness, LLC.
10/6/2021**

Troy USA

CCO-XXSBBP	Premium Grade Olympic 2" Solid Color Rubber Bumper Plate With Steel Insert			
CCO-025SBP	25lb Troy Competition Grade Green Solid Rubber Bumper	\$ 157.50	20%	126
CCO-035SBP	35lb Troy Competition Grade Yellow Solid Rubber Bumper	\$ 189.53	20%	151.62
CCO-045SBP	45lb Troy Competition Grade Blue Rubber Bumper	\$ 231.53	20%	185.22
CCO-055SBP	55lb Troy Competition Grade Red Rubber Bumper	\$ 261.45	20%	209.16
Model	Description	MSRP		
BCO-XXSBBP	Premium Grade Olympic 2" Solid Rubber Bumper Plate With Steel Insert			
BCO-025SBP	25 lb Troy Competition Black Bumper Plate	\$ 130.66	20%	104.5296
BCO-035SBP	35 lb Troy Competition Black Bumper Plate	\$ 178.04	20%	142.4304
BCO-045SBP	45 lb Troy Competition Black Bumper Plate	\$ 220.50	20%	176.4
BCO-055SBP	55 lb Troy Competition Black Bumper Plate	\$ 261.32	20%	209.0592
Model	Description	MSRP		
CO-XXSBBP	Premium Grade Olympic 2" Solid Color Rubber Bumper Plate With Steel Insert			
CO-010SBP	10 kg Troy Competition Grade Green Solid Rubber Bumper	\$ 151.20	20%	120.96
CO-015SBP	15 kg Troy Competition Grade Yellow Solid Rubber Bumper	\$ 189.00	20%	151.2
CO-020SBP	20 kg Troy Competition Grade Blue Rubber Bumper	\$ 220.50	20%	176.4
CO-025SBP	25 kg Troy Competition Grade Red Rubber Bumper	\$ 262.50	20%	210
Model	Description	MSRP		
BO-XXSBBP	Premium Grade Olympic 2" "Inter-locking" Rubber Bumper Plate With Steel Insert-Black			
BO-010SBP	10 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 41.00	20%	32.8
BO-025SBP	25 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 59.50	20%	47.6
BO-035SBP	35 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 80.85	20%	64.68
BO-045SBP	45 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 108.50	20%	86.8
Model	Description	MSRP		
GO-XXU	Premium Grade "Inter-Locking" Urethane Encased Grip Plate			
GO-002U	2.5 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 19.90	20%	15.92
GO-005U	5 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 25.90	20%	20.72
GO-010U	10 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 41.70	20%	33.36
GO-025U	25 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 93.98	20%	75.18
GO-035U	35 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 131.57	20%	105.252
GO-045U	45 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 169.16	20%	135.324
Model	Description	MSRP		
GO-XXR	Premium Grade "Inter-Locking" Rubber Encased Grip Plate			
GO-002R	2.5 lb Premium Grade "Inter-Locking" Rubber Plate (Does Not Have Grips)	\$ 6.78	20%	5.4264
GO-005R	5 lb Premium Grade Rubber "Inter-Locking" Plate (Does Not Have Grips)	\$ 13.55	20%	10.836
GO-010R	10 lb Premium Grade Rubber "Inter-Locking" Plate (Does Not Have Grips)	\$ 27.09	20%	21.672
GO-025R	25 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 67.73	20%	54.18
GO-035R	35 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 94.82	20%	75.852
GO-045R	45 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 121.91	20%	97.524
Model	Description	MSRP		
GO-XXX	Premium Grade Marchined Gray Cast Iron Olympic Grip Plate			
GO-002	2.5 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 5.00	20%	3.9984
GO-005	5 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 9.98	20%	7.98
GO-010	10 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 19.95	20%	15.96
GO-025	25 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 49.88	20%	39.9
GO-035	35 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 69.83	20%	55.86
GO-045	45 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 89.78	20%	71.82
Model	Description	MSRP		
HO-XXX	Premium Grade Fully Machined Gray Olympic Iron Plate - Wide flange for easy lifting			
HO-002	2.5 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 4.68	20%	3.7464
HO-005	5 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 9.35	20%	7.476
HO-010	10 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 18.69	20%	14.952
HO-025	25 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 46.73	20%	37.38
HO-035	35 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 65.42	20%	52.332
HO-045	45 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 84.11	20%	67.284
HO-100	100 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 191.00	20%	152.8

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &
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Model	Description	MSRP		
PO-XXX	Premium Grade Fully Machined Black Olympic Plate - Wide flange for easy lifting			
PO-002	2.5 lb Premium Grade Fully Machined Black Olympic Plate	\$ 4.68	20%	3.7464
PO-005	5 lb Premium Grade Fully Machined Black Olympic Plate	\$ 9.35	20%	7.476
PO-010	10 lb Premium Grade Fully Machined Black Olympic Plate	\$ 18.69	20%	14.952
PO-025	25 lb Premium Grade Fully Machined Black Olympic Plate	\$ 46.73	20%	37.38
PO-035	35 lb Premium Grade Fully Machined Black Olympic Plate	\$ 65.42	20%	52.332
PO-045	45 lb Premium Grade Fully Machined Black Olympic Plate	\$ 84.11	20%	67.284
PO-100	100 lb Premium Grade Fully Machined Black Olympic Plate	\$ 186.90	20%	149.52
Model	Description	MSRP		
GR-XXXR	Quiet Iron Interlocking Black Rubber Encase 1" Grip Plate)			
GR-002R	2.5lb Black Rubber 1" Grip Plate	\$ 7.31	20%	5.8464
GR-005R	5 lb Black Rubber 1" Grip Plate	\$ 14.60	20%	11.676
GR-010R	10lb Black Rubber 1" Grip Plate	\$ 29.19	20%	23.352
Model	Description	MSRP		
GR-XXXRC	Quiet Iron Interlocking Color Rubber Encase 1" Grip Plate)			
GR-002RC	2.5lb Color Rubber 1" Grip Plate	\$ 10.50	20%	8.4
GR-005RC	5 lb Color Rubber 1" Grip Plate	\$ 16.90	20%	13.52
GR-010RC	10lb Color Rubber 1" Grip Plate	\$ 30.03	20%	24.024
Model	Description	MSRP		
TSD-005-050U	12-Sided Urethane Encased Dumbbell 5-50 lb Set (5 lb Increments)	\$ 4,147.50	25%	3110.625
Model	Description	MSRP		
TSD-055-075U	12-Sided Urethane Encased Dumbbell 55-75 lb Set (5 lb Increments)	\$ 3,412.50	25%	2559.375
TSD-080-100U	12-Sided Urethane Encased Dumbbell 80-100 lb Set (5 lb Increments)	\$ 4,725.00	25%	3543.75
Model	Description	MSRP		
TSD-005-050R	12-Sided Rubber Encased Dumbbell 5-50 lbs Set (5 lb Increments)	\$ 1,646.88	15%	1399.848
TSD-055-100R	12-Sided Rubber Encased Dumbbell 55-100 lbs Set (5 lb Increments)	\$ 4,622.10	20%	3697.68
Model	Description	MSRP		
HFD-XXXX	Pro-Style Dumbbell w/Gray Plates, Straight Handle & Chrome Endcaps (SOLD IN PAIRS)			
HFD-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,625.00	20%	2100
HFD-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,095.00	20%	3276
HFD-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,720.00	20%	5376
Model	Description	MSRP		
HFD-XXXXR	Pro-Style Iron Dumbbell w/Gray Plates, Straight Handle & Rubber Endcaps (SOLD IN PAIRS)			
HFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,625.00	20%	2100
HFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,095.00	20%	3276
HFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,019.90	20%	4015.92
HFD-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,720.00	20%	5376
HFD-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 11,739.90	20%	9391.92
Model	Description	MSRP		
HFDC-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,835.00	20%	2268
HFDC-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,445.77	20%	3556.617088
HFDC-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,930.00	20%	5544
Model	Description	MSRP		
HFDC-XXXXR	Pro-Style Iron Dumbbell w/Gray Plates, Contoured Handle & Rubber Endcaps (SOLD IN PAIRS)			
HFDC-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,835.00	20%	2268
HFDC-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,445.76	20%	3556.6104
HFDC-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,450.55	20%	4360.44
Model	Description	MSRP		
HFDC-XXXXR	Pro-Style Iron Dumbbell w/Gray Plates, Contoured Handle & Rubber Endcaps (SOLD IN PAIRS)			
HFDC-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,930.00	20%	5544
HFDC-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 12,380.55	20%	9904.44
Model	Description	MSRP		
PFD-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,509.50	20%	2007.6
PFD-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,704.70	20%	2963.76
PFD-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,214.20	20%	4971.36

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &
Conditioning, Apparel, & Related Services
Negotiation Summary for Ardent Fitness, LLC.
10/6/2021**

Model	Description	MSRP		
PFD-XXXX	Pro-Style Iron Dumbbell w/Black Plates, Straight Handle & Rubber Endcaps (SOLD IN PAIRS)			
PFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,509.50	20%	2007.6
PFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,664.50	20%	2931.6
PFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,057.45	20%	4045.96
PFD-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,174.00	20%	4939.2
PFD-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 11,231.45	20%	8985.16
Model	Description	MSRP		
PFDC-XXXX	Pro-Style Iron Dumbbell w/Black Plates Contoured Handle & Chrome Endcaps (SOLD IN PAIRS)			
PFDC-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,730.00	20%	2184
PFDC-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,987.90	20%	3190.32
PFDC-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,330.40	20%	4264.32
PFDC-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,717.90	20%	5374.32
PFDC-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 12,048.30	20%	9638.64
Model	Description	MSRP		
RUFD-XXXX	Pro-Style Rubber Encased Dumbbell w/Black Plates Straight Handle and Rubber Endcaps (SOLD IN PAIRS)			
RUFD-005-050R	Pro-Style Rubber Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,929.50	20%	2343.6
RUFD-055-100R	Pro-Style Rubber Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,809.00	20%	3847.2
RUFD-005-100R	Pro-Style Rubber Dumbbell 5-100 lb Set (5 lb Increments)	\$ 7,738.50	20%	6190.8
Model	Description	MSRP		
RUFDC-R	Pro-Style Rubber Encased Dumbbell with Contoured Handle and Rubber Endcaps (SOLD IN PAIRS)			
RUFDC-005-050R	Pro-Style Rubber Dumbbell 5-50 lb Set (5 lb Increments)	\$ 3,045.00	20%	2436
RUFDC-055-100R	Pro-Style Rubber Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,893.00	20%	3914.4
RUFDC-105-120R	Pro-Style Rubber Dumbbell 105-120 lb Set (5 lb Increments)	\$ 2,415.00	20%	1932
RUFDC-005-100R	Pro-Style Rubber Dumbbell 5-100 lb Set (5 lb Increments)	\$ 7,938.00	20%	6350.4
TSB-020-110R	12-Sided Solid Rubber Straight Barbell Set 20-110 lbs (10 lb Increments)	\$ 2,622.90	20%	2098.32
Model	Description	MSRP		
TZB-020-110R	12-Sided Rubber E-Z Curl Barbell Set 20-110 lbs (10 lb Increments)	\$ 2,727.90	20%	2182.32
HFB-020-110C	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
Model	Description	MSRP		
HFB-XXXX	Pro-Style Straight Barbell w/Gray Iron Plates, Chrome Bar & Black Rubber Endcaps			
HFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
HFB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,478.00	20%	1982.4
Model	Description	MSRP		
HZB-XXXX	Pro-Style Curl Barbell w/Gray Iron Plates, Chrome Bar & Chrome Endcaps			
HZB-020-110C	Pro-Style Curl Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
Model	Description	MSRP		
HZB-020-110R	Pro-Style Curl Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
HZB-025-115R	Pro-Style Curl Barbell 25-115 lb Set (10 lb Increments)	\$ 2,478.00	20%	1982.4
Model	Description	MSRP		
PFB-XXXX	Pro-Style Straight Barbell w/Black Iron Plates, Chrome Bar & Chrome Endcaps			
PFB-020-110C	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890
PFB-025-115C	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
Model	Description	MSRP		
PFB-XXXX	Pro-Style Straight Barbell w/Black Iron Plates, Chrome Bar & Black Rubber Endcaps			
PFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890
PFB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
Model	Description	MSRP		
PZB-020-110C	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890
PZB-025-115C	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932
Model	Description	MSRP		
PZB-XXXX	Pro-Style Curl Barbell w/Black Iron Plates, Chrome Bar & Black Rubber Endcaps			
PZB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890
PZB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932

RFP # JGM-1124 Athletic Fitness Equipment, Strength & Conditioning, Apparel, & Related Services
Negotiation Summary for Ardent Fitness, LLC.
10/6/2021

Model	Description	MSRP		
RUFB-XXXR	Pro-Style Straight Barbell w/Black Rubber Plates, Chrome Bar & Black Rubber Endcaps			
RUFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,887.50	20%	2310
Model	Description	MSRP		
RUFC-XXXR	Pro-Style Curl Barbell w/Black Rubber Plates, Chrome Bar & Black Rubber Endcaps			
Model	Description	MSRP		
AOB-2000T	The "TROY Power bar" 7' long. 28mm bar shaft. Aggressive knurling. Bright Zinc plated. 206,100 P.S.I. 16.50" of loadable sleeve length. Double snap ring. Bronze oil impregnated bushing.	\$ 480.90	30%	337
AOB-1500T	The "TROY Black Wingbar" 7' long. 28mm bar shaft. Medium knurling. Bright Zinc pated. Black oxide finish. 213,300 P.S.I. 16.50" of loadable sleeve length. Double snap ring. Bronze oil impregnated bushing.	\$ 459.90	30%	322
AOT-56	International Hex Bar, Dual Grip, Chrome Finish	\$ 249.90	30%	175
TOZ-47B	International Style E-Z Curl Bar - Black.	\$ 142.80	30%	100
TOZ-47	International Style E-Z Curl Bar - Chrome.	\$ 142.80	30%	100
TOZ-60B	International Style 5' E-Z Curl Bar, 30 mm, Black.	\$ 175.35	30%	123
VTX				
Model	Description	MSRP		
O-XXXSBP	Olympic 2" Solid Colored Bumper plate with steel insert, Weight is displayed in kg & lbs			
O-010SBP	10lbs Olympic 2" Solid Bumper plate with steel insert-Green (not sold by pound)	\$ 48.00	30%	34
VO-015SBP	15lb Olympic 2" Solid Bumper plate with steel insert - Black	\$ 61.00	30%	43
O-025SBP	25 lbs Olympic 2" Solid Bumper plate with steel insert-Yellow	\$ 77.50	30%	54
O-035SBP	35 lbs Olympic 2" Solid Bumper plate with steel insert-Blue	\$ 108.50	30%	76
O-045SBP	45 lbs Olympic 2" Solid Bumper plate with steel insert-Red	\$ 139.50	30%	98
OSS-275SBP	Bumper set includes: O-010SBP(2), O-025SBP(2), O-035SBP(2), O-045SBP(2), GOB-1200(Olympic Bar), TOZC-1/2(1 pair collars)	\$ 985.58	30%	690
Model	Description	MSRP		
GO-XXXVU	Dual grip Urethane Plate with white lettering			
GO-002VU	Dual grip Urethane Plate with white lettering-2.5lbs	\$ 8.61	30%	6
GO-005VU	Dual grip Urethane Plate with white lettering-5lbs	\$ 17.22	30%	12
GO-010VU	Dual grip Urethane Plate with white lettering-10lbs	\$ 29.61	30%	21
GO-025VU	Dual grip Urethane Plate with white lettering-25lbs	\$ 74.03	30%	52
GO-035VU	Dual grip Urethane Plate with white lettering-35lbs	\$ 103.64	30%	73
GO-045VU	Dual grip Urethane Plate with white lettering-45lbs	\$ 133.25	30%	93
Model	Description	MSRP		
GO-XXXVR	Olympic Rubber Encased "Wide Flange" 3 hole grip VTX plate for all Olympic bars			
GOSS-300VR	300 lbs Olympic Rubber Encased "Wide Flange" 3 hole grip VTX plate set; GOB-86 Bar and spring collars included	\$ 760.88	30%	533
Model	Description	MSRP		
GO-XXXV	Olympic "Wide Flange" 3 hole grip VTX plate for Olympic bars, Gray finish			
GOSS-300V	300 lb. Olympic "Wide Flange" 3 hole grip VTX plate set; GOB-86 Bar and Spring Collars is included	\$ 602.78	30%	422
Model	Description	MSRP		
XD-XXXU	High Grade Urethane Round Head Dumbbell			
XD-005-050U	XD-U 5-50lbs Set, 5 lbs Increments	\$ 2,178.62	20%	1743
XD-055-100U	XD-U 55-100 lbs Set, 5 lbs Increments	\$ 4,660.66	20%	3729
XD-105-125U	XD-U 105LB-125 lbs Set, 5 lbs Increments	\$ 3,230.79	20%	2585
Model	Description	MSRP		
SD-XXXR	8-Sided Rubber Encased Dumbbell w/ Chrome Steel Contoured Handle.			
SD-005-050R	8-Sided Rubber Encased Dumbbell 5-50lbs (5lb Increments)	\$ 1,232.00	15%	1047
SD-055-100R	8-Sided Rubber Encased Dumbbell 55-100lbs (5lb Increments)	\$ 3,472.00	20%	2778
CLUBPAC-CKB9	Club Kettlebell Rack with 9 Kettlebells and 1 set of X-BANDS	\$ 1,038.80	15%	883
GMBR-PACG2	Medicine Ball pack includes: GMBR-6(1), GMB-004G2(1), GMB-006G2(1), GMB-008G2(1), GMB-010G2(1), GMB-012G2(1), GMB-015G2(1)	\$ 428.21	15%	364
Model	Description	MSRP		
MDR-VPAC	Aerobic Pac - Locking Rack and 43 Pairs of Vinyl Coated Dumbbells (14) 1 lb, (12) 2 lbs, (18) 3 lbs, (16) 5 lbs, (14) 8 lbs, (12) 10 lbs	\$ 1,212.66	15%	1031

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &
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10/6/2021**

MDR-DVPAC	Display Pac - Locking Rack and 43 Pairs of Vinyl Coated Dumbbells (14) 1 lb, (12) 2 lbs, (9) 3 lbs, (9) 4 lbs, (8) 5 lbs, (8) 6 lbs, (7) 7 lbs, (7) 8 lbs, (6) 9 lbs, (6) 10 lbs	\$ 1,220.82	15%	1038
MDR-NPAC	Aerobic Pac - Locking Rack and 43 Pairs of Neoprene Coated Dumbbells (14) 1 lbs, (12) 2 lbs, (18) 3 lbs, (16) 5 lbs, (14) 8 lbs, (12) 10 lbs	\$ 1,212.66	15%	1031
MDR-DNPAC	Display Pac - Locking Rack and 43 Pairs of Neoprene Coated Dumbbells (14) 1 lb, (12) 2 lbs, (9) 3 lbs, (9) 4 lbs, (8) 5 lbs, (8) 6 lbs, (7) 7 lbs, (7) 8 lbs, (6) 9 lbs, (6) 10 lbs	\$ 1,220.82	15%	1038
Model	Description	MSRP		
VERTPAC-IHD25	2 Sided Vert Rack W/ 3lb-25lb set of Hex Cast Dumbbells (GVDR-8 loaded with IHD)	\$ 562.10	15%	478
VERTPAC-IHD30	A-Frame Rack W/ 5lbs-30lbs set of Hex Cast Dumbbells (GADR-6 loaded with IHD)	\$ 481.70	15%	409
VERTPAC-IHD50	10 Pair Rail Rack W/ 5lbs-50lbs set of Hex Cast Dumbbells (T-DR loaded with IHD)	\$ 1,213.00	10%	1092
VERTPAC-IHD50G	4 Sided Vert Rack W/ 5lb-50lbs set Hex Cast Dumbbells (GVDR-13 loaded with IHD)	\$ 1,370.20	10%	1233
VERTPAC-SDR100	3 Tier Rail Rack W/ 5lbs-100lbs set of Vertical Dumbbells (TDR-3 loaded with SD-R)	\$ 5,247.90	20%	4198
VERTPAC-SDR25	2 Sided Vert Rack W/ 3lbs-30lbs set of Rubber Dumbbells (GVDR-8 loaded with SD-R)	\$ 667.94	20%	534
VERTPAC-SDR30	A-Frame Rack W/ 5lbs-30lbs set of Rubber Dumbbells (GADR-6 loaded with SD-R)	\$ 595.10	20%	476
VERTPAC-SDR50	10 Pair Rail Rack W/5lbs-50lbs set of Rubber Vertical Dumbbells (T-DR loaded with SD-R)	\$ 1,510.00	20%	1208
VERTPAC-SDR50G	4 Sided Vert Rack W/5lbs-50lbs set of Rubber Dumbbells (GVDR-13 loaded with SD-R)	\$ 1,692.04	20%	1354
VERTPAC-SDR75	3 Tier Shelf Rack W/ 5lbs-75lbs set of Rubber Dumbbells (GTDR-3 loaded with SD-R)	\$ 3,368.40	20%	2695
VERTPAC-SDV100	3 Tier Rail Rack W/ 5lbs-100lbs Pair Vertical Dumbbells (TDR-3 loaded with SD-V)	\$ 4,292.40	20%	3434
VERTPAC-SDV25	2 Sided Vert Rack W/ 3lbs-25lbs Pair Cast Dumbbells (GVDR-8 loaded with SD-V)	\$ 578.76	20%	463
VERTPAC-SDV30	A-Frame Rack W/5lbs-30lbs set of Cast Dumbbells (GADR-6 loaded with SD-V)	\$ 499.55	20%	400
VERTPAC-SDV50	10 Pair Rail Rack W/ 5lbs-50lbs set of Vertical Dumbbells (T-DR loaded with SD-V)	\$ 1,259.75	20%	1008
VERTPAC-SDV50G	4 Sided Vert Rack W/3lbs to 50lbs set of Vertical Dumbbells (GVDR-13 loaded with SD-V)	\$ 1,420.86	20%	1137
VERTPAC-TSDR25	2 Sided Vert Rack W/ 3lbs to 25lbs set of Rubber Dumbbells (GVDR-8 loaded with TSD-R)	\$ 824.26	20%	659
VERTPAC-TSDR50G	4 Sided Vert Rack W/ 3lbs to 50lbs set of Rubber Dumbbells (GVDR-13 loaded with TSD-R)	\$ 2,145.16	20%	1716
VERTPAC-TSDR75	3 Tier Shelf Rack W/ 5lbs-75lbs set of Pair Rubber Dumbbells (GTDR-3 loaded with TSD-R)	\$ 4,265.58	20%	3412



Request for Proposal **RFP# JGM-1124**

**Athletic Fitness Equipment, Strength &
Conditioning Equipment, Apparel, & Related
Services**

June 28, 2021

ARDENT
FITNESS

Included Documents:

Intro Letter P. 3

Signed RFP P.4

Signed Attachments P. 5

Written Responses P. 6-10

Pricing Table P. 11-40

Web Link:

https://docs.google.com/spreadsheets/d/1YKg_FQHRKIHdfTII1zqn0RUqtQNYHUwxfG6D5YvfmCU/edit?usp=sharing

Included in printed form in the this document and supplied as Excel sheet on thumb drive version.

July 14, 2021

ARDENT
FITNESS

Dear JMU Team,

Thank you for considering our Ardent Fitness proposal for your fitness equipment needs. As we are a newer company, we felt it important to provide a brief summary on our experience, ownership and business philosophies.

My name is Evan Lyons and together with my wife, Ginny Lyons, we started our company in March of 2020. Prior to that, we each had a 15-year career with Gym Source. As the National Sales Director for Retail, I covered vendor relations and sales. Ginny (formerly Ginny Rachuba) began as the Operations Manager for the Mid-Atlantic region handling all aspects of delivery and logistics then moved on to hold the Director of Procurement position where she handled not only the procurement but also nationwide logistics for large commercial installs. Over the years at Gym Source, she and I have handled hundreds of millions in business with stellar results. Together, we bring a wide range of contacts and abilities to every project.

In September of 2020, we combined forces with Zogics. As a leader in cleaning and facility supplies with a strong focus on the fitness and hospitality markets, they've brought resources to Ardent well beyond just financial. Zogics shares our commitment to customer service above all else. Our shared goal isn't to just provide fitness equipment. We strive to bring stellar customer service to an industry that's been lacking in that category for far too long. We want the JMU team to be thrilled with EVERY interaction. As the owners of Ardent, we'll be driving all aspects of the JMU account personally.

As a side note, we have a pending SWAM application with the State of Virginia for as a micro, small and woman owned business. Our tracking ID is 820628. While the application is still in process, we expect full approval. As well, we live in Dumfries, VA so JMU is just a short car ride away if we can ever be of in person assistance.

We appreciate your time and look forward to earning the trust of James Madison University.

Sincerely,



Evan Lyons

309 Pittsfield Road, Lenox, MA 01240

hello@ardentfitness.com

(888) 429-7759

ARDENTFITNESS.COM

REQUEST FOR PROPOSAL

RFP# JGM-1124

Issue Date: 06/28/2021

Title: Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
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 PM on Monday, July 19, 2021 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: Garrett Morris, Buyer Senior, Procurement Services, morrisjg@jmu.edu; 540-568-4501; (Fax) 540-568-7935 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:

Ardent Fitness LLC

309 Pittsfield Rd

Lenox MA 01240

Date: 14 July 2021

Web Address: www.ardentfitness.com

Email: evan@ardentfitness.com

By:

 (Signature in Ink)

Name: Evan Lyons

(Please Print)

Title: Managing Director

Phone: 703 801 5222

Fax #: 888 429 7759

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

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 1 Months 4

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 #
SunnySide Community	Retirement	One Year	3935 Sunnyside Dr Harrisonburg, VA 22801	Annie Shaffer 540 568 8200
EMPT		One Year	1407 Webster St NW Washington DC 20011	Erick McAdams 347 731 2740
Prince William County Fire Department		Two Months	8494 Kao Cr Manassas VA 20110	Bonnie King 703 792 5852
Waldron Wellness		Four Months	267 Alleghany Spring Rd Shawsville VA 24162	Katherine Stewart 540 268 1623
Wicomico County Board of Education		Four Months	2424 Northgate Dr Salisbury MD 21801	Dominick Flora 4437833585

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

Main Office: Ardent Fitness 309 Pittsfield Rd Lenox MA 01240

Home Office: Ardent Fitness 4297 Mulcaster Terr Dumfries VA 22025

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: _____

JMU Itemized Responses:

- A. Provide complete electronic catalog of all available athletic apparel and fitness equipment being offered. Include published price list or instructions on how to access published price list electronically. Provide discount price and or percentage discount off published price list.
- 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. Provide all information for trade-in program for fitness equipment.
- D. Identify any other offerings to the University in regard to discounts, incentives, etc.
- E. List all contact information for ordering, invoicing, customer service, etc.
- F. Describe experience in working directly with Athletic programs and or University Recreation to determine needs and provide athletic/fitness apparel and equipment. Include method for collaboration for the term of the resulting contract.
- G. Describe in detail communication plan with JMU Athletics and University Recreation, specifically the method in which the University will stay informed of the status of pending orders.
- H. Describe your service support/repair process to include response time. Identify any potential costs associated with service/repair in *Section X. Pricing Schedule*.
- I. Describe available trainings for fitness equipment. Identify any potential costs associated for training in *Section X. Pricing Schedule*.
- J. Describe installation process for fitness equipment. Identify any potential costs associated with installation in *Section X. Pricing Schedule*.
- K. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- L. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic fitness 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*.
- M. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- N. Describe ability to maintain sufficient stock for timely delivery.
- O. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- P. Describe available warranties.
- Q. Describe quality control process.

R. 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.

S. 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*.

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

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

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

A – Provided in our submission is an extensive price guide that includes the commercial goods of several primary brand manufacturers. Of course, JMU will have access to any of our 60+ brands.

Please note all supplied equipment pricing INCLUDES freight, delivery and installation. An example to provide clarity- the freight cost and white glove delivery of three commercial treadmills to JMU's area will typically cost the customer \$1200 but this cost is included in JMU's product cost.

Smaller items not requiring installation, i.e. dumbbells/medballs/etc, may ship via ground service.

In addition to the requested paper copies and thumb drives, we're also providing the pricing guide via web based Google Docs. Should a change in vendor MSRP happen we will notify JMU and update the Google Doc. JMU's discount percentage will remain the same but will be based on the current MSRP. Due to the current inflationary environment caused by commodity availability and supply chain issues, not only overseas and at the ports but also within the US, several manufacturers have implemented an overseas tariff and/or domestic surcharge. These additional charges are coming directly from margin as they have not been met with a raise in MSRP. Please note deliveries to non-JMU facilities may incur additional delivery charges depending on their location.

B – Instead of hiding the cost for "free" items in the cost of purchased items, we'd rather aggressively discount every item. Providing this transparency will allow JMU to decide what's most important and where best to spend their funds.

C – Working with six different used equipment wholesalers allows Ardent to assist JMU in maximizing their trade-in value. Once provided a list of the equipment and it's condition we'll reach out to our wholesalers to determine specific values. Please note, non-functional or outdated equipment may not always have trade value. In order to offset costs where possible, we will work with JMU to donate the items. Otherwise, we can offer discard services.

D – Ardent Fitness provides a 1% discount for payment with net 14 terms.

Select members of JMU's team could be flown out to Lake Forest, CA to visit our preferred provider Core Health and Fitness. Providing top notch equipment brands Schwinn, Star Trac, Stairmaster, Throwdown and Nautilus, they've proven themselves to be a standout in the fitness industry. All expenses would be covered based on sales volume.

Additionally, Core is willing provide tech training for JMU's in house service staff for any equipment delivered by Ardent.

Ardent Fitness has extensive facility layout and design experience. Full color 3D layouts using EC Design are available at no charge.

If allowed, Ardent Fitness would be happy to provide a substantial discount program on all items to JMU employees, students and other applicable state agencies.

E – While there are many supporting staffers, JMU's primary point of contact is Ardent Fitness Co-Founder and Managing Director Evan Lyons
Evan@ArdentFitness.com Cell [REDACTED].

F – With over 65 years of combined fitness experience our Ardent team is familiar with and equipped to facilitate every facet of JMU's fitness equipment selection, sales, installation and service. With nationwide distribution and account coordination experience handling professional baseball, football and basketball teams as well as NCAA schools, we're well equipped to handle JMU in our home state! Our team has outfitted many of the state and private universities in Virginia such as UVA,VMI, VT, Roanoke College, W&L as well as many other community colleges and general rec departments. Evaluating wants and needs versus space and budget, vetting required technology, coordinating the timeline for extraction and installation then following up with training and service are not only in our wheelhouse but with JMU they're in our back yard.

G – In addition to email updates, Ardent Fitness provides customers with a web link to access the progress of all pending orders. Each leg of the process noted with updates, especially anticipated delivery dates and tracking when applicable. Should an anticipated date of availability change, not only will the web data be updated but an email will be sent requesting acknowledgement of the delay. All deliveries will be scheduled in consultation with JMU's point of contact and confirmed in email.

H – Ardent Fitness has multiple local service contractors as well as full factory support for all our product lines. Ardent will acknowledge all service requests within one business day. In most cases, we will have a tech on site within one to three business days. Ardent's primary manufacturers have committed to shipping warranty parts within two business days of the part being in stock. Most common parts are stocked. All warranted service issues can be addressed by Ardent Fitness without additional cost incurred to JMU.

I – There will be no additional cost for training on any equipment provided by Ardent Fitness. We can also provide in person training but also support via phone or a video

call. Ardent Fitness has local representation in the Harrisonburg area for quick response times if in person training is desired.

J – Ardent Fitness will coordinate with JMU on mutually agreeable installation dates. All work will be managed by Ardent Fitness and performed by insured, experienced contractors.

K – Color samples and smaller items will ship within two business days of any request unless samples are temporarily unavailable (this is rare). If a sample large piece of equipment is requested there may be costs involved which will vary depending on the item.

L – All equipment which requires assembly will be delivered and installed by Ardent Fitness contractors. Smaller items may ship using normal ground methods. Our aim is to install within two weeks of receiving the equipment into our inventory. We stock certain items which will ship within 3 business days. In all cases, Ardent Fitness will promptly communicate with JMU.

M – Due to the nature of fitness equipment, rush delivery is not always possible. Many items are custom made to order. If an item is in stock, we will install it within two weeks from the date of order. Smaller items which can ship ground will arrive within a week or less.

N – Ardent Fitness works closely with our vendor partners to maintain on hand inventory of popular items. We will always provide the most accurate time estimates.

O – Ardent Fitness has one of the best satisfaction guarantees in the industry. We want JMU to love everything from and about us. If JMU wishes to return a piece of equipment, Ardent Fitness has a 60 day satisfaction guarantee. We will take back most items within 60 days of delivery. Certain fees may apply including transportation costs back to an Ardent Fitness facility and restocking charges on some large items to cover the cost of our initial delivery. Custom made items are non-returnable. The bottom line is, we want you to be happy and will work together with JMU on anything that may need to be returned.

P – Warranties vary from item to item and are included in the web links describing each product. The exception to this is Core Health and Fitness. As our preferred partner, we often receive parts and labor warranties beyond what's noted on their website.

Q – Although it doesn't happen often, there are times when Ardent deems a manufacturer's good as sub par for the intended application. Once example is 6mm rubber roll flooring. In a fitness setting it will tear too easily. In such instances we would rather not sell product to a customer than to sell them something they will inevitably be unhappy with.

R – In the rare case we deliver a defective or damaged item, we will work to rectify the issue as quickly as possible. In some cases, a minor repair may be all that is needed. Ardent Fitness will replace defective equipment on a case by case basis in consultation with the manufacturer and JMU.

S – N/A

T – N/A

U – N/A

Pricing table below available on supplied thumb drive and at the link below:

https://docs.google.com/spreadsheets/d/1YKg_FQHRKIHdfTII1zqn0RUqtQNYHUwxfG6D5YvfmCU/edit?usp=sharing

CORE HEALTH AND FITNESS

NAUTILUS STRENGTH

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
S6AA250-1	ONE® - 250 LBS (1lb INCREMENTS) ONE ADDUCTION / ABDUCTION	\$ 7,999	40%	\$ 4,799	included	https://corehandff.com/product-category/type/weightroom/selectorized/2product_types=36&s=
S6AB250-1	ONE ABDOMINAL CRUNCH	\$ 7,999	40%	\$ 4,799	included	
S6BC250-1	ONE BICEPS CURL	\$ 7,999	40%	\$ 4,799	included	
S6CP250-1	ONE CHEST PRESS	\$ 7,999	40%	\$ 4,799	included	
S6FWN250-1	ONE FOUR WAY NECK	\$ 7,999	40%	\$ 4,799	included	
S6LATP250-1	ONE LAT PULLDOWN (ONLY AVAILABLE IN 250 POUND WEIGHT STACK)	\$ 7,999	40%	\$ 4,799	included	
S6LB250-1	ONE LOWER BACK	\$ 7,999	40%	\$ 4,799	included	
S6LC250-1	ONE SEATED LEG CURL	\$ 7,999	40%	\$ 4,799	included	
S6LE250-1	ONE LEG EXTENSION	\$ 7,999	40%	\$ 4,799	included	
S6LP425-5	ONE LEG PRESS (STARTING AT 50 POUNDS - 425 POUNDS WEIGHT STACK)	\$ 7,999	40%	\$ 4,799	included	
S6MR250-1	ONE MID ROW	\$ 7,999	40%	\$ 4,799	included	
S6RT250-1	ONE ROTARY TORSO	\$ 7,999	40%	\$ 4,799	included	
S6SP250-1	ONE SHOULDER PRESS	\$ 7,999	40%	\$ 4,799	included	
S6TP250-1	ONE TRICEPS PRESS	\$ 7,999	40%	\$ 4,799	included	https://corehandff.com/product-category/type/weightroom/selectorized/2product_types=36&s=
MODEL	DESCRIPTION					
S6AA425-5	ONE ADDUCTION / ABDUCTION	\$ 7,999	40%	\$ 4,799	included	
S6AB425-5	ONE ABDOMINAL CRUNCH	\$ 7,999	40%	\$ 4,799	included	
S6BC425-5	ONE BICEPS CURL	\$ 7,999	40%	\$ 4,799	included	
S6CP425-5	ONE CHEST PRESS	\$ 7,999	40%	\$ 4,799	included	
S6LATP250-1	ONE LAT PULLDOWN (ONLY AVAILABLE IN 250 POUND WEIGHT STACK)	\$ 7,999	40%	\$ 4,799	included	
S6LB425-5	ONE LOW BACK	\$ 7,999	40%	\$ 4,799	included	
S6LC425-5	ONE SEATED LEG CURL	\$ 7,999	40%	\$ 4,799	included	
S6LE425-5	ONE LEG EXTENSION	\$ 7,999	40%	\$ 4,799	included	
S6MR425-5	ONE MID ROW	\$ 7,999	40%	\$ 4,799	included	
S6SP425-5	ONE SHOULDER PRESS	\$ 7,999	40%	\$ 4,799	included	
S6TP425-5	ONE TRICEPS PRESS	\$ 7,999	40%	\$ 4,799	included	
S6FWN250-1	ONE FOUR WAY NECK	\$ 7,999	40%	\$ 4,799	included	
S6LP425-5	ONE LEG PRESS (STARTING AT 50 POUNDS - 425 POUNDS WEIGHT STACK)	\$ 7,999	40%	\$ 4,799	included	
S6RT425-5	ONE ROTARY TORSO	\$ 7,999	40%	\$ 4,799	included	
MODEL	DESCRIPTION					
MODEL	DESCRIPTION					
9-IPAA4	INSPIRATION ABDUCTOR / ADDUCTOR	\$ 5,999	35%	\$ 3,899	included	https://corehandff.com/product-category/type/weightroom/selectorized/2product_types=36&s=
9-IPAC3	INSPIRATION ABDOMINAL CRUNCH	\$ 5,999	35%	\$ 3,899	included	
9-IPBA3	INSPIRATION BILATERAL ARM CURL	\$ 5,999	35%	\$ 3,899	included	
9-IPBC3	INSPIRATION BICEPS CURL	\$ 5,999	35%	\$ 3,899	included	
9-IPBE3	INSPIRATION BACK EXTENSION	\$ 5,999	35%	\$ 3,899	included	
9NP-D9302-19AAS	INSPIRATION DUAL ADJUSTABLE PULLEY	\$ 6,199	35%	\$ 4,029	included	
9-IPDR3	INSPIRATION DELTOID RAISE	\$ 5,999	35%	\$ 3,899	included	
9-IPGM4	INSPIRATION GLUTE MACHINE	\$ 5,999	35%	\$ 3,899	included	
9-IPLC3	INSPIRATION LEG CURL	\$ 5,999	35%	\$ 3,899	included	
9-IPLE3	INSPIRATION LEG EXTENSION	\$ 5,999	35%	\$ 3,899	included	
9-IPLP3	INSPIRATION LEG PRESS	\$ 7,999	35%	\$ 5,199	included	
9-IPPD3	INSPIRATION LAT PULL DOWN	\$ 5,999	35%	\$ 3,899	included	
9-IPPF3	INSPIRATION PEC/DELT FLY	\$ 5,999	35%	\$ 3,899	included	
9-IPPO3	INSPIRATION PULLOVER	\$ 5,999	35%	\$ 3,899	included	
9-IPSP3	INSPIRATION SHOULDER PRESS	\$ 5,999	35%	\$ 3,899	included	
9-IPTD4	INSPIRATION TRICEPS DIP	\$ 5,999	35%	\$ 3,899	included	
9-IPTE3	INSPIRATION TRICEPS EXTENSION	\$ 5,999	35%	\$ 3,899	included	

9-IPVP3	INSPIRATION VERTICAL PRESS	\$ 5,999	35%	\$ 3,899	included	
9-IPVR3	INSPIRATION VERTICAL ROW	\$ 5,999	35%	\$ 3,899	included	
9-IPRT3	INSPIRATION ROTARY TORSO	\$ 5,999	35%	\$ 3,899	included	
IMPACT						
MODEL	DESCRIPTION					https://corehandf.com/product-category/type/weightroom/selectorized/2/product_types=86&s=
9NA-S1301-13AGS	IMPACT LYING LEG CURL	\$ 4,999	30%	\$ 3,499	included	
9NA-S1305-13AGS	IMPACT SEATED LEG PRESS	\$ 6,999	30%	\$ 4,899	included	
9NA-S1307-13AGS	IMPACT ABDUCTOR	\$ 4,999	30%	\$ 3,499	included	
9NA-S1308-13AGS	IMPACT ADDUCTOR	\$ 4,999	30%	\$ 3,499	included	
9NA-S1309-13AGS	IMPACT STANDING CALF	\$ 4,999	30%	\$ 3,499	included	
9NA-S1311-13AGS	IMPACT KNEELING LEG CURL	\$ 4,999	30%	\$ 3,499	included	
9NA-S1312-13AGS	IMPACT LEG EXTENSION	\$ 4,999	30%	\$ 3,499	included	
9NA-S1313-13AGS	IMPACT SEATED LEG CURL WITH ROM	\$ 5,999	30%	\$ 4,199	included	
9NA-S2301-13AGS	IMPACT INCLINE PRESS	\$ 4,999	30%	\$ 3,499	included	
9NA-S3301-13AGS	IMPACT ROW	\$ 4,999	30%	\$ 3,499	included	
9NA-S3302-13AGS	IMPACT LOW BACK MACHINE	\$ 4,999	30%	\$ 3,499	included	
9NA-S3303-13AGS	IMPACT FIXED LAT PULL DOWN	\$ 4,999	30%	\$ 3,499	included	
9NA-S3305-13AGS	IMPACT LAT PULL DOWN	\$ 4,999	30%	\$ 3,499	included	
9NA-S3306-13AGS	IMPACT LOW ROW	\$ 4,999	30%	\$ 3,499	included	
9NA-S4301-13AGS	IMPACT CHEST PRESS	\$ 5,299	30%	\$ 3,709	included	
9NA-S4302-13AGS	IMPACT DELTOID RAISE	\$ 4,999	30%	\$ 3,499	included	
9NA-S4304-13AGS	IMPACT REAR PEC / DELT	\$ 4,999	30%	\$ 3,499	included	
9NA-S4307-13AGS	IMPACT SHOULDER PRESS	\$ 4,999	30%	\$ 3,499	included	
9NA-S5301-13AGS	IMPACT BICEPS CURL	\$ 4,999	30%	\$ 3,499	included	
9NA-S5302-13AGS	IMPACT TRICEPS EXTENSION	\$ 4,999	30%	\$ 3,499	included	
9NA-S5303-13AGS	IMPACT DIP MACHINE	\$ 4,999	30%	\$ 3,499	included	
9NA-S6301-13AGS	IMPACT ABDOMINAL	\$ 4,999	30%	\$ 3,499	included	
9NA-S6334-13AGS	IMPACT CHIN / DIP ASSIST	\$ 5,599	30%	\$ 3,919	included	
INSTINCT DUALS MATTE BLACK W/GRAY UPHOLSTERY						
MODEL	DESCRIPTION					https://corehandf.com/product-category/type/weightroom/selectorized/2/product_types=86&s=
9NL-D1013-60ARS	INSTINCT LEG PRESS / CALF RAISE	\$ 4,999	35%	\$ 3,249	included	
9NL-D1014-60ARS	INSTINCT LEG EXTENSION / SIDE LEG CURL	\$ 3,599	35%	\$ 2,339	included	
9NL-D1015-60ARS	INSTINCT INNER / OUTER THIGH	\$ 3,599	35%	\$ 2,339	included	
9NL-D2002-60AAS	INSTINCT DUAL ADJUSTABLE PULLEY	\$ 4,999	35%	\$ 3,249	included	
9NL-D2110-60ARS	INSTINCT PEC FLY / DELTOID	\$ 3,499	30%	\$ 2,449	included	
9NL-D2120-60ARS	INSTINCT MULTI-PRESS, 0-80°	\$ 3,499	30%	\$ 2,449	included	
9NL-D3340-60ARS	INSTINCT LAT PULLDOWN / LOW ROW	\$ 3,499	30%	\$ 2,449	included	
9NL-D5120-60ARS	INSTINCT BICEPS / TRICEPS	\$ 3,499	30%	\$ 2,449	included	
9NL-D6330-60ARS	INSTINCT ABS / LOW BACK	\$ 3,499	30%	\$ 2,449	included	
INSTINCT SINGLE STATIONS MATTE BLACK W/GRAY UPHOLSTERY						
MODEL	DESCRIPTION					https://corehandf.com/product-category/type/weightroom/selectorized/2/product_types=86&s=
9NL-S1010-60ARS	INSTINCT LEG EXTENSION, SIDE MOUNT	\$ 3,599	30%	\$ 2,519	included	
9NL-S1011-60ARS	INSTINCT SEATED LEG CURL	\$ 3,599	30%	\$ 2,519	included	
9NL-S1012-60ARS	INSTINCT GLUTE MACHINE	\$ 3,599	30%	\$ 2,519	included	
9NL-S2100-60ARS	INSTINCT VERTICAL CHEST PRESS	\$ 3,599	30%	\$ 2,519	included	
9NL-S3310-60ARS	INSTINCT LAT PULL DOWN	\$ 3,599	30%	\$ 2,519	included	
9NL-S3320-60ARS	INSTINCT VERTICAL ROW	\$ 3,599	30%	\$ 2,519	included	
9NL-S4100-60ARS	INSTINCT SHOULDER PRESS	\$ 3,599	30%	\$ 2,519	included	
9NL-S5100-60ARS	INSTINCT BICEPS CURL	\$ 3,599	30%	\$ 2,519	included	
9NL-S5110-60ARS	INSTINCT TRICEPS EXTENSION	\$ 3,599	30%	\$ 2,519	included	
9NL-S6300-60ARS	INSTINCT ROTARY TORSO	\$ 3,599	30%	\$ 2,519	included	
INSTINCT BENCHES MATTE BLACK W/GRAY UPHOLSTERY						
MODEL	DESCRIPTION					

9NN-B7200-60ARS	INSTINCT ADJUSTABLE DEC/AB BENCH	\$	899	30%	\$	629	https://corehandf.com/product-category/type/weightroom/benches-racks/2product_types=90&s=
9NN-B7201-60ARS	INSTINCT OLYMPIC INCLINE BENCH	\$	1,499	30%	\$	1,049	
9NN-B7501-60ARS	INSTINCT MULTI ADJUSTABLE BENCH	\$	1,199	30%	\$	839	
9NN-B7502-60ARS	INSTINCT 45 DEGREE BACK EXTENSION BENCH	\$	1,199	30%	\$	839	
9NN-B7503-60ARS	INSTINCT OLYMPIC FLAT BENCH	\$	1,199	30%	\$	839	
9NN-B7505-60ARS	INSTINCT ABDOMINAL BENCH	\$	1,199	30%	\$	839	
9NN-B7506-60ARS	INSTINCT MULTI-ADJUSTABLE MAB100	\$	499	30%	\$	349	
	INSTINCT RACKS MATTE BLACK W/GRAY UPHOLSTERY						
MODEL	DESCRIPTION	\$	1,199	30%	\$	839	https://corehandf.com/product-category/type/weightroom/benches-racks/2product_types=90&s=
9NN-R8001-60AAS	INSTINCT 2 TIER DUMBBELL RACK (10 PAIR)	\$	1,299	30%	\$	909	
9NN-R8002-60AAS	INSTINCT 3 TIER DUMBBELL RACK (10 PAIR)	\$	1,299	30%	\$	909	
	MULTI - STATIONS						
MODEL	DESCRIPTION	\$	7,999	40%	\$	4,799	https://corehandf.com/product-category/type/weightroom/multi-station/2product_types=89&s=
9NP-M9201-13BZS	CROSS-OVER CABLES WITH ADJUSTABLE PULLEYS	\$	12,999	40%	\$	7,799	
9NP-M9601-13BZS	4 STATION	\$	14,999	40%	\$	8,999	
9NP-M9605-13BZS	5 STATION WITH ADJUSTABLE PULLEY	\$	26,999	40%	\$	16,199	
9NP-M9619-13BZS	9 STATION	\$	37,999	40%	\$	22,799	
9NP-M9620-13BZS	14 STATION	\$	37,999	40%	\$	22,799	
	MULTI - STATIONS (CONFIGURABLE COMPONENTS)						
MODEL	DESCRIPTION	\$	1,499	40%	\$	899	https://corehandf.com/product-category/type/weightroom/multi-station/2product_types=89&s=
731-7720-13	NP-MULTI-STATION-TOWER, SILVER	\$	2,399	40%	\$	1,439	
731-7721-13	NP-HI/LOW STATION, SILVER	\$	2,999	40%	\$	1,799	
731-7722-13BZ	NAU, TRICEPS PRESS STATION, SILVER W/ BLACK UPHOLSTERY	\$	2,999	40%	\$	1,799	
731-7723-13BZ	NAU, LOW ROW STATION, SILVER W/ BLACK UPHOLSTERY	\$	2,499	40%	\$	1,499	
731-7724-13BZ	NAU, LAT PULL STATION, SILVER W/ BLACK UPHOLSTERY	\$	599	40%	\$	359	
731-7725-13	CONN, BOOM W/ PULL UP BARS, SILVER	\$	4,599	40%	\$	2,759	
731-7726-13	NP-TOWER, CABLE CROSS, SILVER	\$	4,599	40%	\$	2,759	
	HUMAN SPORT						
MODEL	DESCRIPTION	\$	5,299	30%	\$	3,709	https://corehandf.com/product-category/type/weightroom/selectorized/2product_types=86&s=
9-HSAC3	ARM CRUNCH (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSLP3	LAT PULL (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSPL3	PULL LIFT (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSSC3	SHOULDER CHEST (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSTD3	TOTAL DELTS (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSTL3	TOTAL LEGS (SILVER WITH WOOD TRIM)	\$	5,299	30%	\$	3,709	
9-HSFT3-19AAC	FREEDOM TRAINER (SILVER WITH WOOD TRIM)	\$	6,199	30%	\$	4,339	
	MULTI - GYM RACKS						
MODEL	DESCRIPTION	\$	5,599	35%	\$	3,639	https://corehandf.com/product-category/type/weightroom/benches-racks/2product_types=90&s=
9NP-L8507-13AAS	FREEDOM RACK	\$	4,999	35%	\$	3,249	
9-HDHR2	HALF RACK	\$	4,999	35%	\$	3,249	
9-HDP62	HALF RACK PLATFORM 6'	\$	8,999	35%	\$	5,849	
9-HDP6D-8B2	HALF RACK SOUND DAMPENING BAMBOO PLATFORM	\$	7,999	35%	\$	5,199	
9-HDP6D-8B2-SA	HALF RACK SOUND DAMPENING BAMBOO PLATFORM - STAND ALONE	\$	399	35%	\$	259	
9-HDCS1	HALF RACK BUMPER PLATE STORAGE	\$	699	35%	\$	454	
9-HDPB1	HALF RACK PULL-UP BRIDGE	\$	249	35%	\$	162	
9S-0760	HALF RACK BAND PEG AND ACCESSORY HOOK KIT	\$	249	35%	\$	162	
	LEVERAGE						
MODEL	DESCRIPTION	\$	3,999	35%	\$	2,599	https://corehandf.com/product-category/type/weightroom/plate-loaded/2product_types=88&s=
9NP-L2002-13BZS	LEVERAGE CHEST PRESS	\$	3,999	35%	\$	2,599	
9NP-L2003-13BZS	LEVERAGE INCLINE PRESS	\$	3,999	35%	\$	2,599	
9NP-L2004-13BZS	LEVERAGE DECLINE PRESS	\$	3,999	35%	\$	2,599	

9NP-L3003-13BZS	LEVERAGE LAT PULLDOWN	\$	3,999	35%	\$	2,599	included	
9NP-L3004-13BZS	LEVERAGE ROW	\$	3,999	35%	\$	2,599	included	
9NP-L3005-13BZS	LEVERAGE HIGH ROW	\$	3,999	35%	\$	2,599	included	
9NP-L4002-13BZS	LEVERAGE SHOULDER PRESS	\$	3,999	35%	\$	2,599	included	
9NP-L5002-13BZS	LEVERAGE BICEPS CURL	\$	3,999	35%	\$	2,599	included	
9NP-L5003-13BZS	LEVERAGE AB CRUNCH	\$	3,999	35%	\$	2,599	included	
9NP-L8500-13AAS	SMITH MACHINE	\$	5,299	35%	\$	3,444	included	
9NP-L3006-13AAS	DEADLIFT SHRUG	\$	3,149	30%	\$	2,204	included	
PLATE LOADED								
MODEL	DESCRIPTION							
9NP-L1110-13BZS	TILT SEAT CALF (PLATE LOADED)	\$	1,299	30%	\$	909	included	https://corehandf.com/product-category/type/weightroom/plate-loaded/?product_type=88&=
9NP-L1130-13BZS	HACK SQUAT (PLATE LOADED)	\$	3,999	30%	\$	2,799	included	
9NP-L1131-13BZS	GLUTE DRIVE (PLATE LOADED)	\$	3,599	30%	\$	2,519	included	
731-8296	GLUTE DRIVE WEIGHT STORAGE	\$	399	30%	\$	279	included	
9NP-L1141-13BZS	ANGLED LEG PRESS (PLATE LOADED)	\$	3,799	30%	\$	2,659	included	
9NP-L3140-13BZS	INCLINE LEVER ROW (PLATE LOADED)	\$	1,399	30%	\$	979	included	
INSPIRATION BENCHES								
MODEL	DESCRIPTION							
400-1125	INSPIRATION WEIGHT STORAGE (USE WITH OLY BENCHES)	\$	699	20%	\$	559	included	https://corehandf.com/product-category/type/weightroom/benches-racks/?product_type=90&=
9NP-B7202-13BZS	INSPIRATION OLYMPIC FLAT BENCH	\$	1,399	20%	\$	1,119	included	
9NP-B7203-13BZS	INSPIRATION OLYMPIC INCLINE BENCH	\$	1,599	20%	\$	1,279	included	
9NP-B7204-13BZS	INSPIRATION OLYMPIC DECLINE BENCH	\$	1,599	20%	\$	1,279	included	
9NP-B7205-13BZS	INSPIRATION OLYMPIC MILITARY PRESS	\$	1,999	20%	\$	1,599	included	
9NP-B7506-13BZS	INSPIRATION MULTI ADJUSTABLE BENCH	\$	1,599	20%	\$	1,279	included	
9NP-B7507-13BZS	INSPIRATION FLAT BENCH	\$	799	20%	\$	639	included	
9NP-B7508-13BZS	INSPIRATION ADJUSTABLE DECLINE BENCH	\$	1,299	20%	\$	1,039	included	
9NP-B7509-13BZS	INSPIRATION SEATED ARM CURL BENCH	\$	1,399	20%	\$	1,119	included	
9NP-B7510-13BZS	INSPIRATION ABDOMINAL BENCH	\$	1,299	20%	\$	1,039	included	
9NP-B7511-13BZS	INSPIRATION PULL UP / DIP / LEG RAISE	\$	1,899	20%	\$	1,519	included	
9NP-B7514-13BZS	INSPIRATION 45° BACK EXTENSION BENCH	\$	1,399	20%	\$	1,119	included	
9NP-B7515-13BZS	INSPIRATION STANDING ARM CURL	\$	1,399	20%	\$	1,119	included	
9NP-B7516-13BZS	INSPIRATION UTILITY BENCH	\$	799	20%	\$	639	included	
9NP-B7517-13BZS	INSPIRATION LEG RAISE / DIP	\$	1,599	20%	\$	1,279	included	
9NP-B7518-13AAS	INSPIRATION DIP STATION	\$	1,199	20%	\$	959	included	
9NP-B7523-13BZS	INSPIRATION ADJUSTABLE INCLINE BENCH	\$	1,299	20%	\$	1,039	included	
9NP-B7522-13BZS	INSPIRATION GLUTE HAM DEVELOPER	\$	1,099	20%	\$	879	included	
9NP-B7521-13BZS	INSPIRATION UTILITY STOOL	\$	299	20%	\$	239	included	
9NP-B7524-13AAS	INSPIRATION STRETCH BENCH	\$	995	20%	\$	796	included	
RACKS								
MODEL	DESCRIPTION							
9NP-R7512-26AAS	2-SIDED OLYMPIC WEIGHT TREE	\$	699	20%	\$	559	included	https://corehandf.com/product-category/type/weightroom/benches-racks/?product_type=90&=
9NP-R7513-26AAS	4-SIDED OLYMPIC WEIGHT TREE	\$	899	20%	\$	719	included	
9NP-R8005-13AAS	POWER CAGE	\$	2,999	20%	\$	2,399	included	
9NP-R8008-13AAS	OLYMPIC SQUAT RACK	\$	2,299	20%	\$	1,839	included	
9NP-R8009-13AAS	SINGLE DUMBBELL RACK (5 PAIR)	\$	1,199	20%	\$	959	included	
9NP-R8010-13AAS	DOUBLE DUMBBELL RACK (10 PAIR)	\$	1,499	20%	\$	1,199	included	
9NP-R8011-13AAS	TRIPLE DUMBBELL RACK (15 PAIR)	\$	1,999	20%	\$	1,599	included	
9NP-R8012-13AAS	BARBELL RACK	\$	1,199	20%	\$	959	included	
9NP-R8013-13AAS	ACCESSORY RACK	\$	1,099	20%	\$	879	included	
9NP-R8014-13AAS	3-TIER BEAUTY BELL RACK	\$	1,199	20%	\$	959	included	

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CORE HEALTH AND FITNESS CARDIO

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link	
TREADMILLS							
9-9271-10TRX-110-19-ATSC	10 SERIES FREERUNNER TREADMILL WITH 19" DISPLAY	\$ 17,999	45%	\$ 9,899	Included	https://corehandoff.com/product-category/type/main-floor-cardio/treadmills/?product_type=70&s=	
9-9271-10TRX-110-LCQ	10 SERIES FREERUNNER TREADMILL WITH LCD	\$ 12,999	40%	\$ 7,799	Included		
9-9291-8TRX-110-19-ATSC	8 SERIES TRX TREADMILL WITH 19" DISPLAY	\$ 12,999	40%	\$ 7,799	Included		
9-9291-8TRX-110-10	8 SERIES TRX TREADMILL WITH 10" DISPLAY	\$ 9,999	40%	\$ 5,999	Included		
9-9291-8TRX-110-LCQ	8 SERIES TRX TREADMILL WITH LCD	\$ 8,999	40%	\$ 5,399	Included		
9-9191-8TR-110-19-ATSC	8 SERIES TR TREADMILL WITH 19" DISPLAY	\$ 12,999	40%	\$ 7,799	Included		
9-9191-8TR-110-10	8 SERIES TR TREADMILL WITH 10" DISPLAY	\$ 9,999	40%	\$ 5,999	Included		
9-9191-8TR-110-LCD	8 SERIES TR TREADMILL WITH LCD	\$ 7,999	40%	\$ 4,799	Included		
9-3581-MUSAP0	5-TRC TREADMILL	\$ 7,399	40%	\$ 4,439	Included		
9-3573-MUSAP3	5-TRX TREADMILL	\$ 6,999	40%	\$ 4,199	Included		
9-3613-4TR-110-15A-15-ATSC-60BLK	4 SERIES TREADMILL WITH 15" EMBEDDED DISPLAY	\$ 7,999	35%	\$ 5,199	Included		
9-3613-4TR-110-15A-10-TS-60BLK	4 SERIES TREADMILL WITH 10" TOUCH DISPLAY	\$ 4,999	35%	\$ 3,249	Included		
9-3613-4TR-110-15A-10IN-60BLK	4 SERIES TREADMILL WITH 10" LCD	\$ 3,999	35%	\$ 2,599	Included		
TRAILHIKER®							
9-9261-8TH-110-LCD	8 SERIES TRAILHIKER WITH LCD	MSRP				https://corehandoff.com/product-category/type/main-floor-cardio/star-trac-trail-hiker/	
ELLIPTICALS / CROSS TRAINERS							
9-6150-8RDE-2019-15-ATSC	8 SERIES REAR DRIVE ELLIPTICAL WITH 15" DISPLAY	MSRP			Included	https://corehandoff.com/product-category/type/main-floor-cardio/ellipticals/?product_type=73&s=	
9-6150-8RDE-10	8 SERIES REAR DRIVE ELLIPTICAL WITH 10" DISPLAY	\$ 10,999	40%	\$ 6,599	Included		
9-6150-8RDE-LCD	8 SERIES REAR DRIVE ELLIPTICAL WITH LCD	\$ 8,999	40%	\$ 5,399	Included		
9-6140-8CT-2019-15-ATSC	8 SERIES CROSS TRAINER WITH 15" DISPLAY	\$ 11,599	40%	\$ 6,959	Included		
9-6140-8CT-10	8 SERIES CROSS TRAINER WITH 10" DISPLAY	\$ 8,999	40%	\$ 5,399	Included		
9-6140-8CT-LCD	8 SERIES CROSS TRAINER WITH LCD	\$ 7,999	40%	\$ 4,799	Included		
9-4060-MINTP0	5-CTX CROSS TRAINER	\$ 5,299	40%	\$ 3,179	Included		
9-4080-4CT-15-ATSC-60BLK	4 SERIES CROSS TRAINER WITH 15" EMBEDDED DISPLAY	\$ 6,999	35%	\$ 4,549	Included		
9-4080-4CT-10-TS-60BLK	4 SERIES CROSS TRAINER WITH 10" TOUCH DISPLAY	\$ 3,999	35%	\$ 2,599	Included		
9-4080-4CT-10IN-60BLK	4 SERIES CROSS TRAINER WITH WITH 10" LCD	\$ 2,999	35%	\$ 1,949	Included		
VERSA STRIDERS							
9-6160-8VS-2019-15-ATSC	8 SERIES VERSASTRIDER WITH 15" DISPLAY	MSRP					https://corehandoff.com/product/startrac-8vs-versastider/
9-6160-8VS-10	8 SERIES VERSASTRIDER WITH 10" DISPLAY	\$ 13,999	40%	\$ 8,399	Included		
9-6160-8VS-LCD	8 SERIES VERSASTRIDER WITH LCD	\$ 11,999	40%	\$ 7,199	Included		
RECUMBENT BIKES							
9-8150-8RB-2019-15-ATSC	8 SERIES RECUMBENT BIKE WITH 15" DISPLAY	MSRP				https://corehandoff.com/product-category/type/main-floor-cardio/uprightrecumbent-bikes/	
9-8150-8RB-10	8 SERIES RECUMBENT BIKE WITH 10" DISPLAY	\$ 8,999	40%	\$ 5,399	Included		
9-8150-8RB-LCD	8 SERIES RECUMBENT BIKE WITH LCD	\$ 6,499	40%	\$ 3,899	Included		
9-3150-MINTP0	5-RBX RECUMBENT BIKE	\$ 4,999	40%	\$ 2,999	Included		
9-3190-4RB-15-ATSC-60BLK	4 SERIES RECUMBENT BIKE WITH 15" EMBEDDED DISPLAY	\$ 3,499	35%	\$ 2,274	Included		
9-3190-4RB-10-TS-60BLK	4 SERIES RECUMBENT BIKE WITH 10" TOUCH DISPLAY	\$ 6,499	35%	\$ 4,224	Included		
9-3190-4RB-10IN-60BLK	4 SERIES RECUMBENT BIKE WITH 10" LCD	\$ 3,499	35%	\$ 2,274	Included		
UPRIGHT BIKES							
9-8140-8UB-2019-15-ATSC	8 SERIES UPRIGHT BIKE WITH 15" DISPLAY	MSRP				https://corehandoff.com/product-category/type/main-floor-cardio/uprightrecumbent-bikes/	
9-8140-8UB-10	8 SERIES UPRIGHT BIKE WITH 10" DISPLAY	\$ 8,599	40%	\$ 5,159	Included		
9-8140-8UB-LCD	8 SERIES UPRIGHT BIKE WITH LCD	\$ 5,999	40%	\$ 3,599	Included		
9-3140-MINTP0	5-UBX UPRIGHT BIKE	\$ 4,599	35%	\$ 2,989	Included		
9-3180-4UB-15-ATSC-60BLK	4 SERIES UPRIGHT WITH 15" EMBEDDED DISPLAY	\$ 2,799	30%	\$ 1,959	Included		
9-3180-4UB-10-TS-60BLK	4 SERIES UPRIGHT BIKE WITH 10" TOUCH DISPLAY	\$ 6,299	35%	\$ 4,094	Included		
9-3180-4UB-10IN-60BLK	4 SERIES UPRIGHT BIKE WITH 10" LCD	\$ 2,999	35%	\$ 1,949	Included		
9-3180-4UB-10IN-60BLK	4 SERIES UPRIGHT BIKE WITH 10" LCD	\$ 2,499	35%	\$ 1,624	Included		
GAUNTLETS							
9-5295-10G-15-ATSC	10 SERIES 10G WITH 15" DISPLAY	MSRP				https://corehandoff.com/product-category/type/main-floor-cardio/stepmills-steppers/?product_brand=720&s=&product_type=124	
9-5295-10G-10	10 SERIES 10G WITH 10" DISPLAY	\$ 15,999	40%	\$ 9,599	Included		
		\$ 12,999	40%	\$ 7,799	Included		

9-5295-10G-LCD	10 SERIES 10G WITH LCD	\$	11,599	40%	\$	6,959	Included	
9-5270-8G-2019-15-ATSC	8 SERIES GAUNTLET WITH 15" DISPLAY	\$	12,999	40%	\$	7,799	Included	
9-5270-8G-10	8 SERIES GAUNTLET WITH 10" DISPLAY	\$	10,599	40%	\$	6,559	Included	
9-5270-8G-LCD	8 SERIES GAUNTLET WITH LCD	\$	8,599	40%	\$	5,159	Included	
								https://corehandoff.com/product-category/type/main-floor-cardio/stepmills-steppers/?product_brand=720&=&product_types=124
	FREEClimbers							
	DESCRIPTION		MSRP					
9-5260-8FC-2019-15-ATSC	8 SERIES FREEClimber WITH 15" DISPLAY	\$	9,999	40%	\$	5,999	Included	
9-5260-8FC-10	8 SERIES FREEClimber WITH 10" DISPLAY	\$	7,999	40%	\$	4,799	Included	
9-5260-8FC-LCD	8 SERIES FREEClimber WITH LCD	\$	6,199	40%	\$	3,719	Included	
	HIIT							https://corehandoff.com/product-category/type/hiit-zone/?product_types=80&=
	DESCRIPTION		MSRP					
9-4690-BINTP0	HIT ROWER	\$	1,799	30%	\$	1,259	Included	
9-4680-BINTP0	HITMILL X	\$	5,999	35%	\$	3,899	Included	
9-4670-BINTP0	HITMILL	\$	4,999	35%	\$	3,249	Included	
9-4650-BINTP0	HIT BIKE	\$	2,599	30%	\$	1,819	Included	
9-4660-MINTP0	HIT LUBE	\$	3,899	35%	\$	2,534	Included	
	SCHWINN AC GROUP CYCLES (CARBON BLUE BELT)							https://corehandoff.com/product-category/type/indoor-cycling-bikes/schwinn-cycling/?product_types=91&=
	DESCRIPTION		MSRP					
9-7300-QINTP0	AC POWER	\$	3,699	40%	\$	2,219	Included	
9-7320-WINTP0	AC PERFORMANCE	\$	2,799	35%	\$	1,819	Included	
9-7340-WINTP0	AC SPORT	\$	2,399	35%	\$	1,559	Included	
7470	X BIKE CB **New Release Projected ETA Q3 2021**	\$	2,699	35%	\$	1,754	Included	
7520	Z BIKE CB **New Release Projected ETA Q1 2022**	\$	3,699	35%	\$	2,404	Included	
	SCHWINN SC GROUP CYCLES (POLY V BELT)							https://corehandoff.com/product-category/type/indoor-cycling-bikes/schwinn-cycling/?product_types=91&=
	DESCRIPTION		MSRP					
9-7310-MINTP0	SC POWER	\$	3,699	40%	\$	2,219	Included	
9-7400-MINTP0	SC7	\$	2,499	35%	\$	1,624	Included	
9-7410-BINTP0	SC5	\$	2,099	30%	\$	1,469	Included	
7480	X BIKE P **New Release Projected ETA Q3 2021**	\$	2,699					
7510	Z BIKE P **New Release Projected ETA Q1 2022**	\$	3,699					https://corehandoff.com/product-category/type/indoor-cycling-bikes/schwinn-cycling/?product_types=91&=
	SCHWINN CLASSIC CYCLE (CHAIN)							
	DESCRIPTION		MSRP					
9-7420-BINTP0	IC CLASSIC	\$	1,499	20%	\$	1,199	Included	

HOIST

HOIST

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
DUAL EXERCISE STATIONS (HD)						
HD-3000	Dual Pulley Functional Trainer	\$4,999.99	25%	3749.9925	included	https://www.hoistfitness.com/collections/hd-dual-series
HD-3100	Biceps / Triceps	\$3,299.99	25%	2474.9925	included	
HD-3200	Lat Pulldown / Mid Row	\$3,299.99	25%	2474.9925	included	
HD-3300	Multi-Press	\$3,299.99	25%	2474.9925	included	
HD-3400	Leg Extension / Leg Curl	\$3,299.99	25%	2474.9925	included	
HD-3403	Leg Press / Calf Raise	\$4,499.00	25%	3374.25	included	
HD-3600	Ab / Low Back	\$3,299.99	25%	2474.9925	included	
HD-3700	Chin-up / Dip Assist	\$4,499.00	25%	3374.25	included	
HD-3800	Inner / Outer Thigh	\$3,299.99	25%	2474.9925	included	
HD-3900	Pec Fly / Rear Delt	\$3,299.99	25%	2474.9925	included	
ES (HDG-HEAVY WEIGHT STACK DUALS)						
HDG-3100	Biceps / Triceps	\$3,599.00	25%	2699.25	included	https://www.hoistfitness.com/collections/hd-dual-series
HDG-3200	Lat Pulldown / Mid Row	\$3,599.00	25%	2699.25	included	
HDG-3300	Multi-Press	\$3,599.00	25%	2699.25	included	
HDG-3400	Leg Extension / Leg Curl	\$3,599.00	25%	2699.25	included	
HDG-3403	Leg Press / Calf Raise	\$4,599.00	25%	3449.25	included	
HDG-3600	Ab / Low Back	\$3,599.00	25%	2699.25	included	
HDG-3800	Inner / Outer Thigh	\$3,599.00	25%	2699.25	included	
ERCIAL FREEWEIGHT PRODUCTS (CF)						
CF-2179-B	3 way olympic bench flat / incline / decline	\$1,999.00	15%	1699.15	included	https://www.hoistfitness.com/collections/cf-commercial-freeweight
CF-3160	Flat / Incline bench	\$799.00	15%	679.15	included	
CF-3162	Super adjustable flat / decline bench	\$749.00	15%	636.65	included	
CF-3163	Flat bench	\$419.00	15%	356.15	included	
CF-3165	Super flat / incline / decline bench	\$899.00	15%	764.15	included	
CF-3170-A	Flat olympic bench with storage	\$1,099.00	15%	934.15	included	
CF-3172-A	Incline olympic bench with storage	\$1,349.00	15%	1146.65	included	
CF-OPT-01	Olympic bench spotter stand - attachment for: CF-3252-A	\$299.00	15%	254.15	included	
CF-3177-A	Decline olympic bench with storage	\$1,349.00	15%	1146.65	included	
CF-3252-A	Vertical knee raise / dip	\$649.00	15%	551.65	included	
CF-3962-A-OPT	Fitness tree option - attachment for CF	\$539.99	15%	458.9915	included	
CF-3264	Adjustable decline AB bench	\$899.00	15%	764.15	included	
CF-3355	Linear leg press	\$4,499.00	15%	3824.15	included	
CF-3364-A	Power cage	\$1,899.00	15%	1614.15	included	
CF-3367-A	Squat rack	\$1,699.00	15%	1444.15	included	
CF-3443	Olympic plate tree	\$499.00	15%	424.15	included	
CF-OPT-02	Olympic bar holder - attachment for: CF-3443	\$39.00	15%	33.15	included	
CF-3444	4 sided olympic plate tree	\$599.00	15%	509.15	included	
CF-3461-1-A	1-Tier horizontal dumbbell rack (5 pairs)	\$799.00	15%	679.15	included	
CF-3461-2	2-Tier horizontal dumbbell rack (10 pairs)	\$929.00	15%	789.65	included	
CF-3461-3	3-Tier horizontal dumbbell rack (15 pairs)	\$1,229.00	15%	1044.65	included	
CF-3462-2	2-Tier horizontal beauty bell rack (8 pairs)	\$599.00	15%	509.15	included	
CF-3462-3	3-tier horizontal beauty bell rack (12 pairs)	\$749.00	15%	636.65	included	
CF-3465-A	Barbell rack (10 pairs)	\$899.00	15%	764.15	included	
CF-3466	Accessory rack	\$769.00	15%	653.65	included	

CF-3550	Preacher curl		\$799.00	15%	679.15	included	
CF-3555	Preacher curl, standing		\$799.00	15%	679.15	included	
CF-3661-A	Incline leverage row		\$1,399.00	15%	1189.15	included	
CF-3663	Back hyper		\$899.00	15%	764.15	included	
CF-3753	7-degree smith		\$3,999.00	15%	3399.15	included	
CF-3754	Dual action smith		\$4,999.00	15%	4249.15	included	
CF-3860	Military Press		\$1,699.00	15%	1444.15	included	
CF-3950	Utility stool		\$189.00	15%	160.65	included	
CF-3960	Utility bench		\$399.00	15%	339.15	included	
CF-3962-A	Fitness tree option - attachment for CF		\$1,098.00	15%	933.3	included	
CLUB LINE (CL) PRODUCTS							
CL-3102	Biceps Curl		\$3,699.00	25%	2774.25	included	https://www.hoistfitness.com/collections/cl-club-line
CL-3103	Triceps Press		\$3,699.00	25%	2774.25	included	
CL-3201	Lat Pulldown		\$3,699.00	25%	2774.25	included	
CL-3301	Chest Press		\$3,699.00	25%	2774.25	included	
CL-3401	Leg Extension		\$3,699.00	25%	2774.25	included	
CL-3402	Leg Curl		\$3,699.00	25%	2774.25	included	
CL-3501	Shoulder Press		\$3,699.00	25%	2774.25	included	
CL-3403	Leg Press (The CL-3403 cannot be upgraded to a 400lb stack. Must order the CL-3403-HS)		\$4,999.00	25%	3749.25	included	
CL-3403-HS	Leg Press (400lb weight stack)		\$5,249.00	25%	3936.75	included	
CL-3203	Mid Row		\$3,699.00	25%	2774.25	included	
CL-3309	Pec Fly / Rear Delt		\$3,999.00	25%	2999.25	included	
CL-3408	Standing / Prone Leg Curl		\$3,999.00	25%	2999.25	included	
CL-3502	Lateral Delt Raise		\$3,699.00	25%	2774.25	included	
CL-3601	Abdominals		\$3,699.00	25%	2774.25	included	
CL-3800	Outter/ Inner Thigh		\$3,999.00	25%	2999.25	included	
COMMERCIAL MULTI JUNGLE (CMJ)							
CMJ-6175	Stand alone hilo pulley		\$2,100.00	15%	1785	included	https://www.hoistfitness.com/collections/cmj-multi-jungle-systems
CMD-6180	Cable crossover (CMS-6175 x 2 with CMJ-OPT-01 Boom x 1)		\$4,800.00	20%	3840	included	
CMJ-6600-S	6 station single pod with stand alone hilo pulley (CMJ-6000-1 4 station, CMS-6175 x 1 wit		\$9,700.00	20%	7760	included	
CMJ-Cage	Base cage		\$1,300.00	15%	1105	included	
CMJ-6101-A	Triceps Extension		\$1,000.00	15%	850	included	
CMJ-6175	Hilo		\$1,500.00	15%	1275	included	
CMJ-6201-A	Lat station		\$1,500.00	15%	1275	included	
CMJ-6201-D	Dual pulley lat station		\$1,900.00	15%	1615	included	
CMJ-6203	Low row		\$1,700.00	15%	1445	included	
CMJ-6203-D	Dual pulley low row		\$2,000.00	15%	1700	included	
CMJ-OPT-01	Cross over pull up station		\$600.00	15%	510	included	
CMJ-6000-1	4 station (single lat station, single low row, triceps, hilo)		\$7,000.00	25%	5250	included	
CMJ-6000-2	9 station (2 single lat stations, 2 single low rows, 2 triceps, 2 hilos, 1 connector bar)		\$14,600.00	25%	10950	included	
CMJ-6000-3	14 station (3 single stations, 3 single low rows, 2 triceps, 4 hilos, 2 connector bars)		\$22,700.00	25%	17025	included	
ROC-IT SELECTORIZED (RS)							
RS-1101-A	Seated Dip		\$4,299.00	25%	3224.25	included	https://www.hoistfitness.com/collections/rs-roc-it-selectorized
RS-1102-A	Biceps Curl		\$4,299.00	25%	3224.25	included	
RS-1103	Triceps Extension		\$4,299.00	25%	3224.25	included	
RS-1201-A	Lat Pulldown		\$4,299.00	25%	3224.25	included	
RS-1203-A	Seated Mid Row		\$4,299.00	25%	3224.25	included	
RS-1204	Low Back		\$4,299.00	25%	3224.25	included	

RS-1301-A	Chest Press		\$4,299.00	25%	3224.25	included	
RS-1302-A	Pec Fly		\$4,299.00	25%	3224.25	included	
RS-1401-A	Leg Extension		\$4,299.00	25%	3224.25	included	
RS-1402-A	Leg Curl		\$4,299.00	25%	3224.25	included	
RS-1403-A	Leg Press		\$5,999.00	25%	4499.25	included	
RS-1406	Inner Thigh		\$4,299.00	25%	3224.25	included	
RS-1407	Outer Thigh		\$4,299.00	25%	3224.25	included	
RS-1408	Prone Leg Curl		\$4,299.00	25%	3224.25	included	
RS-1412	Glute Master		\$4,299.00	25%	3224.25	included	
RS-1415-A	Rotary Calf		\$4,299.00	25%	3224.25	included	
RS-1501-A	Shoulder Press		\$4,299.00	25%	3224.25	included	
RS-1502	Lateral Deltoid Raise		\$4,299.00	25%	3224.25	included	
RS-1601	Ab		\$4,299.00	25%	3224.25	included	
RS-1602	Rotary Torso		\$4,299.00	25%	3224.25	included	
RS-1700	Chin / Dip Assist		\$5,499.00	25%	4124.25	included	
ROC-IT PLATE LOADED (RPL)							
RPL-5101-A	Seated Dip		\$2,499.00	10%	2249.1	included	https://www.hoistfitness.com/collections/rpl-roc-it-plate-loaded
RPL-5102-A	Preacher Curl		\$2,499.00	10%	2249.1	included	
RPL-5201-A	Lat Pulldown		\$2,499.00	10%	2249.1	included	
RPL-5203-A	Seated Mid Row		\$2,499.00	10%	2249.1	included	
RPL-5301-A	Chest Press		\$2,499.00	10%	2249.1	included	
RPL-5303-A	Incline Press		\$2,499.00	10%	2249.1	included	
RPL-5305-A	Decline Press		\$2,499.00	10%	2249.1	included	
RPL-5363-A	Calf Raise		\$999.00	10%	899.1	included	
RPL-5403-B	Dual Action Leg Press		\$3,799.00	10%	3419.1	included	
RPL-5405	Standing Calf Raise		\$2,499.00	10%	2249.1	included	
RPL-5501-A	Shoulder Press		\$2,499.00	10%	2249.1	included	
RPL-5356	Hack Squat / Dead Lift / Shrug		\$3,299.00	10%	2969.1	included	
RPL-5601	Roc-Abs		\$1,899.00	10%	1709.1	included	
MOTIONCAGES							
MC-7001	MotionCage package 1		\$11,999.00	25%	8999.25	included	https://www.hoistfitness.com/collections/mc-motioncage
MC-7002	MotionCage package 2		\$15,999.00	25%	11999.25	included	
MC-7003	MotionCage package 3		\$19,120.00	25%	14340	included	
MC-7004	MotionCage package 4		\$16,999.00	25%	12749.25	included	
MC-7005	MotionCage package 5		\$20,789.00	25%	15591.75	included	
MCS-8001	MotionCage Studio Package 1		\$5,499.00	25%	4124.25	included	
MCS-8002	MotionCage Studio Package 2		\$8,999.00	25%	6749.25	included	
MCS-8003	MotionCage Studio Package 3		\$9,499.00	25%	7124.25	included	
MCS-8004	MotionCage Studio Package 4		\$10,999.00	25%	8249.25	included	
MCS-8005	MotionCage Studio Package 5		\$12,499.00	25%	9374.25	included	

TUFF STUFF

MODEL	DESCRIPTION	MSRP	% Discount	IMU Price	Freight/Delivery/Installation	Web Link
CG-9503	Multi-Press with 200 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20	included	https://www.tuffstufffitness.com/commercial-strength/#calgym-9000-series
CG-9504	Lat / Mid-Row with 200 Lbs Weight Stack	\$2,299.00	20%	\$2,639.20	included	
CG-9506	Bicep / Tricep with 200 Lbs Weight Stack	\$3,299.00	20%	\$2,639.20	included	
CG-9510	Ab / Back with 200 Lbs Weight Stack	\$3,299.00	20%	\$2,639.20	included	
CG-9514	Leg Extension / Curl with 200 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20	included	
CG-9515	Inner / Outer Thigh with 150 Lbs Weight Stack	\$3,399.00	20%	\$2,719.20	included	
CG-9516	Leg Press with 200 Lbs Weight Stack (400 Lbs Resistance)	\$3,599.00	20%	\$2,879.20	included	
CT-2000	CT2 POD Fitness Trainer (Requires 1 each CT-8200 Training Module)	\$1,099.00	10%	\$989.10	included	https://www.tuffstufffitness.com/commercial-strength/#ct-fitness-trainer
CT-4000	CT4 POD Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$1,499.00	10%	\$1,349.10	included	
CT-6000	CT6 "Select" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$4,899.00	10%	\$4,409.10	included	
CT-7100E	Compact Fitness Trainer (includes; custom CT-8210, CT-8250, CT-8260 and CT-8310)	\$12,599.00	10%	\$11,339.10	included	
CT-8000B	CT8 "Base" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$6,699.00	10%	\$6,029.10	included	
CT-8100E	CT8 "Elite" Fitness Trainer (Requires 2 each CT-8200 Training Modules)	\$7,999.00	10%	\$7,199.10	included	
CT-8210	Medicine Ball Rebounder Training Module	\$1,799.00	10%	\$1,619.10	included	
CT-8220	Adjustable Step-up/Stretch Training Module	\$1,299.00	10%	\$1,169.10	included	
CT-8230	Battle Rope Training Module	\$749.00	10%	\$674.10	included	
CT-8240	Kettle Bell Training Module	\$1,049.00	10%	\$944.10	included	
CT-8250	Heavy Bag Training Module	\$899.00	10%	\$809.10	included	
CT-8260	Dual Adjustable Pulley w/Multi-grip Chin-up Bar Module (with 2x 200lbs stacks)	\$3,699.00	10%	\$3,329.10	included	
CT-8270	Squat/Press Rack Training Module	\$1,199.00	10%	\$1,079.10	included	
CT-8310	Squat/Press Racking Station	\$1,699.00	10%	\$1,529.10	included	
CT-8320	Multi-Strap Training Boom	\$559.00	10%	\$503.10	included	
CT-8330	Olympic Bar Landmine	\$189.00	10%	\$170.10	included	
CT-8340	Dip Handles	\$339.00	10%	\$305.10	included	
CT-8350	Dual Bar Suspension Connector (for connecting CT-2000, 4000 and/or 6000's)	\$479.00	10%	\$431.10	included	
CT-8360	Rock Climbing Connector (for connecting CT-2000, 4000 and/or 6000's)	\$849.00	10%	\$764.10	included	
CT-8380	Accessory Kit for CT-8260 (includes; Squat Bar, Low-Row Bar & Ankle Strap)	\$309.00	10%	\$278.10	included	
CT-8390	Horizontal Bumper Plate Rack (for connecting CT-2000, 4000 and/or 6000's)	\$269.00	10%	\$242.10	included	
CT-8391	Multi-Position Dumbbell/Kettlebell Tray (for connecting CT-2000, 4000 and/or 6000's)	\$479.00	10%	\$431.10	included	
CT-8392	Medicine/Slam Ball Rack (for connecting CT-2000, 4000 and/or 6000's)	\$135.00	10%	\$121.50	included	
CT-8393	Custom Laser Cut Logo attachment (for connecting CT-2000, 4000 and/or 6000's)	\$399.00	10%	\$359.10	included	
PXLS-7910	Half Rack	\$2,399.00	n/a	\$2,399	included	https://www.tuffstufffitness.com/commercial-strength/#pro-xl-racks-xpt
PXLS-7920	Dual Rack (2 Half Racks back to back)	\$3,599.00	10%	\$3,239.10	included	
PXLS-7930	Power Rack	\$3,599.00	10%	\$3,239.10	included	
PXLS-7950	Super Rack (Power Rack + Half Rack)	\$4,349.00	10%	\$3,914.10	included	
PXLS-7924.1	6'x8' Olympic Platform with Inset for Half Racks: 7910, 7920 & 7950	\$2,299.00	5%	\$2,184.05	included	
PXLS-7925.1	6'x8' Olympic Platform with Inset for Power Racks: 7930 & 7950	\$2,399.00	5%	\$2,279.05	included	
PXLS-7926.1	6'x8' Olympic Platform (Free Standing)	\$1,649.00	5%	\$1,566.55	included	
PXLS-CLS	Color Logo Set-Up Fee (One Time Only)	\$450.00	n/a	\$450	included	
PXLS-LPL	Platform Logo Fee (One Per Platform)	\$165.00	n/a	\$165	included	
PXLS-7901	Self-Aligning Adjustable Bench (For use with or without platform)	\$1,099.00	5%	\$1,044.05	included	
PXLS-7994	Horizontal Bumber Plate Rack	\$339.00	5%	\$322.05	included	
PXLS-7996	Spotter Platform (Sold in Pairs)	\$189.00	5%	\$179.55	included	
PXLS-7997	Landmine	\$119.00	5%	\$113.05	included	
PXLS-7998	Dip Attachment (Not available for PXLS-7910 or 7920)	\$229.00	5%	\$217.55	included	
PXLS-7999	Dual Bar-Catches (Not available for PXLS-7910 or 7920)	\$249.00	5%	\$236.55	included	
PPS-200	CHEST PRESS with 220 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15	included	https://www.tuffstufffitness.com/product-category/commercial/proformance-plus/pps/
PPS-205	SHOULDER PRESS with 220 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15	included	

PPS-206	BICEPS CURL with 150 Lbs Weight Stack	\$3,399.00	15%	\$2,889.15	included	
PPS-207	SEATED ROW with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15	included	
PPS-208	LOW ROW with 220 Lbs Weight Stack	\$3,299.00	15%	\$2,804.15	included	
PPS-210	LAT PULLDOWN with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15	included	
PPS-212	TRICEP PRESS with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15	included	
PPS-213	LATERAL RAISE with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15	included	
PPS-215	ASSISTED CHIN / DIP with 220 Lbs Weight Stack	\$4,199.00	15%	\$3,569.15	included	
PPS-220	ABDOMINAL CRUNCH with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15	included	
PPS-221	BACK EXTENSION with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15	included	
PPS-222	ROTARY TORSO with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15	included	
PPS-231	LEG EXTENSION with 220 Lbs Weight Stack	\$3,799.00	15%	\$3,229.15	included	
PPS-232	SEATED LEG CURL with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15	included	
PPS-233	PRONE LEG CURL with 220 Lbs Weight Stack	\$3,599.00	15%	\$3,059.15	included	
PPS-237	MULTI-HIP FLEXOR with 220 Lbs Weight Stacks	\$3,899.00	15%	\$3,314.15	included	
PPS-238	STANDING CALF with 400 Lbs Weight Stack	\$3,699.00	15%	\$3,144.15	included	
PPS-239	GLUTE MACHINE with 220 Lbs Weight Stack	\$3,499.00	15%	\$2,974.15	included	
PPD-801	MULTI-PRESS with 220 Lbs Weight Stack	\$4,199.00	15%	\$3,569.15	included	https://www.tuffstufffitness.com/product-category/commercial/proformance-plus/ppd/
PPD-802	LAT/ MID/ LOW - ROW with 220 Lbs Weight Stack	\$3,899.00	15%	\$3,314.15	included	
PPD-803	PEC FLY/ REAR DELT with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15	included	
PPD-804	BICEPS/ TRICEPS with 150 Lbs Weight Stack	\$3,999.00	15%	\$3,399.15	included	
PPD-805	ABDOMINAL/ BACK with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15	included	
PPD-806	LEG EXTENSION / CURL with 220 Lbs Weight Stack	\$4,499.00	15%	\$3,824.15	included	
PPD-807	INNER/ OUTER THIGH with 220 Lbs Weight Stack	\$4,099.00	15%	\$3,484.15	included	
PPD-830	LEG PRESS/ HACK SQUAT with 400 Lbs Weight Stack	\$5,899.00	15%	\$5,014.15	included	
PPMS-240	SINGLE ADJUSTABLE CABLE COLUMN	\$3,199.00	15%	\$2,719.15	included	https://www.tuffstufffitness.com/product-category/commercial/proformance-plus/ppms/
PPMS-240X	SINGLE ADJUSTABLE CABLE COLUMN	\$3,399.00	15%	\$2,889.15	included	
PPMS-245	FUNCTIONAL TRAINER	\$5,899.00	15%	\$5,014.15	included	
PPMS-250	ADJUSTABLE CABLE CROSSOVER	\$3,999.00	15%	\$3,399.15	included	
PPMS-250X	ADJUSTABLE CABLE CROSSOVER	\$4,099.00	15%	\$3,484.15	included	
PPMS-255	DUAL ADJUSTABLE PULLEY	\$4,099.00	15%	\$3,484.15	included	
PPMS-255X	DUAL ADJUSTABLE PULLEY	\$4,199.00	15%	\$3,569.15	included	
PPMS-4000	*4-STATION JUNGLE GYM	\$7,999.00	15%	\$6,799.15	included	
PPMS-5000	*4-STATION JUNGLE GYM	\$8,999.00	15%	\$7,649.15	included	
PPMS-6000	*6-STATION JUNGLE GYM	\$10,999.00	15%	\$9,349.15	included	
PPMS-9000	*9-STATION JUNGLE GYM	\$15,799.00	15%	\$13,429.15	included	
PPL-905	CHEST PRESS	\$1,949.00	10%	\$1,754.10	included	https://www.tuffstufffitness.com/product-category/commercial/proformance-plus/ppl/
PPL-910	INCLINE PRESS	\$2,149.00	10%	\$1,934.10	included	
PPL-915	SHOULDER PRESS	\$2,149.00	10%	\$1,934.10	included	
PPL-920	BICEPS CURL	\$2,049.00	10%	\$1,844.10	included	
PPL-925	SEATED DIP	\$2,149.00	10%	\$1,934.10	included	
PPL-930	SEATED ROW	\$2,249.00	10%	\$2,024.10	included	
PPL-935	LAT PULLDOWN	\$2,249.00	10%	\$2,024.10	included	
PPL-940	INCLINE LEVER ROW	\$1,599.00	10%	\$1,439.10	included	
PPL-WPO	4PC WEIGHT PRONG SET (FOR 905, 910, 915)	\$99.00	10%	\$89.10	included	
PPL-970	ABDOMINAL CRUNCH	\$2,799.00	10%	\$2,519.10	included	
PPL-945	LEG EXTENSION	\$2,149.00	10%	\$1,934.10	included	
PPL-950	PRONE LEG CURL	\$2,049.00	10%	\$1,844.10	included	
PPL-955	SEATED CALF	\$1,499.00	10%	\$1,349.10	included	
PPL-960	ANGLED LEG PRESS	\$4,299.00	10%	\$3,869.10	included	
PPL-965	ANGLED HACK SQUAT	\$4,199.00	10%	\$3,779.10	included	
PPL-900	SMITH MACHINE	\$3,699.00	10%	\$3,329.10	included	
PPF-700	MULTI-ADJUSTABLE BENCH	\$999.00	5%	\$949.05	included	

PPF-701	FLAT / INCLINE BENCH		\$849.00	5%	\$806.55	included	
PPF-SSP	SIDE SPOTTER STANDS (For: PPF-701)		\$449.00	5%	\$426.55	included	
PPF-702	FLAT BENCH		\$449.00	5%	\$426.55	included	
PPF-703	UTILITY BENCH		\$539.00	5%	\$512.05	included	
PPF-705	ADJUSTABLE INCLINE BENCH		\$869.00	5%	\$825.55	included	
PPF-706	PREACHER CURL BENCH		\$679.00	5%	\$645.05	included	
PPF-714	ADJUSTABLE DECLINE BENCH		\$899.00	5%	\$854.05	included	
PPF-800	DELUXE POWER RACK		\$2,249.00	5%	\$2,136.55	included	
PPF-RPF1	6'x8' OLYMPIC PLATFORM with Rubber Inset		\$1,299.00	5%	\$1,234.05	included	
PPF-WPF1	6'x8' OLYMPIC PLATFORM with Wood Inset		\$2,099.00	5%	\$1,994.05	included	
PPF-850	SQUAT RACK		\$1,179.00	n/a	\$1,179	included	
PPF-707	OLYMPIC FLAT BENCH		\$929.00	5%	\$882.55	included	
PPF-708	OLYMPIC INCLINE BENCH		\$1,199.00	5%	\$1,139.05	included	
PPF-709	OLYMPIC DECLINE BENCH		\$1,139.00	5%	\$1,082.05	included	
PPF-710	OLYMPIC MILITARY BENCH with Spotter Platform		\$1,299.00	5%	\$1,234.05	included	
PPF-711	4-WAY OLYMPIC BENCH		\$2,349.00	5%	\$2,231.55	included	
PPF-714	ADJUSTABLE DECLINE BENCH		\$899.00	5%	\$854.05	included	
PPF-717	BACK STATION		\$999.00	5%	\$949.05	included	
PPF-718	GLUTE - HAM BENCH		\$1,849.00	5%	\$1,756.55	included	
PPF-720	CHIN / DIP / LEG RAISE		\$1,599.00	5%	\$1,519.05	included	
PPF-752	2-TIER SADDLE DUMBBELL RACK		\$799.00	5%	\$759.05	included	
PPF-752T	2-TIER TRAY DUMBBELL RACK		\$949.00	5%	\$901.55	included	
PPF-753	BARBELL RACK		\$899.00	5%	\$854.05	included	
PPF-754	3-TIER SADDLE DUMBBELL RACK		\$1,069.00	5%	\$1,015.55	included	
PPF-754T	3-TIER TRAY DUMBBELL RACK		\$1,359.00	5%	\$1,291.05	included	
PPF-758	OLYMPIC WEIGHT TREE		\$349.00	5%	\$331.55	included	

TRUE FITNESS STRENGTH

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
SPL0100LM	Palladium Leg Extension / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970	included	https://truefitness.com/products/strength/#selectorized
SPL0100HM	Palladium Leg Extension / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063	included	
SPL0100HM	Palladium Leg Extension / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157	included	
SPL0100LP	Palladium Leg Extension / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216	included	
SPL0100P	Palladium Leg Extension / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310	included	
SPL0100HP	Palladium Leg Extension / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403	included	
SPL0200LM	Palladium Seated Leg Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,855	15%	\$4,127	included	
SPL0200M	Palladium Seated Leg Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,965	15%	\$4,220	included	
SPL0200HM	Palladium Seated Leg Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$5,075	15%	\$4,314	included	
SPL0200LP	Palladium Seated Leg Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included	
SPL0200P	Palladium Seated Leg Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included	
SPL0200HP	Palladium Seated Leg Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included	
SPL0300M	Palladium Leg Press / Metal Shrouds Heavy Stack 419lb/190kg	\$7,855	15%	\$6,677	included	
SPL0300P	Palladium Leg Press / Acrylic Shrouds Heavy Stack 419lb/190kg	\$8,145	15%	\$6,923	included	
SPL0400LM	Palladium Inner/Outer Thigh / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970	included	
SPL0400M	Palladium Inner/Outer Thigh / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063	included	
SPL0400HM	Palladium Inner/Outer Thigh / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157	included	
SPL0400LP	Palladium Inner/Outer Thigh / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216	included	
SPL0400P	Palladium Inner/Outer Thigh / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310	included	
SPL0400HP	Palladium Inner/Outer Thigh / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403	included	
SPL0500LM	Palladium Triceps Pushdown / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893	included	
SPL0500M	Palladium Triceps Pushdown / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987	included	
SPL0500LP	Palladium Triceps Pushdown / Acrylic Shrouds Light Stack 200lb/91kg	\$4,800	15%	\$4,080	included	
SPL0500HM	Palladium Triceps Pushdown / Acrylic Shrouds Heavy Stack 320lb/145kg	\$4,870	15%	\$4,140	included	
SPL0500P	Palladium Triceps Pushdown / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233	included	
SPL0500HP	Palladium Triceps Pushdown / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327	included	
SPL0600LM	Palladium Biceps Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893	included	
SPL0600M	Palladium Biceps Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987	included	
SPL0600HM	Palladium Biceps Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080	included	
SPL0600LP	Palladium Biceps Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140	included	
SPL0600P	Palladium Biceps Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233	included	
SPL0600HP	Palladium Biceps Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327	included	
SPL0700LM	Palladium Shoulder Press / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included	
SPL0700M	Palladium Shoulder Press / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included	
SPL0700HM	Palladium Shoulder Press / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included	
SPL0700LP	Palladium Shoulder Press / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620	included	
SPL0700P	Palladium Shoulder Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713	included	
SPL0700HP	Palladium Shoulder Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807	included	
SPL0800LM	Palladium Deltoid Raise / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893	included	
SPL0800M	Palladium Deltoid Raise / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987	included	
SPL0800HM	Palladium Deltoid Raise / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080	included	
SPL0800LP	Palladium Deltoid Raise / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140	included	
SPL0800P	Palladium Deltoid Raise / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233	included	
SPL0800HP	Palladium Deltoid Raise / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327	included	
SPL0900LM	Palladium Chest Press / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included	
SPL0900M	Palladium Chest Press / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included	
SPL0900HM	Palladium Chest Press / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included	
SPL0900LP	Palladium Chest Press / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620	included	
SPL0900P	Palladium Chest Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713	included	
SPL0900HP	Palladium Chest Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807	included	
SPL1000LM	Palladium Pec Fly/Rear Delt / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included	
SPL1000M	Palladium Pec Fly/Rear Delt / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included	
SPL1000HM	Palladium Pec Fly/Rear Delt / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included	

SPL1000LP	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620	included
SPL1000P	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713	included
SPL1000HP	Palladium Pec Fly/Rear Delt / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807	included
SPL1100LM	Palladium Lat Pulldown / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included
SPL1100M	Palladium Lat Pulldown / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included
SPL1100HM	Palladium Lat Pulldown / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included
SPL1100LP	Palladium Lat Pulldown / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620	included
SPL1100P	Palladium Lat Pulldown / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713	included
SPL1100HP	Palladium Lat Pulldown / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807	included
SPL1200LM	Palladium Seated Row / Metal Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included
SPL1200M	Palladium Seated Row / Metal Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included
SPL1200HM	Palladium Seated Row / Metal Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included
SPL1200LP	Palladium Seated Row / Acrylic Shrouds Light Stack 200lb/91kg	\$5,435	15%	\$4,620	included
SPL1200P	Palladium Seated Row / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,545	15%	\$4,713	included
SPL1200HP	Palladium Seated Row / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,655	15%	\$4,807	included
SPL1300LM	Palladium Low Back Extension / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893	included
SPL1300M	Palladium Low Back Extension / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987	included
SPL1300HM	Palladium Low Back Extension / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080	included
SPL1300LP	Palladium Low Back Extension / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140	included
SPL1300P	Palladium Low Back Extension / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233	included
SPL1300HP	Palladium Low Back Extension / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327	included
SPL1400LM	Palladium Abdominal Crunch / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970	included
SPL1400M	Palladium Abdominal Crunch / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063	included
SPL1400HM	Palladium Abdominal Crunch / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157	included
SPL1400LP	Palladium Abdominal Crunch / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216	included
SPL1400P	Palladium Abdominal Crunch / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310	included
SPL1400HM	Palladium Abdominal Crunch / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403	included
SPL1500LM	Palladium Rotary Torso / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970	included
SPL1500M	Palladium Rotary Torso / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063	included
SPL1500HP	Palladium Rotary Torso / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157	included
SPL1500LP	Palladium Rotary Torso / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216	included
SPL1500P	Palladium Rotary Torso / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310	included
SPL1500HM	Palladium Rotary Torso / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403	included
SPL1600LM	Palladium Rotary Calf / Metal Shrouds Light Stack 200lb/91kg	\$4,200	15%	\$3,570	included
SPL1600M	Palladium Rotary Calf / Metal Shrouds Standard Stack 260lb/118kg	\$4,310	15%	\$3,664	included
SPL1600HM	Palladium Rotary Calf / Metal Shrouds Heavy Stack 320lb/145kg	\$4,420	15%	\$3,757	included
SPL1600LP	Palladium Rotary Calf / Acrylic Shrouds Light Stack 200lb/91kg	\$4,490	15%	\$3,817	included
SPL1600P	Palladium Rotary Calf / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,600	15%	\$3,910	included
SPL1600HP	Palladium Rotary Calf / Acrylic Shrouds Heavy Stack 320lb/145kg	\$4,710	15%	\$4,004	included
SPL1700LM	Palladium Glute Press / Metal Shrouds Light Stack 200lb/91kg	\$4,580	15%	\$3,893	included
SPL1700M	Palladium Glute Press / Metal Shrouds Standard Stack 260lb/118kg	\$4,690	15%	\$3,987	included
SPL1700HM	Palladium Glute Press / Metal Shrouds Heavy Stack 320lb/145kg	\$4,800	15%	\$4,080	included
SPL1700LP	Palladium Glute Press / Acrylic Shrouds Light Stack 200lb/91kg	\$4,870	15%	\$4,140	included
SPL1700P	Palladium Glute Press / Acrylic Shrouds Standard Stack 260lb/118kg	\$4,980	15%	\$4,233	included
SPL1700HP	Palladium Glute Press / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,090	15%	\$4,327	included
SPL1800LM	Palladium Horizontal Leg Curl / Metal Shrouds Light Stack 200lb/91kg	\$4,670	15%	\$3,970	included
SPL1800M	Palladium Horizontal Leg Curl / Metal Shrouds Standard Stack 260lb/118kg	\$4,780	15%	\$4,063	included
SPL1800HP	Palladium Horizontal Leg Curl / Metal Shrouds Heavy Stack 320lb/145kg	\$4,890	15%	\$4,157	included
SPL1800LP	Palladium Horizontal Leg Curl / Acrylic Shrouds Light Stack 200lb/91kg	\$4,960	15%	\$4,216	included
SPL1800P	Palladium Horizontal Leg Curl / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,070	15%	\$4,310	included
SPL1800HM	Palladium Horizontal Leg Curl / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,180	15%	\$4,403	included
SPL2000LM	Palladium Hip Thrust / Metal Shrouds Light Stack 200lb/91kg	\$4,855	15%	\$4,127	included
SPL2000M	Palladium Hip Thrust / Metal Shrouds Standard Stack 260lb/118kg	\$4,965	15%	\$4,220	included
SPL2000HM	Palladium Hip Thrust / Metal Shrouds Heavy Stack 320lb/145kg	\$5,075	15%	\$4,314	included
SPL2000LP	Palladium Hip Thrust / Acrylic Shrouds Light Stack 200lb/91kg	\$5,145	15%	\$4,373	included
SPL2000P	Palladium Hip Thrust / Acrylic Shrouds Standard Stack 260lb/118kg	\$5,255	15%	\$4,467	included
SPL2000HP	Palladium Hip Thrust / Acrylic Shrouds Heavy Stack 320lb/145kg	\$5,365	15%	\$4,560	included
FUSE0100	Fuse XL Leg Extension Standard Stack 170lb/77kg	\$3,750	20%	\$3,000	included

FUSE0100H	Fuse XL Leg Extension Heavy Stack 250lb/113kg		\$4,060	20%	\$3,248	included
FUSE0200	Fuse XL Seated Leg Curl Standard Stack170lb/77kg		\$4,270	20%	\$3,416	included
FUSE0200H	Fuse XL Seated Leg Curl Heavy Stack 250lb/113kg		\$4,580	20%	\$3,664	included
FUSE0300	Fuse XL Leg Press Standard Stack 210lb/96kg		\$6,000	20%	\$4,800	included
FUSE0300H	Fuse XL Leg Press Heavy Stack 310lb/141kg		\$6,400	20%	\$5,120	included
FUSE0400	Fuse XL Inner/Outer Thigh Standard Stack 170lb/77kg		\$4,690	20%	\$3,752	included
FUSE0400H	Fuse XL Inner/Outer Thigh Heavy Stack 250lb/113kg		\$5,000	20%	\$4,000	included
FUSE0600	Fuse XL Biceps Curl Standard Stack 170lb/77kg		\$3,750	20%	\$3,000	included
FUSE0600H	Fuse XL Biceps Curl Heavy Stack 250lb/113kg		\$4,060	20%	\$3,248	included
FUSE0700	Fuse XL Shoulder Press Standard Stack170lb/77kg		\$4,400	20%	\$3,520	included
FUSE0700H	Fuse XL Shoulder Press Heavy Stack 250lb/113kg		\$4,710	20%	\$3,768	included
FUSE0800	Fuse XL Deltoid Lateral Raise Standard Stack170lb/77kg		\$3,810	20%	\$3,048	included
FUSE0800H	Fuse XL Deltoid Lateral Raise Heavy Stack 250lb/113kg		\$4,130	20%	\$3,304	included
FUSE0900	Fuse XL Seated Chest Press Standard Stack170lb/77kg		\$4,350	20%	\$3,480	included
FUSE0900H	Fuse XL Seated Chest Press Heavy Stack 250lb/113kg		\$4,690	20%	\$3,752	included
FUSE1000	Fuse XL Pec Fly/Rear Delt Standard Stack 170lb/77kg		\$4,560	20%	\$3,648	included
FUSE1000H	Fuse XL Pec Fly/Rear Delt Heavy Stack 250lb/113kg		\$4,900	20%	\$3,920	included
FUSE1100	Fuse XL Lat Pulldown Standard Stack 170lb/77kg		\$4,400	20%	\$3,520	included
FUSE1100H	Fuse XL Lat Pulldown Heavy Stack 250lb/113kg		\$4,710	20%	\$3,768	included
FUSE1200	Fuse XL Seated Row Standard Stack 170lb/77kg		\$4,250	20%	\$3,400	included
FUSE1200H	Fuse XL Seated Row Heavy Stack 250lb/113kg		\$4,560	20%	\$3,648	included
FUSE1300	Fuse XL Low Back Standard Stack170lb/77kg		\$3,670	20%	\$2,936	included
FUSE1300H	Fuse XL Low Back Heavy Stack 250lb/113kg		\$3,980	20%	\$3,184	included
FUSE1400	Fuse XL Abdominal Standard Stack 170lb/77kg		\$3,940	20%	\$3,152	included
FUSE1400H	Fuse XL Abdominal Heavy Stack 250lb/113kg		\$4,270	20%	\$3,416	included
FUSE1500	Fuse XL Triceps Pushdown Standard Stack 170lb/77kg		\$4,060	20%	\$3,248	included
FUSE1500H	Fuse XL Triceps Pushdown Heavy Stack 250lb/113kg		\$4,380	20%	\$3,504	included
FUSE1700	Fuse XL Rotary Torso Standard Stack 170lb/77kg		\$3,730	20%	\$2,984	included
FUSE1700H	Fuse XL Rotary Torso Heavy Stack 250lb/113kg		\$4,040	20%	\$3,232	included
FUSE1800	Fuse XL Horizontal Leg Curl Standard Stack 170lb/77kg		\$3,850	20%	\$3,080	included
FUSE1800H	Fuse XL Horizontal Leg Curl Heavy Stack 250lb/113kg		\$4,190	20%	\$3,352	included
FUSE4000	Fuse XL Weight Assisted Chin Dip Standard Stack 210lb/96kg		\$5,380	20%	\$4,304	included
FUSE4000H	Fuse XL Weight Assisted Chin Dip Heavy Stack 310lb/141kg		\$5,770	20%	\$4,616	included
XFT-900	Fuse XL FUNCTIONAL TRAINER w Rotating Columns 4:1 resistance 3.75 lb increments 14' cable travel 2 X 130 LB/59 kg		\$6,800	20%	\$5,440	included
FT-900	Fuse XL FUNCTIONAL TRAINER 4:1 resistance 3.75 lb increments 14' cable travel 2 X 130 LB/59 kg		\$6,490	20%	\$5,192	included
XFT-900-TRY	Fuse XL "Extreme" Functional Trainer Modified 83.6" 2:1 resistance 5 lb increments 2 X 130 LB/59 kg		\$5,100	20%	\$4,080	included
XFT-100	Fuse XL "Extreme" Functional Trainer Modified 83.6" 2:1 resistance 5 lb increments 2 X 130 LB/59 kg		\$5,200	20%	\$4,160	included
XFT100-CBR200ALT	Fuse XL "Extreme" Functional Trainer Modified 83.6" 2:1 resistance 5 lb increments 2 X 130 LB/59 kg		\$3,800	20%	\$3,040	included
FS-100	Fuse XL "Fitness Line" Functional Trainer 2:1 resistance 5 lb increments Includes: Long Bar, Short Bar, Ankle Strap		\$4,000	20%	\$3,200	included
SM1000 (Force)	Force Functional Trainer 2:1 resistance 5 lb increments Includes: Long Bar, Short Bar, Ankle Strap		\$3,070	20%	\$2,456	included
FS70-R	Force Single Adjustable Cable Column 4:1 resistance 3.75 lb increments 1 X 250 LB/113 kg Heavy		\$3,400	20%	\$2,720	included
FS70-H	Force Accessory Kit: Ankle Strap, Triceps Rope, Sports Handle, Tear Drop Handle (2)		\$280	20%	\$224	included
XFT-100-ACC-KIT	Palladium Modular Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$5,640	20%	\$4,512	included
TMS2000	Palladium Modular Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$5,960	20%	\$4,768	included
TMS2000H	Palladium Modular Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$1,650	20%	\$1,320	included
TMS4000	Palladium Modular 4-Sided Frame without Options		\$6,440	20%	\$5,152	included
TMS5000	Palladium Modular 4-Sided Frame with Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$6,760	20%	\$5,408	included
TMS6000	Palladium Modular 4-Sided Frame with Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$11,230	20%	\$8,984	included
TMS6000H1	Palladium Modular 4-Sided Frame with 2 x Cable Crossover 4 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$11,870	20%	\$9,496	included
TMS6000H2	Palladium Modular 4-Sided Frame with 2 x Cable Crossover 4 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$7,260	20%	\$5,808	included
TMS8000	Palladium Modular 2 x 4-Sided Frames with Cable Crossover 2 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$7,580	20%	\$6,064	included
TMS8000H	Palladium Modular 2 x 4-Sided Frames with Cable Crossover 2 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$12,870	20%	\$10,296	included
TMS12000	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 4 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$13,190	20%	\$10,552	included
TMS12000H1	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 2 @ 170 lbs / 2 @ 250 lbs		\$13,510	20%	\$10,808	included
TMS12000H2	Palladium Modular 3 x 4-Sided Frames with 2 x Cable Crossovers 4 @ 250 lbs / 125 lbs resistance / 7.5 lb increments		\$1,960	20%	\$1,568	included
TMS50070	Palladium Modular End Frame A Single Adjustable Cable Column 1 @ 170 lbs / 85 lbs resistance / 5 lb increments		\$2,120	20%	\$1,696	included
TMS0070H	Palladium Modular End Frame A Single Adjustable Cable Column 1 @ 250 lbs / 125 lbs resistance / 7.5 lb increments					

<https://truefitness.com/products/strength/#functional-trainers>

<https://truefitness.com/products/strength/#selectorized>

TMS0500	Palladium Modular End Frame A - Triceps Extension 1 @ 170 lbs / 10 lb increments	\$1,710	20%	\$1,368	included	
TMS0600	Palladium Modular End Frame A - Biceps Curl 1 @ 250 lbs / 15 lb increments	\$1,650	20%	\$1,320	included	
TMS1100	Palladium Modular End Frame B - Lat Pulldown 1 @ 210 lbs / 10 lb increments	\$2,340	20%	\$1,872	included	
TMS1100H	Palladium Modular End Frame B - Lat Pulldown 1 @ 310 lbs / 15 lb increments	\$2,540	20%	\$2,032	included	
TMS1200	Palladium Modular End Frame B - Seated Row 1 @ 210 lbs / 10 lb increments	\$2,950	20%	\$2,360	included	
TMS1200H	Palladium Modular End Frame B - Seated Row 1 @ 310 lbs / 15 lb increments	\$3,150	20%	\$2,520	included	
TMS0011	Palladium Modular WS Shroud Option - Front & Rear Shrouds for Single Side Frame Order 1 per Single	\$700	20%	\$560	included	
TMS0014	Palladium Modular WS Shroud Option - Front Shrouds Set for 4-Sided Frame Order 1 per 4-Sided Frame	\$1,500	20%	\$1,200	included	
XFT-200	Atlas 200 Main Frame - Atlas 200: Acc Rack, Flat Trays (2), Med Ball Rings (5), Step Up Platform, Dip S	\$3,950	15%	\$3,358	included	https://truefitness.com/products/strength/#group-training-systems
XFT-201	Atlas 200 Main Frame - Atlas 201: Flat Trays (3), Med Ball Rings (5), Step Up Platform, Dip Station, Ro	\$4,150	15%	\$3,528	included	
XFT-900	Atlas 200 End Frame A - FUNCTIONAL TRAINER with Rotating Columns (310 lb weight stacks 4:1 resistance 3.75 lb increments 14' cable travel) 2 x 310 lb	\$6,800	15%	\$5,780	included	
FT-900	Atlas 200 End Frame A - FUNCTIONAL TRAINER (310 lb weight stacks 4:1 resistance 3.75 lb increments 14' cable travel) 2 x 310 lb	\$6,490	15%	\$5,517	included	
FS-100	Atlas 200 End Frame A - Fitness Line FUNCTIONAL TRAINER (130 lb weight stacks 2:1 resistance 5 lb increments 8' cable travel) 2 x 130 lb	\$3,800	15%	\$3,230	included	
XFT-100	Atlas 200 End Frame A - Extreme FUNCTIONAL TRAINER (130 lb weight stacks 2:1 resistance 5 lb increments 6.4' cable travel) 2 x 130 lb	\$5,100	15%	\$4,335	included	
XFT-HRK	Atlas 200 End Frame A - XFT HALF RACK	\$1,960	15%	\$1,666	included	
XFT-HVY-ACC	Atlas 200 End Frame B - HEAVY BAG ATTACHMENT KIT	\$440	15%	\$374	included	
XFT-RPP-2	Atlas 200 End Frame B - ROPE FLEX ATTACHMENT KIT	\$250	15%	\$213	included	
XFT-RPP-ACC	Atlas 200 End Frame B - ROPE FLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777	included	
XFT-SUS	Atlas 200 End Frame B - SUSPENSION BRACKET	\$40	15%	\$34	included	
XFT-CRT	Atlas 200 Optional - CORE TRAINER (INCLUDES OLYMPIC BAR HOLDER)	\$150	15%	\$128	included	
XFT-HRC	Atlas 200 Optional - ROPE RACK	\$50	15%	\$43	included	
XFW83-BPG	Atlas 200 Optional - HALF RACK BAND PEG KIT (PAIR)(MAX 2 PER HRK)	\$50	15%	\$43	included	
XFT-SEC	Atlas 200 Optional - SHORT END COLUMN (INCLUDES 3 FLAT TRAYS)	\$950	15%	\$808	included	
XFT-TEC	Atlas 200 Optional - TALL END COLUMN (INCLUDES ACCESSORY RACK AND 2 FLAT TRAYS)	\$850	15%	\$723	included	
XFT-RLR	Atlas 200 Optional - FOAM ROLL/ROSL RACK (INCLUDES SHORT END COLUMN AND STORAGE FOR 6 F	\$640	15%	\$544	included	
XFT-MDR	Atlas 200 Optional - MED BALL RINGS (MUST PURCHASE SEC, TEC OR RLR)(MAX 5 PER STATION)	\$50	15%	\$43	included	
XFT-200-ACC	Atlas 200 Optional - ACCESSORY PACKAGE - Rubber Hex Head Dumbbells: 5.10,15,20,25,30 lb; Vinyl C	\$1,260	15%	\$1,071	included	
XFT-201-ACC	Atlas 200 Optional - ACCESSORY PACKAGE - Rubber Hex Head Dumbbells: 5.10,15,20,25,30 lb; Vinyl C	\$1,120	15%	\$952	included	
XFT-BAR	Atlas 200 Optional - 7' OLYMPIC BAR	\$350	15%	\$298	included	
XFT-400 / MKY7	Atlas HD 7' Monkey Bar Assembly Accessory Rack, Flat Trays (5), Med Ball Rings (5), Step Up Platform	\$9,130	15%	\$7,761	included	
XFT-400 / MKY10	Atlas HD 10' Monkey Bar Assembly Accessory Rack, Flat Trays (5), Med Ball Rings (5), Step Up Platform	\$9,540	15%	\$8,109	included	
XFT-900	Atlas HD End Frame A - Optional - FUNCTIONAL TRAINER with Rotating Columns (310 lb weight stacks 4:1 resistance 3.75 lb increments 14' cable travel) 2 x 310 lb	\$6,800	15%	\$5,780	included	
FT-900	Atlas HD End Frame A - Optional - FUNCTIONAL TRAINER (310 lb weight stacks 4:1 resistance 3.75 lb increments 14' cable travel) 2 x 310 lb	\$6,490	15%	\$5,517	included	
FS-100	Atlas HD End Frame A - Optional - Fitness Line FUNCTIONAL TRAINER (130 lb weight stacks 2:1 resistance 5 lb increments 8' cable travel) 2 x 130 lb	\$3,800	15%	\$3,230	included	
XFT-100	Atlas HD End Frame A - Optional - Extreme FUNCTIONAL TRAINER (130 lb weight stacks 2:1 resistance 5 lb increments 6.4' cable travel) 2 x 130 lb	\$5,100	15%	\$4,335	included	
XFT-HRK	Atlas HD End Frame A - Optional - XFT HALF RACK	\$1,960	15%	\$1,666	included	
XFT-HVY4	Atlas HD End Frame A - Optional - HEAVY BAG ATTACHMENT KIT FOR ATLAS HD	\$440	15%	\$374	included	
XFT-HVY-ACC	Atlas HD End Frame A - Optional - ROPE FLEX ATTACHMENT KIT FOR ATLAS HD	\$340	15%	\$289	included	
XFT-RPP4	Atlas HD End Frame A - Optional - ROPE FLEX™ ROPE PULLING DRUM	\$250	15%	\$213	included	
XFT-RPP-ACC	Atlas HD End Frame A - Optional - ROPE FLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777	included	
XFT-SUS	Atlas HD End Frame A - Optional - SUSPENSION BRACKET	\$40	15%	\$34	included	
XFT-MBL	Atlas HD End Frame A - Optional - MONKEY BAR LADDER	\$750	15%	\$638	included	
XFT-HVY4	Atlas HD End Frame B - Optional - HEAVY BAG ATTACHMENT KIT FOR ATLAS HD	\$440	15%	\$374	included	
XFT-HVY-ACC	Atlas HD End Frame B - Optional - HEAVY BAG	\$340	15%	\$289	included	
XFT-RPP4	Atlas HD End Frame B - Optional - ROPE FLEX™ ROPE PULLING DRUM	\$250	15%	\$213	included	
XFT-RPP-ACC	Atlas HD End Frame B - Optional - ROPE FLEX™ ROPE PULLING DRUM	\$2,090	15%	\$1,777	included	
XFT-SUS	Atlas HD End Frame B - Optional - SUSPENSION BRACKET	\$40	15%	\$34	included	

SD1004	Force Ab/Back Standard Stack 175 lb./80kg		\$3,320	20%	\$2,656	included
SD1004H	Force Ab/Back Heavy Stack 255 lb./115kg		\$3,580	20%	\$2,864	included
SD1005	Force Multi-Press Standard Stack 175 lb./80kg		\$3,540	20%	\$2,832	included
SD1005H	Force Multi-Press Heavy Stack 255 lb./115kg		\$3,800	20%	\$3,040	included
SNM1000	Force Functional Trainer Standard Stacks 215 lb./98 kg each		\$4,000	20%	\$3,200	included
SF1000	Force Flat/Incline Bench		\$640	20%	\$512	included
SF1010	Force Abdominal Bench		\$500	20%	\$400	included
SF1050	Force 3-Tier Flat Tray Dumbbell Rack		\$680	20%	\$544	included
SNM1050	QuickFit Pro 1050 Multistation System Charcoal Frame w/Black Uph Standard Stack 210lb/95kg		\$3,980	25%	\$2,985	included
F550-R	Fitness Line Dual Station Leg Extension/Seated Leg Curl Standard Stack 170 lb./77kg		\$3,400	25%	\$2,550	included
F550-H	Fitness Line Dual Station Leg Extension/Seated Leg Curl Heavy Stack 250 lb./113 kg		\$3,730	25%	\$2,798	included
F551-R	Fitness Line Dual Station Leg/Calif Press Standard Stack 170 lb./77kg		\$3,560	25%	\$2,670	included
F551-H	Fitness Line Dual Station Leg/Calif Press Heavy Stack 250 lb./113 kg		\$3,910	25%	\$2,933	included
F552-R	Fitness Line Dual Station Inner/Outer Thigh Standard Stack 170 lb./77kg		\$3,580	25%	\$2,685	included
F553-R	Fitness Line Dual Station Lat/Row Standard Stack 170 lb./77kg		\$3,360	25%	\$2,520	included
F553-H	Fitness Line Dual Station Lat/Row Heavy Stack 250 lb./113 kg		\$3,690	25%	\$2,768	included
F554-R	Fitness Line Dual Station Multi-Press Standard Stack 170 lb./77kg		\$3,510	25%	\$2,633	included
F554-H	Fitness Line Dual Station Multi-Press Heavy Stack 250 lb./113 kg		\$3,840	25%	\$2,880	included
F555-R	Fitness Line Dual Station Pec Fly/Rear Delt Standard Stack 170 lb./77kg		\$3,380	25%	\$2,535	included
F555-H	Fitness Line Dual Station Pec Fly/Rear Delt Heavy Stack 250 lb./113 kg		\$3,710	25%	\$2,783	included
F556-R	Fitness Line Dual Station Biceps/Triceps Standard Stack 170 lb./77kg		\$3,360	25%	\$2,520	included
F556-H	Fitness Line Dual Station Biceps/Triceps Heavy Stack 250 lb./113 kg		\$3,690	25%	\$2,768	included
F557-R	Fitness Line Dual Station Low Back/Abdominal Standard Stack 170 lb./77kg		\$3,180	25%	\$2,385	included
F557-H	Fitness Line Dual Station Low Back/Abdominal Heavy Stack 250 lb./113 kg		\$3,510	25%	\$2,633	included
F560-R	Fitness Line Single Station Leg Extension Standard Stack 170 lb./77 kg		\$3,130	25%	\$2,348	included
F560-H	Fitness Line Single Station Leg Extension Heavy Stack 250 lb./113 kg		\$3,470	25%	\$2,603	included
F561-R	Fitness Line Single Station Seated Leg Curl Standard Stack 170 lb./77 kg		\$3,240	25%	\$2,430	included
F561-H	Fitness Line Single Station Seated Leg Curl Heavy Stack 250 lb./113 kg		\$3,580	25%	\$2,685	included
F564-R	Fitness Line Single Station Chest Press Standard Stack 170 lb./77 kg		\$3,130	25%	\$2,348	included
F564-H	Fitness Line Single Station Chest Press Heavy Stack 250 lb./113 kg		\$3,470	25%	\$2,603	included
F565-R	Fitness Line Single Station Shoulder Press Standard Stack 170 lb./77 kg		\$3,180	25%	\$2,385	included
F565-H	Fitness Line Single Station Shoulder Press Heavy Stack 250 lb./113 kg		\$3,510	25%	\$2,633	included
XF1-100	Fitness Line Functional Trainer "Extreme" Functional Trainer 2:1 resistance 5 lb increments 2 X 13		\$5,100	25%	\$3,825	included
FS-100	Fitness Line Functional Trainer "Fitness Line" Functional Trainer 2:1 resistance 5 lb increments 2 X 13		\$3,800	25%	\$2,850	included
F570-R	Fitness Line Functional Trainer Single Adjustable Cable Column 4:1 resistance 2.5 lb increments 1		\$3,070	25%	\$2,303	included
F570-H	Fitness Line Functional Trainer Single Adjustable Cable Column 4:1 resistance 3.75 lb increments 1		\$3,400	25%	\$2,550	included
XF1-100-ACC-MIT	Fitness Line Functional Trainer Accessory Kit: Ankle Strap, Triceps Rope, Sports Handle, Tear Drop Handle		\$280	25%	\$210	included
F520	Fitness Line Flat/Incline/Decline Bench Silver Frame w/Black Uph		\$690	25%	\$518	included
F521	Fitness Line Abdominal Crunch Bench Silver Frame w/Black Uph		\$690	25%	\$518	included
F522	Fitness Line Low Back/Abdominal Bench Silver Frame w/Black Uph		\$1,090	25%	\$818	included
F523	Fitness Line Knee Raise/Dip/Chin Station Silver Frame w/Black Uph		\$1,160	25%	\$870	included
F524	Fitness Line 3-Tier Flat Tray Dumbbell Rack Silver Frame w/Black Uph		\$800	25%	\$600	included
F530	Fitness Line Smith Machine		\$3,240	25%	\$2,430	included
MP20R	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 2 at 170 lb./77kg Silver Frame w/Black Uph		\$6,960	20%	\$5,568	included
MP20H1	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 1 at 170 lb./77kg 1 at 250 lb		\$7,300	20%	\$5,840	included
MP20H2	MP Series 2 stack, 3 station gym upper body, leg ext/curl, low pulley 2 at 250 lb./113kg Silver Frame		\$7,640	20%	\$6,112	included
MP25R	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 2 at 170 lb./77kg Silver		\$8,820	20%	\$7,056	included
MP25H1	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 1 at 170 lbs./77kg		\$9,160	20%	\$7,328	included
MP25H2	MP Series 2 stack, 4 station gym upper body, leg ext/curl, low pulley, leg press 2 at 250 lb./113kg Silver		\$9,500	20%	\$7,600	included
MP30R	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 3 at 170 lb./77kg		\$10,020	20%	\$8,016	included
MP30H1	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 2 at 170 lb./77 kg		\$10,360	20%	\$8,288	included
MP30H2	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 1 at 170 lb./77 kg		\$10,700	20%	\$8,560	included
MP30H3	MP Series 3 stack, 4 station gym upper body, leg ext/curl, low pulley, cable column 3 at 250 lb./113kg		\$11,040	20%	\$8,832	included
MP35R	MP Series 3 stack, 4 station gymupper body, leg ext/curl, low pulley, leg press 3 at 170 lbs./77kg Silver		\$10,820	20%	\$8,656	included
MP35H1	MP Series 4 stack, 4 station gymupper body, leg ext/curl, low pulley, leg press 2 at 170 lb./77kg 1		\$11,160	20%	\$8,928	included
MP35H2	MP Series 5 stack, 4 station gymupper body, leg ext/curl, low pulley, leg press 1 at 170 lb./77kg 2		\$11,500	20%	\$9,200	included
MP35H3	MP Series 6 stack, 4 station gymupper body, leg ext/curl, low pulley, leg press 3 at 250 lb./113 kg Silver		\$11,840	20%	\$9,472	included
MP40R	MP Series 4 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 4 at 170		\$12,440	20%	\$9,952	included

<https://truefitness.com/products/strength/#multi-station>

MP4QH1	MP Series 5 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 3 at 17'	\$12,780	20%	\$10,224	included	
MP4QH2	MP Series 6 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 2 at 17'	\$13,120	20%	\$10,496	included	
MP4QH3	MP Series 7 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 1 at 17'	\$13,460	20%	\$10,768	included	
MP4QH4	MP Series 8 stack, 5 station gym upper body, leg ext/curl, low pulley, leg press, cable column 4 at 25'	\$13,800	20%	\$11,040	included	

PPP. 5-6

TRUE FITNESS CARDIO						
MODEL	DESCRIPTION	COMPATIBILITY	MSRP	% Discount	JMU Price	Freight/Delivery/Installation
		All True Products Require a Base and Console				
						https://truefitness.com/products/technology/#console-options
CT516-20	Envision 16	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,900	35%	1885	Included
CT516-H-20	Envision 16 with Mirroring w/ HDMI ports	All Commercial Cardio Products 400 Series and above, and the TR950	\$3,320	35%	2158	Included
CT516-M -20	Envision 16 with Mirroring w/ Mirroring cables	All Commercial Cardio Products 400 Series and above, and the TR950	\$3,725	35%	2421.25	Included
CPVS	Showrunner TV Only	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,415	35%	1569.75	Included
CPVSM	Showrunner with Mirroring Cables	All Commercial Cardio Products 400 Series and above, and the TR950	\$2,760	35%	1794	Included
C4T9	Envision 9	All Commercial Cardio Products 400 Series and above, and the TR950	\$1,265	35%	822.25	Included
C4T9NFC	Opt. Connects to Apple GymKit	All Commercial Cardio Products 400 Series and above, and the TR950	\$175	35%	113.75	Included
C4T9W	Opt. Wireless Card for Envision 9	900MHz Wireless Card/entertainment controls Envision 9	\$230	35%	149.5	Included
CNLED-19	Emerge	All Commercial Cardio Products 400 Series and above	\$650	35%	422.5	Included
CLED-HIT-19	Ignite	All Commercial Cardio Products 400 Series and above	\$650	35%	422.5	Included
						https://truefitness.com/products/cardio/treadmills/
TC900-19	TC900	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$9,920	35%	6448	Included
TC650-19	TC650	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$8,915	35%	5794.75	Included
TC600	TC600	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$7,200	35%	4680	Included
TC400-19	TC400	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$6,660	35%	4329	Included
						https://truefitness.com/products/cardio/ellipticals/
XC900-19	XC900	Envision 16, Showrunner, Envision 9, Emerge	\$7,785	35%	5060.25	Included
XC400-19	XC400	Envision 16, Showrunner, Envision 9, Emerge	\$5,020	35%	3263	Included
						https://truefitness.com/products/cardio/bikes/
RECURRENT						
RC900-19	RC900	Envision 16, Showrunner, Envision 9, Emerge	\$3,765	35%	2447.25	Included
	RC900 Recumbent Arm rest Kit	Envision 16, Showrunner, Envision 9, Emerge	\$425	35%	276.25	Included
RC400-19	RC400	Envision 16, Showrunner, Envision 9, Emerge	\$3,015	35%	1959.75	Included
UPRIGHT						
UC900-19	UC900	Envision 16, Showrunner, Envision 9, Emerge	\$3,515	35%	2284.75	Included
UC400-19	UC400	Envision 16, Showrunner, Envision 9, Emerge	\$2,515	35%	1634.75	Included
						https://truefitness.com/products/cardio/climbers/
VC900-19	Palisade	Envision 16, Showrunner, Envision 9, Emerge	\$9,480	35%	6162	Included
VC900-TRAY	VC900 Sweat Tray	Available on the VC900 Palisade Climber	\$115	35%	74.75	Included
XL1000-19	Traverse	Envision 16, Showrunner, Envision 9, Emerge	\$6,020	35%	3913	Included
XS1000-19	Spectrum	Envision 16, Showrunner, Envision 9, Emerge	\$9,165	35%	5957.25	Included
TI1000-19	Alpine Runner	Envision 16, Showrunner, Envision 9, Emerge	\$10,290	35%	6688.5	Included
613000-19	Opt. Step for Alpine Runner	TI1000-19 Alpine Runner	\$230	35%	149.5	Included
5T1000	Stryker Slat Treadmill	Envision 16, Showrunner, Envision 9, Emerge, Ignite	\$11,500	20%	9200	Included
	*Envision16 consoles are equipped with full feature set that includes, but not limited to: Integrated Television, Bluetooth Functionality, and W-Fi Connectivity.					
	*Envision 9 can be equipped with 900MHz wireless entertainment controls					
	*All invoices and order acknowledgements will separate base and display cost. **Cost of vertical market product is inclusive of display.					
	*Please refer to marketing brochures or website for full specifications. Prices are subject to change without notice.					

TROY / VTX / USA SPORTS

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
	TROY					
CCO-XXXSBP	Premium Grade Olympic 2" Solid Color Rubber Bumper Plate With Steel Insert					
CCO-025SBP	25lb Troy Competition Grade Green Solid Rubber Bumper	\$ 157.50	20%	126	actual or included with equipment order	
CCO-035SBP	35lb Troy Competition Grade Yellow Solid Rubber Bumper	\$ 189.53	20%	151.62	actual or included with equipment order	
CCO-045SBP	45lb Troy Competition Grade Blue Rubber Bumper	\$ 231.53	20%	185.22	actual or included with equipment order	
CCO-055SBP	55lb Troy Competition Grade Red Rubber Bumper	\$ 261.45	20%	209.16	actual or included with equipment order	
Model	Description	MSRP				https://www.troyfitness.com/online-store/P/ates-c29736561
BCO-XXXSBP	Premium Grade Olympic 2" Solid Rubber Bumper Plate With Steel Insert					
BCO-025SBP	25 lb Troy Competition Black Bumper Plate	\$ 130.66	20%	104.5296	actual or included with equipment order	
BCO-035SBP	35 lb Troy Competition Black Bumper Plate	\$ 178.04	20%	142.4304	actual or included with equipment order	
BCO-045SBP	45 lb Troy Competition Black Bumper Plate	\$ 220.50	20%	176.4	actual or included with equipment order	
BCO-055SBP	55 lb Troy Competition Black Bumper Plate	\$ 261.32	20%	209.0592	actual or included with equipment order	
Model	Description	MSRP				
CO-XXXSBP	Premium Grade Olympic 2" Solid Color Rubber Bumper Plate With Steel Insert					
CO-010SBP	10 kg Troy Competition Grade Green Solid Rubber Bumper	\$ 151.20	20%	120.96	actual or included with equipment order	
CO-015SBP	15 kg Troy Competition Grade Yellow Solid Rubber Bumper	\$ 189.00	20%	151.2	actual or included with equipment order	
CO-020SBP	20 kg Troy Competition Grade Blue Rubber Bumper	\$ 220.50	20%	176.4	actual or included with equipment order	
CO-025SBP	25 kg Troy Competition Grade Red Rubber Bumper	\$ 262.50	20%	210	actual or included with equipment order	
Model	Description	MSRP				
BO-XXXSBP	Premium Grade Olympic 2" "Inter-locking" Rubber Bumper Plate With Steel Insert-Black					
BO-010SBP	10 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 41.00	20%	32.8	actual or included with equipment order	
BO-025SBP	25 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 59.50	20%	47.6	actual or included with equipment order	
BO-035SBP	35 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 80.85	20%	64.68	actual or included with equipment order	
BO-045SBP	45 lbs Olympic 2" Black Solid Bumper Plate With Steel Insert	\$ 108.50	20%	86.8	actual or included with equipment order	
Model	Description	MSRP				
GO-XXXU	Premium Grade "Inter-Locking" Urethane Encased Grip Plate					
GO-002U	2.5 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 19.90	20%	15.92	actual or included with equipment order	
GO-005U	5 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 25.90	20%	20.72	actual or included with equipment order	
GO-010U	10 lb Premium Grade Urethane "Inter-Locking" Plate (Does Not Have Grips)	\$ 41.70	20%	33.36	actual or included with equipment order	
GO-025U	25 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 93.98	20%	75.18	actual or included with equipment order	
GO-035U	35 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 131.57	20%	105.252	actual or included with equipment order	
GO-045U	45 lb Premium Grade Rubber Grip "Inter-Locking" Plate	\$ 169.16	20%	135.324	actual or included with equipment order	
Model	Description	MSRP				
GO-XXXR	Premium Grade "Inter-Locking" Rubber Encased Grip Plate					
GO-002R	2.5 lb Premium Grade "Inter-Locking" Rubber Plate (Does Not Have Grips)	\$ 6.78	20%	5.4264	actual or included with equipment order	
GO-005R	5 lb Premium Grade Rubber "Inter-Locking" Plate (Does Not Have Grips)	\$ 13.55	20%	10.836	actual or included with equipment order	
GO-010R	10 lb Premium Grade Rubber "Inter-Locking" Plate (Does Not Have Grips)	\$ 27.09	20%	21.672	actual or included with equipment order	
GO-025R	25 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 67.73	20%	54.18	actual or included with equipment order	
GO-035R	35 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 94.82	20%	75.852	actual or included with equipment order	
GO-045R	45 lb Premium Grade Rubber "Inter-Locking" Grip Plate	\$ 121.91	20%	97.524	actual or included with equipment order	
Model	Description	MSRP				
GO-XXX	Premium Grade Marchined Gray Cast Iron Olympic Grip Plate					
GO-002	2.5 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 5.00	20%	3.9984	actual or included with equipment order	
GO-005	5 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 9.98	20%	7.98	actual or included with equipment order	
GO-010	10 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate (Does Not Have Grips)	\$ 19.95	20%	15.96	actual or included with equipment order	
GO-025	25 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 49.88	20%	39.9	actual or included with equipment order	
GO-035	35 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 69.83	20%	55.86	actual or included with equipment order	
GO-045	45 lb Premium Grade Marchined Gray Cast Iron Olympic Grip Plate	\$ 89.78	20%	71.82	actual or included with equipment order	
Model	Description	MSRP				
HO-XXX	Premium Grade Fully Machined Gray Olympic Iron Plate -Wide flange for easy lifting					
HO-002	2.5 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 4.68	20%	3.7464	actual or included with equipment order	
HO-005	5 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 9.35	20%	7.476	actual or included with equipment order	
HO-010	10 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 18.69	20%	14.952	actual or included with equipment order	

HO-025	25 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 46.73	20%	37.38	actual or included with equipment order
HO-035	35 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 65.42	20%	52.332	actual or included with equipment order
HO-045	45 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 84.11	20%	67.284	actual or included with equipment order
HO-100	100 lb High Grade Fully Machined Gray Iron Olympic Plate	\$ 191.00	20%	152.8	actual or included with equipment order
Model	Description	MSRP			
PO-XXX	Premium Grade Fully Machined Black Olympic Plate - Wide flange for easy lifting				
PO-002	2.5 lb Premium Grade Fully Machined Black Olympic Plate	\$ 4.68	20%	3.7464	actual or included with equipment order
PO-005	5 lb Premium Grade Fully Machined Black Olympic Plate	\$ 9.35	20%	7.476	actual or included with equipment order
PO-010	10 lb Premium Grade Fully Machined Black Olympic Plate	\$ 18.69	20%	14.952	actual or included with equipment order
PO-025	25 lb Premium Grade Fully Machined Black Olympic Plate	\$ 46.73	20%	37.38	actual or included with equipment order
PO-035	35 lb Premium Grade Fully Machined Black Olympic Plate	\$ 65.42	20%	52.332	actual or included with equipment order
PO-045	45 lb Premium Grade Fully Machined Black Olympic Plate	\$ 84.11	20%	67.284	actual or included with equipment order
PO-100	100 lb Premium Grade Fully Machined Black Olympic Plate	\$ 186.90	20%	149.52	actual or included with equipment order
Model	Description	MSRP			
GR-XXXR	Quiet Iron Interlocking Black Rubber Encase 1" Grip Plate)				
GR-002R	2.5lb Black Rubber 1" Grip Plate	\$ 7.31	20%	5.8464	actual or included with equipment order
GR-005R	5 lb Black Rubber 1" Grip Plate	\$ 14.60	20%	11.676	actual or included with equipment order
GR-010R	10lb Black Rubber 1" Grip Plate	\$ 29.19	20%	23.352	actual or included with equipment order
Model	Description	MSRP			
GR-XXXRC	Quiet Iron Interlocking Color Rubber Encase 1" Grip Plate)				
GR-002RC	2.5lb Color Rubber 1" Grip Plate	\$ 10.50	20%	8.4	actual or included with equipment order
GR-005RC	5 lb Color Rubber 1" Grip Plate	\$ 16.90	20%	13.52	actual or included with equipment order
GR-010RC	10lb Color Rubber 1" Grip Plate	\$ 30.03	20%	24.024	actual or included with equipment order
Model	Description	MSRP			
TSD-005-050U	12-Sided Urethane Encased Dumbbell 5-50 lb Set (5 lb Increments)	\$ 4,147.50	25%	3110.625	Included https://www.troyfitness.com/online-store/Dumbbells-Barbells-c29736563
Model	Description	MSRP			
TSD-005-075U	12-Sided Urethane Encased Dumbbell 55-75 lb Set (5 lb Increments)	\$ 3,412.50	25%	2559.375	Included
TSD-080-100U	12-Sided Urethane Encased Dumbbell 80-100 lb Set (5 lb Increments)	\$ 4,725.00	25%	3543.75	Included
Model	Description	MSRP			
TSD-005-050R	12-Sided Rubber Encased Dumbbell 5-50 lbs Set (5 lb Increments)	\$ 1,646.88	15%	1399.848	Included
TSD-055-100R	12-Sided Rubber Encased Dumbbell 55-100 lbs Set (5 lb Increments)	\$ 4,622.10	20%	3697.68	Included
Model	Description	MSRP			
HFD-XXXC	Pro-Style Dumbbell w/Gray Plates, Straight Handle & Chrome Endcaps (SOLD IN PAIRS)				
HFD-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,625.00	20%	2100	Included
HFD-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,095.00	20%	3276	Included
HFD-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,720.00	20%	5376	Included
Model	Description	MSRP			
HFD-XXXR	Pro-Style Iron Dumbbell w/Gray Plates, Straight Handle & Rubber Endcaps (SOLD IN PAIRS)				
HFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,625.00	20%	2100	Included
HFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,095.00	20%	3276	Included
HFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,019.90	20%	4015.92	Included
HFD-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,720.00	20%	5376	Included
HFD-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 11,739.90	20%	9391.92	Included
Model	Description	MSRP			
HFD-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,835.00	20%	2268	Included
HFD-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,445.77	20%	3556.617088	Included
HFD-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,930.00	20%	5544	Included
Model	Description	MSRP			
HFD-XXXR	Pro-Style Iron Dumbbell w/Gray Plates, Contoured Handle & Rubber Endcaps (SOLD IN PAIRS)				
HFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,835.00	20%	2268	Included
HFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,445.76	20%	3556.6104	Included
HFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,450.55	20%	4360.44	Included
Model	Description	MSRP			

HFDC-XXXX	Pro-Style Iron Dumbbell w/Gray Plates, Contoured Handle & Rubber Endcaps (SOLD IN PAIRS)								
HFDC-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,930.00	20%	5544		Included			
HFDC-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 12,380.55	20%	9904.44		Included			
Model	Description	MSRP							
PFD-005-050C	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,509.50	20%	2007.6		Included			
PFD-055-100C	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,704.70	20%	2963.76		Included			
PFD-005-100C	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,214.20	20%	4971.36		Included			
Model	Description	MSRP							
PFD-XXXX	Pro-Style Iron Dumbbell w/Black Plates, Straight Handle & Rubber Endcaps (SOLD IN PAIRS)								
PFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,509.50	20%	2007.6		Included			
PFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,664.50	20%	2931.6		Included			
PFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,057.45	20%	4045.96		Included			
PFD-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,174.00	20%	4939.2		Included			
PFD-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 11,231.45	20%	8985.16		Included			
Model	Description	MSRP							
PFD-XXXX	Pro-Style Iron Dumbbell w/Black Plates Contoured Handle & Chrome Endcaps (SOLD IN PAIRS)								
PFD-005-050R	Pro-Style Iron Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,730.00	20%	2184		Included			
PFD-055-100R	Pro-Style Iron Dumbbell 55-100 lb Set (5 lb Increments)	\$ 3,987.90	20%	3190.32		Included			
PFD-105-150R	Pro-Style Iron Dumbbell 105-150 lb Set (5 lb Increments)	\$ 5,330.40	20%	4264.32		Included			
PFD-005-100R	Pro-Style Iron Dumbbell 5-100 lb Set (5 lb Increments)	\$ 6,717.90	20%	5374.32		Included			
PFD-005-150R	Pro-Style Iron Dumbbell 5-150 lb Set (5 lb Increments)	\$ 12,048.30	20%	9638.64		Included			
Model	Description	MSRP							
RUFDC-XXXX	Pro-Style Rubber Encased Dumbbell w/Black Plates Straight Handle and Rubber Endcaps (SOLD IN PAIRS)								
RUFDC-005-050R	Pro-Style Rubber Dumbbell 5-50 lb Set (5 lb Increments)	\$ 2,929.50	20%	2343.6		Included			
RUFDC-055-100R	Pro-Style Rubber Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,809.00	20%	3847.2		Included			
RUFDC-005-100R	Pro-Style Rubber Dumbbell 5-100 lb Set (5 lb Increments)	\$ 7,738.50	20%	6190.8		Included			
Model	Description	MSRP							
RUFDC-R	Pro-Style Rubber Encased Dumbbell with Contoured Handle and Rubber Endcaps (SOLD IN PAIRS)								
RUFDC-005-050R	Pro-Style Rubber Dumbbell 5-50 lb Set (5 lb Increments)	\$ 3,045.00	20%	2436		Included			
RUFDC-055-100R	Pro-Style Rubber Dumbbell 55-100 lb Set (5 lb Increments)	\$ 4,893.00	20%	3914.4		Included			
RUFDC-105-120R	Pro-Style Rubber Dumbbell 105-120 lb Set (5 lb Increments)	\$ 2,415.00	20%	1932		Included			
RUFDC-005-100R	Pro-Style Rubber Dumbbell 5-100 lb Set (5 lb Increments)	\$ 7,938.00	20%	6350.4		Included			
TSB-020-110R	12-Sided Solid Rubber Straight Barbells Set 20-110 lbs (10 lb Increments)	\$ 2,622.90	20%	2098.32		Included			
Model	Description	MSRP							
TZB-020-110R	12-Sided Rubber E-Z Curl Barbells Set 20-110 lbs (10 lb Increments)	\$ 2,727.90	20%	2182.32		Included			
HFB-020-110C	Pro-Style Straight Barbells 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932		Included			
Model	Description	MSRP							
HFB-XXXX	Pro-Style Straight Barbells w/Gray Iron Plates, Chrome Bar & Black Rubber Endcaps								
HFB-020-110R	Pro-Style Straight Barbells 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932		Included			
HFB-025-115R	Pro-Style Straight Barbells 25-115 lb Set (10 lb Increments)	\$ 2,478.00	20%	1982.4		Included			
Model	Description	MSRP							
HZB-XXXX	Pro-Style Curl Barbells w/Gray Iron Plates, Chrome Bar & Chrome Endcaps								
HZB-020-110C	Pro-Style Curl Barbells 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932		Included			
Model	Description	MSRP							
HZB-020-110R	Pro-Style Curl Barbells 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932		Included			
HZB-025-115R	Pro-Style Curl Barbells 25-115 lb Set (10 lb Increments)	\$ 2,478.00	20%	1982.4		Included			
Model	Description	MSRP							
PFB-XXXX	Pro-Style Straight Barbells w/Black Iron Plates, Chrome Bar & Chrome Endcaps								
PFB-020-110C	Pro-Style Straight Barbells 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890		Included			
PFB-025-115C	Pro-Style Straight Barbells 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932		Included			
Model	Description	MSRP							
PFB-XXXX	Pro-Style Straight Barbells w/Black Iron Plates, Chrome Bar & Black Rubber Endcaps								

PFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890	Included	
PFB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
PZB-020-110C	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,362.50	20%	1890	Included	
PZB-025-115C	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
Model	Description	MSRP				
PZB-XXXR	Pro-Style Curl Barbell w/Black Iron Plates, Chrome Bar & Black Rubber Endcaps	\$ 2,362.50	20%	1890	Included	
PZB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
PZB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
Model	Description	MSRP				
RUFB-XXXR	Pro-Style Straight Barbell w/Black Rubber Plates, Chrome Bar & Black Rubber Endcaps	\$ 2,362.50	20%	1890	Included	
RUFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
RUFB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
Model	Description	MSRP				
RUFB-XXXR	Pro-Style Curl Barbell w/Black Rubber Plates, Chrome Bar & Black Rubber Endcaps	\$ 2,362.50	20%	1890	Included	
RUFB-020-110R	Pro-Style Straight Barbell 20-110 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
RUFB-025-115R	Pro-Style Straight Barbell 25-115 lb Set (10 lb Increments)	\$ 2,415.00	20%	1932	Included	
Model	Description	MSRP				
AOB-2000T	The "TROY Power bar" 7" long, 28mm bar shaft. Aggressive knurling. Bright Zinc plated. 206,100 P.S.I. 16.50" of loadable sleeve length. Double snap ring. Bronze oil impregnated bushing.	\$ 480.90	30%	337	actual or included with equipment order	https://www.troyfitness.com/online-store/Bars-z-29736562
AOB-1500T	The "TROY Black Wingbar" 7" long, 28mm bar shaft. Medium knurling. Bright Zinc plated. Black oxide finish. 213,300 P.S.I. 16.50" of loadable sleeve length. Double snap ring. Bronze oil impregnated bushing.	\$ 459.90	30%	322	actual or included with equipment order	
AOT-56	International Hex Bar, Dual Grip, Chrome Finish	\$ 249.90	30%	175	actual or included with equipment order	
TOZ-47B	International Style E-Z Curl Bar - Black.	\$ 142.80	30%	100	actual or included with equipment order	
TOZ-47	International Style E-Z Curl Bar - Chrome.	\$ 142.80	30%	100	actual or included with equipment order	
TOZ-60B	International Style 5" E-Z Curl Bar, 30 mm, Black.	\$ 175.35	30%	123	actual or included with equipment order	
Model	Description	MSRP				
O-XXXSBP	Olympic 2" Solid Colored Bumper plate with steel insert. Weight is displayed in kg & lbs	\$ 48.00	30%	34	actual or included with equipment order	https://www.troyfitness.com/online-store/Plates-z-29736561
O-010SBP	10lbs Olympic 2" Solid Bumper plate with steel insert-Green (not sold by pound)	\$ 61.00	30%	43	actual or included with equipment order	
VO-015SBP	15lb Olympic 2" Solid Bumper plate with steel insert - Black	\$ 77.50	30%	54	actual or included with equipment order	
O-025SBP	25 lbs Olympic 2" Solid Bumper plate with steel insert-Yellow	\$ 108.50	30%	76	actual or included with equipment order	
O-035SBP	35 lbs Olympic 2" Solid Bumper plate with steel insert-Blue	\$ 139.50	30%	98	actual or included with equipment order	
O-045SBP	45 lbs Olympic 2" Solid Bumper plate with steel insert-Red	\$ 139.50	30%	98	actual or included with equipment order	
OSS-275SBP	Bumper set includes: O-010SBP(2), O-025SBP(2), O-035SBP(2), O-045SBP(2), GOB-1200(Olympic Bar), TOZC-1/2(1 pair collars)	\$ 985.58	30%	690	actual or included with equipment order	
Model	Description	MSRP				
GO-XXXVU	Dual grip Urethane Plate with white lettering	\$ 8.61	30%	6	actual or included with equipment order	
GO-002VU	Dual grip Urethane Plate with white lettering-2.5lbs	\$ 17.22	30%	12	actual or included with equipment order	
GO-005VU	Dual grip Urethane Plate with white lettering-5lbs	\$ 29.61	30%	21	actual or included with equipment order	
GO-010VU	Dual grip Urethane Plate with white lettering-10lbs	\$ 74.03	30%	52	actual or included with equipment order	
GO-025VU	Dual grip Urethane Plate with white lettering-25lbs	\$ 103.64	30%	73	actual or included with equipment order	
GO-035VU	Dual grip Urethane Plate with white lettering-35lbs	\$ 133.25	30%	93	actual or included with equipment order	
GO-045VU	Dual grip Urethane Plate with white lettering-45lbs	\$ 133.25	30%	93	actual or included with equipment order	
Model	Description	MSRP				
GO-XXXVR	Olympic Rubber Encased "Wide Flange" 3 hole grip VTX plate for all Olympic bars	\$ 760.88	30%	533	actual or included with equipment order	
GOSS-300VR	300 lbs Olympic Rubber Encased "Wide Flange" 3 hole grip VTX plate set; GOB-86 Bar and Spring collars included	\$ 602.78	30%	422	actual or included with equipment order	
Model	Description	MSRP				
GO-XXXV	Olympic "Wide Flange" 3 hole grip VTX plate for Olympic bars. Gray finish	\$ 602.78	30%	422	actual or included with equipment order	
GOSS-300V	300 lb. Olympic "Wide Flange" 3 hole grip VTX plate set; GOB-86 Bar and Spring Collars is included	\$ 602.78	30%	422	actual or included with equipment order	
Model	Description	MSRP				
XD-XXXU	High Grade Urethane Round Head Dumbbell	\$ 2,178.62	20%	1743	Included	https://www.troyfitness.com/online-store/Dumbbells-z-5664060
XD-005-050U	XD-U 5-50lbs Set, 5 lbs Increments	\$ 4,660.66	20%	3729	Included	
XD-055-100U	XD-U 55-100 lbs Set, 5 lbs Increments	\$ 3,230.79	20%	2585	Included	
XD-105-125U	XD-U 105LB-125 lbs Set, 5 lbs Increments	\$ 3,230.79	20%	2585	Included	
Model	Description	MSRP				

POWERPLATE						
MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
71-PSR-3100	pro 5" silver	\$9,495.00	30%	\$6,646.50	Included	https://powerplate.com/collections/whole-body-vibration
71-P7A-3150	pro 7" Graphite	\$12,995.00	30%	\$9,096.50	Included	
71-HC7-3300	Pro7 HC	\$14,995.00	30%	\$10,496.50	Included	
71-PP-3100	pro 6+ Silver	\$11,995.00	30%	\$8,396.50	Included	
71-MR-3200	pro5 HP	\$11,495.00	30%	\$8,046.50	Included	

TKO

MODEL	DESCRIPTION	MSRP	% Discount	JMU Price	Freight/Delivery/Installation	Web Link
9900	Stretching+Boxing+Rebounder+Cables Station	\$13,410.00	25%	\$10,057.50	included	https://www.tkostrength.com/collections/group-functional-training
9901	Stretching+Boxing+Rebounder+Power Rack Station	\$13,410.00	25%	\$10,057.50	included	
9902	Stretching+Rebounder+Power Rack Station	\$7,910.00	25%	\$5,932.50	included	
9903	Stretching+Boxing+Rebounder Station	\$7,690.00	25%	\$5,767.50	included	
9904	Stretching+Boxing Station	\$5,050.00	25%	\$3,787.50	included	
9905	Stretching+Rebounder Station	\$4,610.00	25%	\$3,457.50	included	
9906-B	Functional Corner Unit	\$4,950.00	25%	\$3,712.50	included	
9907	Combat/Stretching/Storage	\$6,590.00	25%	\$4,942.50	included	
9908	Stretching+Combat+Functional Station	\$10,110.00	25%	\$7,582.50	included	
99ACC-D	Dip Bar	\$430.00	25%	\$322.50	included	
99ACC-S	Platform	\$670.00	25%	\$502.50	included	
99ACC-P	Pivot	\$140.00	25%	\$105.00	included	
8AB	AirRaid Bike	\$1,530.00	20%	\$1,224.00	included	https://www.tkostrength.com/pages/cardio
8AR	AirRaid Rower	\$1,430.00	20%	\$1,144.00	included	
7001-G2	CHEST PRESS	\$4,280.00	20%	\$3,424.00	included	https://www.tkostrength.com/collections/tko-selectorized
7003-G2	PEC FLY/REAR DELT	\$4,170.00	20%	\$3,336.00	included	
7005-G2	VERTICAL ROW	\$4,170.00	20%	\$3,336.00	included	
7006-G2	LAT PULLDOWN	\$4,390.00	20%	\$3,512.00	included	
7008-G2	SHOULDER PRESS	\$3,950.00	20%	\$3,160.00	included	
7009-G2	LATERAL RAISE	\$3,510.00	20%	\$2,808.00	included	
7010-G2	LEG PRESS	\$5,930.00	20%	\$4,744.00	included	
7011-G2	LEG EXTENSION	\$4,130.00	20%	\$3,304.00	included	
7012-G2	SEATED LEG CURL	\$4,390.00	20%	\$3,512.00	included	
7013-G2	PRONE LEG CURL	\$3,730.00	20%	\$2,984.00	included	
7014-G2	CALF RAISE	\$3,730.00	20%	\$2,984.00	included	
7015-G2	ABDUCTOR / ADDUCTOR	\$3,840.00	20%	\$3,072.00	included	
7018-G2	GLUTE	\$3,730.00	20%	\$2,984.00	included	
7019-G2	TOTAL HIP	\$3,950.00	20%	\$3,160.00	included	
7020-G2	ARM CURL	\$3,510.00	20%	\$2,808.00	included	
7021-G2	Seated dip press	\$4,390.00	20%	\$3,512.00	included	
7023-G2	BACK EXTENSION	\$3,510.00	20%	\$2,808.00	included	
7024-G2	Abdominal	\$3,510.00	20%	\$2,808.00	included	
7025-G2	TORSO ROTATION	\$3,730.00	20%	\$2,984.00	included	
7026-G2	WEIGHT ASSISTED CHIN/DIP COMBO	\$4,390.00	20%	\$3,512.00	included	https://www.tkostrength.com/collections/achieve-duals
7060-G2	MULTI PRESS	\$4,610.00	20%	\$3,688.00	included	
7061-G2	LAT PULLDOWN/VERTICAL ROW	\$3,950.00	20%	\$3,160.00	included	
7062-G2	DUAL LEG PRESS/ LEG CURL	\$4,510.00	20%	\$3,608.00	included	
7063-G2	Bicep Curl/Tricep Extension	\$3,950.00	20%	\$3,160.00	included	
7064-G2	Abdominal/Back Extension	\$4,070.00	20%	\$3,256.00	included	
8800	Dual - Multi Press, 170 Stack	\$3,290.00	20%	\$2,632.00	included	
8801	Dual - Lat Pulldown/Seated Row 170 Stack	\$3,070.00	20%	\$2,456.00	included	
8802	Dual - Rear Deltoid/Pec Fly 170 Stack	\$3,290.00	20%	\$2,632.00	included	
8803	Dual - Bicep/Tricep 170 Stack	\$3,070.00	20%	\$2,456.00	included	
8804	Dual - Ab/Low Back 170 Stack	\$3,070.00	20%	\$2,456.00	included	
8805	Dual - Leg Press/Calf Raise 250 Stack	\$3,730.00	20%	\$2,984.00	included	
8806	Dual - Leg Ext/Curl 170 Stack	\$3,510.00	20%	\$2,808.00	included	
8807	Dual - Inner/Outer Thigh 170 Stack	\$3,190.00	20%	\$2,552.00	included	
9050	Functional Trainer, GRAPHITE	\$4,830.00	20%	\$3,864.00	included	https://www.tkostrength.com/collections/selectorized
9050-BK	Functional Trainer, BLACK	\$4,830.00	20%	\$3,864.00	included	

820FTPAC	FT Accessory Pack		\$178.00	25%	\$133.50	included	
7030	Cable Crossover		\$6,050.00	25%	\$4,537.50	included	
7031	4-Stack Jungle		\$9,900.00	25%	\$7,425.00	included	
7032	5-Stack Jungle		\$12,310.00	25%	\$9,232.50	included	
7033	8-Stack Jungle		\$19,790.00	25%	\$14,842.50	included	
900CP	CHEST PRESS		\$2,540.00	20%	\$2,032.00	included	https://www.tkostrength.com/collections/plate-loaded
901IP	INCLINE CHEST PRESS		\$2,610.00	20%	\$2,088.00	included	
902DP	DECLINE CHEST PRESS		\$2,590.00	20%	\$2,072.00	included	
903LPD	LAT PULL DOWN		\$2,590.00	20%	\$2,072.00	included	
904R	SEATED VERTICAL ROW		\$2,560.00	20%	\$2,128.00	included	
905LR	LOW ROW		\$2,590.00	20%	\$2,072.00	included	
906R	INCLINE LEVER ROW		\$1,650.00	20%	\$1,320.00	included	
907LLP	LINEAR LEG PRESS		\$3,910.00	20%	\$3,128.00	included	
908LP	LEG PRESS		\$3,290.00	20%	\$2,632.00	included	
909AB	KICK BACK		\$2,300.00	20%	\$1,840.00	included	
910CP	CALF PRESS		\$3,730.00	20%	\$2,984.00	included	
911SC	SEATED CALF RAISE		\$1,160.00	20%	\$928.00	included	
912LE	LEG EXTENSION		\$2,410.00	20%	\$1,928.00	included	
913SP	SHOULDER PRESS		\$2,540.00	20%	\$2,032.00	included	
914TP	TRICEP PRESS DOWN		\$2,630.00	20%	\$2,104.00	included	
916SC	STANDING LEG CURL		\$2,630.00	20%	\$2,104.00	included	
7039-G2	45 LEG PRESS		\$3,140.00	20%	\$2,512.00	included	
872SM-B	Smith Machine, GRAPHITE		\$3,950.00	20%	\$3,160.00	included	
872SM-BK	Smith Machine, BLACK		\$3,950.00	20%	\$3,160.00	included	
920PR	POWER RACK		\$2,480.00	20%	\$1,984.00	included	https://www.tkostrength.com/collections/tko-cages-olympic-benches
920PR-STRG	Power Rack with Storage		\$4,330.00	20%	\$3,464.00	included	
920PR-ANX	Annex Power Cages		\$6,790.00	20%	\$5,432.00	included	
921HR	HALF RACK		\$2,190.00	20%	\$1,752.00	included	
921HR-STRG	Half Rack with Storage		\$4,050.00	20%	\$3,240.00	included	
921HR-ANX	Annex Half Racks		\$6,220.00	20%	\$4,976.00	included	
7040-G2	FLAT BENCH		\$1,430.00	15%	\$1,215.50	included	
7041-G2	INCLINE BENCH		\$1,892.00	15%	\$1,608.20	included	
7042-G2	DECLINE BENCH		\$1,639.00	15%	\$1,393.15	included	
7045-G2	MULTI-ADJUSTABLE BENCH		\$847.00	15%	\$719.95	included	
7046-G2	FLAT BENCH		\$539.00	15%	\$458.15	included	
7047-G2	MULTI AB BENCH		\$1,012.00	15%	\$860.20	included	
7048-G2	MULTI HYPEREXTENSION		\$968.00	15%	\$822.80	included	
7044-G2	SEATED PREACHER CURL		\$704.00	15%	\$598.40	included	
7043-G2	Abdominal Crunch		\$660.00	15%	\$561.00	included	
7049-G2	UTILITY BENCH		\$473.00	15%	\$402.05	included	
7038-G2	AB BENCH		\$1,155.00	15%	\$981.75	included	
924FID	FID BENCH		\$814.00	15%	\$691.90	included	
874MA	Commercial Multi-Angle Bench - 11 gauge		\$803.00	15%	\$682.55	included	
824FID-B	Commercial FID Dumbbell Bench		\$627.00	15%	\$532.95	included	
860FB-B	Flat Bench		\$385.00	15%	\$327.25	included	
875CB	Commercial Ab/Crunch Bench		\$880.00	15%	\$748.00	included	
876HP	Commercial Hyper Extension		\$836.00	15%	\$710.60	included	
864SB-B	Sit-up Bench		\$473.00	15%	\$402.05	included	
862UB	Utility Bench		\$363.00	15%	\$308.55	included	
870VKR2-SM	VKR Power Tower, GRAPHITE		\$1,166.00	15%	\$991.10	included	https://www.tkostrength.com/collections/tko-body-weight-station
870VKR2-BK	VKR Power Tower, BLACK		\$1,166.00	15%	\$991.10	included	https://www.tkostrength.com/collections/tko-storage-solutions
7051	2 Tier 10 Pair Dumbbell Rack		\$1,155.00	15%	\$981.75	included	
7052	3 Tier 15 Pair Dumbbell Rack		\$1,573.00	15%	\$1,337.05	included	

822CDR-B	10 pr. Dumbbell Rack with Saddles	\$1,210.00	15%	\$1,028.50	included	
890HDR	3-Tier Horizontal Dumbbell Rack	\$946.00	15%	\$804.10	included	
891HDR	3-Tier Mega Rack 5-100	\$1,749.00	15%	\$1,486.65	included	
826VDR8-SM	8 Pr. Vertical Dumbbell Rack	\$495.00	15%	\$420.75	included	
840VDR10	10 Pair Vertical Dumbbell Rack	\$682.00	15%	\$579.70	included	
846B8R-BK	Barbell Rack	\$946.00	15%	\$804.10	included	
848ACR-BK	Accessory Rack	\$814.00	15%	\$691.90	included	
7053-G2	WEIGHT PLATE TREE	\$594.00	15%	\$504.90	included	
843OPT-BK	Olympic Plate Tree w/Bar Holders	\$473.00	15%	\$402.05	included	
852BR2	Bumper Plate Rack - BLACK	\$429.00	15%	\$364.65	included	https://www.tkostrength.com/collections/tko-olympic-bumper-plates
802BP-10	10lb. Bumper Plate	\$42.00	30%	\$29.40	actual or included with equipment order	
802BP-15	15lb. Bumper Plate	\$48.00	30%	\$33.60	actual or included with equipment order	
802BP-25	25lb. Bumper Plate	\$65.00	30%	\$45.50	actual or included with equipment order	
802BP-35	35lb. Bumper Plate	\$91.00	30%	\$63.70	actual or included with equipment order	
802BP-45	45lb. Bumper Plate	\$117.00	30%	\$81.90	actual or included with equipment order	
803OR-2.5	Olympic 2.5lb. Rubber Dual Grip Plate	\$6.76	30%	\$4.73	actual or included with equipment order	
803OR-5	Olympic 5lb. Rubber Dual Grip Plate	\$13.50	30%	\$9.45	actual or included with equipment order	
803OR-10	Olympic 10lb. Rubber Dual Grip Plate	\$27.00	30%	\$18.90	actual or included with equipment order	
803OR-25	Olympic 25lb. Rubber Dual Grip Plate	\$67.50	30%	\$47.25	actual or included with equipment order	
803OR-35	Olympic 35lb. Rubber Dual Grip Plate	\$94.50	30%	\$66.15	actual or included with equipment order	
803OR-45	Olympic 45lb. Rubber Dual Grip Plate	\$121.50	30%	\$85.05	actual or included with equipment order	
803TU-2.5	Olympic 2.5lb. Urethane Dual Grip Plate	\$8.25	30%	\$5.78	actual or included with equipment order	
803TU-5	Olympic 5lb. Urethane Dual Grip Plate	\$16.50	30%	\$11.55	actual or included with equipment order	
803TU-10	Olympic 10lb. Urethane Dual Grip Plate	\$33.00	30%	\$23.10	actual or included with equipment order	
803TU-25	Olympic 25lb. Urethane Dual Grip Plate	\$82.50	30%	\$57.75	actual or included with equipment order	
803TU-35	Olympic 35lb. Urethane Dual Grip Plate	\$115.50	30%	\$80.85	actual or included with equipment order	
803TU-45	Olympic 45lb. Urethane Dual Grip Plate	\$148.50	30%	\$103.95	actual or included with equipment order	
803OU2-2.5	Signature 2.5 lb Urethane Olympic Plate	\$10.00	30%	\$7.00	actual or included with equipment order	
803OU2-5	Signature 5 lb Urethane Olympic Plate	\$20.00	30%	\$14.00	actual or included with equipment order	
803OU2-10	Signature 10 lb Urethane Olympic Plate	\$40.00	30%	\$28.00	actual or included with equipment order	
803OU2-25	Signature 25 lb Urethane Olympic Plate	\$100.00	30%	\$70.00	actual or included with equipment order	
803OU2-35	Signature 35 lb Urethane Olympic Plate	\$140.00	30%	\$98.00	actual or included with equipment order	
803OU2-45	Signature 45 lb Urethane Olympic Plate	\$180.00	30%	\$126.00	actual or included with equipment order	
814TXR-A10	5-50 lb Rubber Hex DB Set, Tri-Grip	\$1,430.00	20%	\$1,144.00	included	https://www.tkostrength.com/collections/tko-dumbbells
814TXR-B10	55-100 lb Rubber Hex DB Set, Tri-Grip	\$4,030.00	20%	\$3,224.00	included	
816TXU-A10	5-50 TPU Hex	\$1,815.00	20%	\$1,452.00	included	
816TXU-B10	55-100 TPU Hex	\$5,115.00	20%	\$4,092.00	included	
829TR-B10	55-100lb Ten Sided Pro Rubber Dumbbell Set	\$4,805.00	20%	\$3,844.00	included	
829TR-C4	105-120lb Ten Sided Pro Rubber Dumbbell Set	\$2,790.00	20%	\$2,232.00	included	
830US-A10	5-50lb Signature Urethane Dumbbell Set	\$2,420.00	20%	\$1,936.00	included	
830US-B10	55-100lb Signature Urethane Dumbbell Set	\$6,820.00	20%	\$5,456.00	included	
830US-C4	105-120 lb Signature Urethane Dumbbell Set	\$3,960.00	20%	\$3,168.00	included	
805TR-G10	20-110 lb. Fixed Straight Bar Set, Rubber	\$2,200.00	20%	\$1,760.00	included	https://www.tkostrength.com/collections/tko-barbells
809US-G10	20-110 lb. Fixed Straight Bar Set, Urethane	\$3,050.00	20%	\$2,440.00	included	
807TR-G10	20-110 lb. Fixed Curl Bar Set, Rubber	\$2,200.00	20%	\$1,760.00	included	
810US-G10	20-110 lb. Fixed Curl Bar Set, Urethane	\$3,050.00	20%	\$2,440.00	included	
C809US-G10	20-110 lb. Fixed Straight Bar Set, Urethane	\$3,250.00	20%	\$2,600.00	included	
C810US-G10	20-110 lb. Fixed Curl Bar Set, Urethane	\$3,250.00	20%	\$2,600.00	included	

	ANCILLARY	
Forklift Rental	\$400 plus \$125/hour	
Crane Rental	Requires Quote	
Masonite Floor Protection	\$1 per linear foot, minimum 60 feet	
Discard unit in conjunction with delivery of like product, these rates are the maximum but may be reduced		
Spin Bike	\$10	
Treadmill	\$125	
Arc or large ellip	\$125	
Other Cardio	\$100	
Selectorized Strength	\$125 per weight stack	
Freeweight Strength	\$75	
Benches & Racks	\$20	
Plates & DB's	no charge	
Stair carry per flight		
Spin Bike	\$10	
Treadmill	\$125	
Arc or large ellip	\$125	
Other Cardio	\$100	
Selectorized Strength	\$125 per weight stack	
Freeweight Strength	\$75	
Benches & Racks	\$20	
Plates & DB's	.10 per pound	
Non-Customary Delivery	Requires Quote	
Warranty service call that isn't covered	\$225	
Return Visit	\$125	



July 12, 2021

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE:	Request for Proposal No:	RFP JGM-1124
	Dated:	July 12, 2021
	Commodity:	Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services
	RFP Closing On:	July 19, 2021

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

Signify receipt of this addendum by initialing "*Addendum #1* _____" on the signature page of your proposal.

1. Question: How often can we update products when and if products become available and or discontinued? What is the process for updating said products with JMU?

Answer: JMU prefers that items be added and dropped at the time of contract renewal. In the event that items are needed to be added prior to renewal, JMU will add or drop said items through a contract modification.

2. Question: Regarding Section IV – A, Can you please clarify exactly what you mean by ‘electronic catalog.’

Answer: A price list of products your firm is offering in accordance with the RFP document. Price list should specify list price and discount being offered. We encourage a link and or ‘electronic catalog’ be included, so the committee can view the exact equipment being offered.

3. Question: Can you provide us with cost estimations for equipment and service?

Answer: A cost estimate can not be provided at this time.

Sincerely,

Garrett Morris
Buyer Senior
Phone: (540-568-4501)

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7935 Fax



July 14, 2021

ADDENDUM NO.: Two

TO ALL OFFERORS:

REFERENCE:	Request for Proposal No:	RFP JGM-1124
	Dated:	July 14, 2021
	Commodity:	Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services
	RFP Closing On:	July 19, 2021 July 21, 2021

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

Signify receipt of this addendum by initialing "*Addendum #2*____" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 21, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink, appearing to read "Garrett Morris".

Garrett Morris
Buyer Senior
Phone: (540-568-4501)



July 15, 2021

ADDENDUM NO.: Three

TO ALL OFFERORS:

REFERENCE:	Request for Proposal No:	RFP JGM-1124
	Dated:	July 15, 2021
	Commodity:	Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services
	RFP Closing On:	July 19, 2021 July 21, 2021

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

Signify receipt of this addendum by initialing "*Addendum #3*____" on the signature page of your proposal.

1. Question: Are clarifications or exceptions to the terms and conditions of the Bid Documents permitted?

Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

2. Question: Will the Commonwealth of Virginia agree to a mutual waiver of consequential damages?

Answer: No.

3. Question: Will the Commonwealth of Virginia agree the addition of a mutually agreeable force majeure clause? Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

4. Question: Assignment of Contract (RFP, pg. 14, N.): Will the Commonwealth of Virginia agree to allow the Contractor to assign the contract without notice or consent in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates?

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7935 Fax

Answer: The University will require notice in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates.

5. Question: Insurance (RFP pg. 15, Q.3.): Will the Commonwealth of Virginia remove the requirement to name the Commonwealth of Virginia as additional insured and so endorse it on the policy?

Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

6. Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price annually if there are increases in input costs?

Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

7. Question: Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price periodically if there are significant increases in input costs?

Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

8. Question: Small Business Subcontracting (RFP, pg. 21, J. 3.): Will the Commonwealth of Virginia agree to waive the requirement that when a prime contractor wins an award of over \$200,000 the Contractor shall deliver to the contracting agency or institution with every request for payment, information on the use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses?

Answer: This term shall apply, if Contractor is proposing to use subcontractors to perform any of the work as outlined in the RFP.

9. Question: Indemnification (RFP, pg. 22, N.): Will the Commonwealth of Virginia agree to limit the indemnity and hold harmless provision to bodily injury and tangible property damage to the extent caused by Contractor's negligence and bidder's defense obligation, if any, if caused solely by a defect in design or manufacturing of the equipment or the sole negligence of the Contractor?

Answer: No.

Sincerely,



Garrett Morris

Buyer Senior

Phone: (540-568-4501)



July 21, 2021

ADDENDUM NO.: Four

TO ALL OFFERORS:

REFERENCE:	Request for Proposal No:	RFP JGM-1124
	Dated:	July 21, 2021
	Commodity:	Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services
	RFP Closing On:	July 19, 2021
		July 21, 2021
		July 28, 2021

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

Signify receipt of this addendum by initialing "*Addendum #4*____" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 28, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink, appearing to read "Garrett Morris".

Garrett Morris

Buyer Senior

Phone: (540-568-4501)

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of
PROCUREMENT SERVICES
540.568.3145 Phone
540.568.7935 Fax

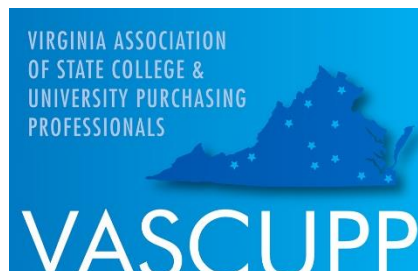


Request for Proposal

RFP# JGM-1124

**Athletic Fitness Equipment, Strength &
Conditioning Equipment, Apparel, & Related
Services**

June 28, 2021



REQUEST FOR PROPOSAL

RFP# JGM-1124

Issue Date: 06/28/2021

Title: Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
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 PM on Monday, July 19, 2021 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: Garrett Morris, Buyer Senior, Procurement Services, morrisjg@jmu.edu; 540-568-4501; (Fax) 540-568-7935 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)

Date: _____

Title: _____

Web Address: _____

Phone: _____

Email: _____

Fax #: _____

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

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

~~Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an 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 # JGM-1124

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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 quality fitness equipment, athletic apparel and related services for James Madison University (JMU), an agency of the Commonwealth of Virginia and on behalf of the Virginia Higher Education Procurement Consortium (VHEPC). Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

II. BACKGROUND

This solicitation is being issued by James Madison University on behalf of the Virginia Higher Education Procurement Consortium ("VHEPC") which includes all members from the Virginia Association of State College and University Purchasing Professionals ("VASCUPP"). Reference the VASCUPP Zone Map <https://www.vascupp.org/VASCUPPzonemap.pdf>

It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, this may include any and all state, local governments, school districts, public body, public or private health or higher education institutions or the University's affiliated foundations in the United States may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor will notify the University in writing of any such entities accessing the contract. No modification of this contract or execution of a separate contract 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 provide semi-annual usage reports for all entities accessing the Contract. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. 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 does not preclude any participating entity from using other contracts or competitive processes if need be. The Contractor is strongly encouraged to offer additional discounts to all contract participants as the result of increasing aggregated spending among all entities accessing the contract. A plan for extending deeper discounts among all contract participants will be requested during negotiations.

JMU Athletics

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 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. Women's athletic programs include basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball.

All JMU football and basketball contests are streamed either on FloSports as part of the CAA's media rights agreement or on JMU Sports.com. All other sports are streamed to the extent possible on JMU Sports.com.

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 12 times since 2004, including two national championships in 2004 & 2017. The programs all have a strong history of CAA and NCAA Championship showings, with basketball and soccer each having won the conference title multiple times within the last five years.

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 lacrosse program has been one of the most prominent programs in the country, having been nationally ranked each of the last 29 years and even winning the national title in 2018. The women's basketball team ranks third nationally in all-time program wins. Softball has elevated itself to one of the top programs in the country, reaching the national semifinals of the Women's College World Series in 2021 and making the Super Regionals in three of the last five years. More information about JMU Athletics can be found at <https://jmusports.com/>

JMU UREC

In 1994, Dr. Ronald Carrier, JMU's fourth president, and other university leaders broke ground for construction to begin on the James Madison University Recreation Center. The project included a synthetic turf field, which was the first synthetic field designated for recreational use on campus.

The first Director of University Recreation, Eric Nickel, was hired in 1995, and the Grand Opening of UREC was held in 1996. Two years later, the Climbing Wall was added to the UREC Atrium. The new facility was awarded the Athletic Business Facility of Merit Award in 1997 and the NIRSA Outstanding Sports Facility Award in 2000.

In 2008, UREC's Upper Turf opened, which provided much needed field space for the Intramural and Sport Club programs. Later that year, Dr. Linwood Rose, JMU's fifth president, approved the planning and construction of University Park. That same year, then-Presidential candidate Barack Obama spoke on the UREC Lower Turf, prior to a campaign event in the Convocation Center. 2010 marked the ground-breaking for University Park, and that same year, the first cohort of JMU's Campus Recreation Leadership concentration master's degree students graduated. University Park opened in 2012, with the Disc Golf Course and TEAM Challenge Course facilities projects being completed a year later. In 2012, UREC assumed responsibilities for East Campus Fields and added an Archery Range in 2013. A synthetic multi-purpose turf field was installed on the East Campus site in 2014.

In January 2016, UREC's facility addition opened, effectively doubling the building size, and in August of that same year, renovations were completed on the original 1996 building to re-purpose

spaces to create dynamic new spaces including an adventure center, wellness center, demonstration kitchen, food service operation, a meditation/mindfulness space and a wet/dry classroom. Jon Alger, JMU's sixth president, spoke at the Grand Re-Opening and 20th Anniversary Celebration in October 2016. In 2017, the facility was awarded the NIRSA Outstanding Sports Facility Award.

UREC operates an award-winning recreation facility, opened in 1996, and also utilizes additional indoor and outdoor facilities around campus including University Park.

UREC is more than a place to sweat. It is a place to learn about healthy lifestyles and develop positive habits that students can take with them when they leave JMU. UREC is a national leader in the development and use of student learning outcomes in the field of collegiate recreation.

The department offers over 300 non-credit educational programs a year as well as credit-based courses. UREC is the number one provider of educational programs for the wellness passport program in Cluster Five of the General Education Curriculum. UREC is also one of the largest employers of students on campus. More information about UREC can be found <https://www.jmu.edu/recreation/about/history-index.shtml>

* University currently is under contract with Nike until May 31, 2024.

III. SMALL, WOMAN-OWNED AND MINORITY 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 fitness equipment, athletic apparel and related services for its athletic programs and university recreation. 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 strength and conditioning equipment, cardio equipment, fitness equipment, protection equipment, bags, etc.

The Contractor shall be the manufacturer or a fully 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. Direct involvement by the contractor may be necessary to assist University in understanding the different types of products /services available and in selecting the best solution to fit their needs.

Offered equipment should be constructed of highest quality materials and workmanship. Meets or exceeds governing association specifications, (i.e., NCAA, NAIA, NBA, USLTA, NFSHSA) and is approved for use in competition by one or more of the governing associations. A recognizable brand name, and is warranted or guaranteed for minimum of 1-5 years unless specified longer, or manufacturer's standard, whichever is longer. Meets or exceeds all educational and competitive requirements

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 electronic catalog of all available athletic apparel and fitness equipment being offered. Include published price list or instructions on how to access published price list electronically. Provide discount price and or percentage discount off published price list.
- 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. Provide all information for trade-in program for fitness equipment.
- D. Identify any other offerings to the University in regard to discounts, incentives, etc.
- E. List all contact information for ordering, invoicing, customer service, etc.
- F. Describe experience in working directly with Athletic programs and or University Recreation to determine needs and provide athletic/fitness apparel and equipment. Include method for collaboration for the term of the resulting contract.
- G. Describe in detail communication plan with JMU Athletics and University Recreation, specifically the method in which the University will stay informed of the status of pending orders.
- H. Describe your service support/repair process to include response time. Identify any potential costs associated with service/repair in *Section X. Pricing Schedule*.
- I. Describe available trainings for fitness equipment. Identify any potential costs associated for training in *Section X. Pricing Schedule*.
- J. Describe installation process for fitness equipment. Identify any potential costs associated with installation in *Section X. Pricing Schedule*.
- K. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- L. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic fitness 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*.
- M. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- N. Describe ability to maintain sufficient stock for timely delivery.
- O. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- P. Describe available warranties.
- Q. Describe quality control process.
- R. 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.

- S. 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*.
- T. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.
- U. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.
- V. 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 two (2) 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 all 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 an 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 modification 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 shall 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 acknowledgements, 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 be 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 Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) 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 unless no subcontracting opportunities exist.
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.
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:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<u>100</u>

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

- 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, sexual orientation, gender identity, 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, sexual orientation, gender identity, 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 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 subcontractors, 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 condition to the award, shall deliver to the contracting agency or institution, on or before request for final 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 proposal under this solicitation, the 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 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 \$100,000, 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) 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: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the 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, 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 offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the 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:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
 - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
 - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
 2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.
 3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 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. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. 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. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. 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.
- AA. 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 #	
_____		_____	
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 540/568-7935.

- 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 one-year period, the contract price(s) for the additional one year 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; 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 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-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 SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No 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 Small Business and Supplier Diversity (SBSD) by the due date for receipt of 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 SBSD 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 Department of Small Business and Supplier Diversity (SBSD) 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 Department of Small Business and Supplier Diversity (SBSD)-

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. 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.
- L. 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.
- M. 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.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. 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.

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. 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.
- S. 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.
- T. 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.
- U. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract 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.
- V. 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 based on 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 request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

X. PRICING SCHEDULE

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

XI. ATTACHMENTS

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

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: _____

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 Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? 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.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWaM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.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: _____

Date Form Completed: _____

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

Offeror / Proposer:

Firm

Address

Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD 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 dated _____.

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: _____

ATTACHMENT D

Zone Map



Virginia Association of State College & University Purchasing Professionals (VASCUPP)

List of member institutions by zones

<u>Zone 1</u> George Mason University (Fairfax)	<u>Zone 2</u> James Madison University (Harrisonburg)	<u>Zone 3</u> University of Virginia (Charlottesville)
<u>Zone 4</u> University of Mary Washington (Fredericksburg)	<u>Zone 5</u> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<u>Zone 6</u> Virginia Commonwealth University (Richmond)
<u>Zone 7</u> Longwood University (Farmville)	<u>Zone 8</u> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<u>Zone 9</u> University of Virginia - Wise (Wise)