

IS YOUR PROPERTY OUTFITTED WITH THE INCORRECT EQUIPMENT?

MANY PROPERTIES HAVE BEEN TRICKED INTO PURCHASING
LIGHT COMMERCIAL FITNESS EQUIPMENT - THIS IS A MISTAKE



ARE YOU TAKING THE RIGHT STEPS TO ENSURE THAT YOUR CLIENTS ARE SAFE?

This is a very unfortunate and very dangerous problem facing hundreds of thousands of properties across our great country. Many fitness equipment companies understand that most hospitality properties such as Hotels, Condos, Apartments, Community Centers, and even Medical Centers do not have the fitness experts or qualified educated staff that will understand the difference between "Light Commercial" & "Full Commercial" Fitness Equipment.

And, Unfortunately there are many Fitness Equipment companies that will sell the cheaper Light Commercial Equipment to properties that have more than 3 users per day that will be using the equipment. This puts your property at a Very High Risk for an Injury Liability Lawsuit that you cannot protect yourself against. Needless to say, this puts your Tenants, Guest, Customers, at a Very High Risk for unnecessary Injures.



**READ THE
OWNER'S MANUAL!**



**LEARN THE TRUTH ABOUT THE
HIGH RISK YOU CURRENTLY
FACE IF YOU OWN 'LIGHT
COMMERCIAL EQUIPMENT!**

The Light Commercial/ Residential Disclaimer says: 'Please note that this equipment you are purchasing is intended for home use only. If this equipment is placed in a commercial setting, it will void the warranty. Limited daily use of 2 to 6 hours, maximum.'

You cannot place a Light Commercial Piece of equipment in any type of commercial property where you cannot monitor how many users will be using the machine daily. **READ THE AC VS DC MOTOR ARTICLE TO UNDERSTAND YOUR RISK!**



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AC vs DC TREADMILL MOTORS

HOME AND COMMERCIAL TREADMILL INFORMATION

All treadmills in the big gyms and health clubs tend to have AC motors.

Common sense suggests that your treadmill should have an AC motor. But no! Home Appliances of various types, including treadmills, typically have other components that convert the AC current to DC (direct current) and allow the appliance to use a DC motor.

This is common practice, but is it Safe? Yes, for a dish washer and or washing machine as they cannot throw you off and injure you. But NO when it comes to a Treadmill if there will be more than 1 user per day operating the treadmill, as the DC motor is not designed to run multiple times per day and for long periods of time. The DC motor is much smaller with far less power than a AC motor. DC Motors can easily overheat and cause treadmill to Speed Up and or Abruptly Shut Off while a user is on it. This does not have a positive result for the user.

If you are purchasing and or renting a treadmill for your Home and you will only have a maximum of 2 users per day at no more than an hour per day, you will be safe with a treadmill that has a DC motor.

If you are a commercial property including Corporate Fitness, Condo & Apartment Complexes, Hotel, and Medical, you are not allowed to put a Home or Residential Version piece of equipment on your property. Always read the Owners Manual for all equipment before you purchase and or rent it. It will state the Allowed Use. Commercial properties are only allowed to have Full Commercial Equipment provided for their tenants, guest, and or patients.

Be careful and also look for the Claim "Semi or Light Commercial". There are many companies out there that are still selling Light Commercial Equipment to Commercial Properties, which is not allowed, but still happening today. This is putting many lives at risk as the equipment has a very high chance of malfunctioning and or breaking while a user is on it.



AC TREADMILL MOTOR



DC TREADMILL MOTOR



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ARE YOU PUTTING YOURSELF AT RISK FOR A LAWSUIT?

UNDERSTAND YOUR LIABILITY & RISK BEFORE YOU RENT OR PURCHASE FITNESS EQUIPMENT FOR YOUR PROPERTY



FULLY COMMERCIAL TREADMILL

24/7 Operation
Powerful 4hp+ Motor
Wont Overheat from
Multiple users
Reliable, Durable, Safe
For All Users

USED IN:

Gyms
Hotels
Condos
Apartments
Medical Facilities
Employee Wellness Centers



LIGHT COMMERCIAL TREADMILL

1-3 Users Per Day, Maximum
1.5-2 Hours Runtime per day
Not Allowed in commercial or
public spaces; very unsafe
Cheaply Built
Low Life Expectancy

USED IN:
Single Family Homes

It is inadvisable to to buy or rent a residential treadmill for commercial use for many reasons. Their dramatically lower construction standards, inability to support heavy users, inability to support multiple users or operate for any significant length of time, not to mention that USE OF LIGHT COMMERCIAL EQUIPMENT IN A COMMERCIAL OR PUBLIC SETTING VOIDS THE WARRANTY, AND LEAVES YOU LIABLE IF SOMEONE IS HURT!



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FITNESS CENTER LIABILITY AND EQUIPMENT CHECKLIST

WEIGHT TRAINING AREA

- Space allows for easy access to equipment
- Walls free of protruding objects

SIGNAGE

- Instructional signs visible and undamaged
- Signs posted with Rules and Regulations
- Entry/Exits marked and unobstructed

ENVIRONMENT

- Adequate ventilation and air exchanges
- Properly functioning lights
- Ceiling Space sufficient for overhead lifting and/or cardio machines

FLOORING

- Non-slip, rubber preferred
- Shock absorbing
- Easily cleaned

MIRRORS

- Secured
- Easily cleaned and/or replaced
- Away from dumbbells, centers of activity
- Free of cracks or distortion

EQUIPMENT SERVICING

- All associated equipment paperwork stored on site
- Manufacturer/Technician's contact information available
- Out of Order signage placed on broken machines

WEIGHT TRAINING EQUIPMENT

- Collars & Clips
- Weight Storage available and accessible
- Equipment firmly anchored to floor
- Warning signs visible and undamaged
- Weight machines, benches, and squat racks have safety stops
- Cables not frayed or broken
- Mechanisms lubricated
- Corrosion Free
- Non-slip surfaces for feet
- Rubber hand grips

CARDIO/CIRCUIT TRAINING

- 100% Commercial Grade Equipment only
- Power Cords tucked away from trip hazard
- Warning signs visible and undamaged
- Climate controlled cardio area
- Nonslip flooring
- Disinfectant and wipes available
- Machine maintenance performed regularly
- Treadmill Saver installed and operational

QUALIFIED SUPERVISION

- Staff certified with practical and theory courses

CLIENT ORIENTATION

- Assumption of risk form acknowledged and signed



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Q. I just learned that all of the fitness equipment we purchased 8 months ago for our condominium complex is rated as light commercial. Can't hold the fitness equipment company liable for selling our property the wrong level of equipment? Can I get my money back from them?

A. Unfortunately, no. "Buyers Beware" Many Large Brand Name Stores like Sears & Costco are selling thousands of treadmills everyday to anyone anywhere. It is not the responsibility of the seller to research whether or not the buyer understands what he or she is purchasing and in what setting are they placing the equipment. The Seller will always stand behind the, "You, the Purchaser, should have done your homework first and asked detailed questions before buying the product, and you should have read the detailed owners manual".

Q. What questions do we ask the fitness equipment companies, to make sure they are telling us the truth about the equipment they are selling is right for our property?

A. Great question... Unfortunately there are hundreds of on-line fitness stores as well as the brick and mortar sports stores that will just sell you anything without the worry of the liability they have placed you in. You must tell them that you are purchasing or renting the fitness equipment for a commercial property that has multiple users per day and there cannot be a limit as to how many people can use the equipment each day. If you do not say this, they will sell you cheap light commercial equipment just to make the sale. The Honest Fitness Equipment Sellers and Renters already know that it is not possible in most cases for any Hotel, Apartment, Condo Complex, etc...to be able to monitor everyday how many people are using each piece of equipment.

Q. Is there basic equipment brand names to purchase or rent, and or equipment brand names of equipment that we should stay away from?

A. Here is a very simple way for you to know what brands are the Safest & Most Reliable for your property to purchase or rent. Call 5 to 10 of the Mainstream Health Clubs in your area, like 24 Hour Fitness, LA Fitness, Equinox, Gold's Gyms, etc... Ask them, "What are the 3 to 4 Top Brand Names of your Commercial Cardio Equipment that you carry"? Health Clubs must only carry the most reliable and safest 100% Commercial Fitness Equipment available. You will find that the Main Brand Names will be Life Fitness, Precor, Star Trac, and TechnoGym. If a Health Club does not provide the brand that you have at your property now, you should not either, it's that simple. No one wants the risk of injury to anyone's lives.

Q. What are the brand names of residential fitness or light commercial fitness equipment being found on commercial properties, that should not be there.

A. During our free fitness room inspections around the country, we are finding many brand names that should not be on these properties. Understand, that it's not the brand name that is the problem, it's the Level of Equipment that these companies have been selling to properties that Must Only Provide 100% Commercial Fitness Equipment. Here is a list of popular fitness equipment companies that sell mainly residential and or light commercial fitness equipment. ProForm, Nordictrack, BH Fitness, Vision Fitness, Sports Art, Spirit, and many others....Do Not Buy or Rent Equipment from Ebay, Amazon, or any other Non Commercial On-Line Fitness Store.

Q. How do we know which pieces of equipment are the best to place in our fitness room at our new hotel we are opening soon?

A. First, it is always best to seek advice from a fitness industry expert. They can guide you as to what equipment and how many pieces based on the size of your room as well as how many guest rooms you will have at your hotel. Also, in the past 5 years Hotels have learned that over 85% of all guest will book themselves into a hotel that has a fitness center, as they want to continue their wellness program while traveling. This is why we always recommend to Provide the Same Quality Commercial Equipment as the Health Clubs do. This will be the fitness equipment the guest expect to see.

Rent Gym Equipment.com will provide you with Free information and advice, to help guide you in today's fitness industry. Our goal is to provide a Safe and Affordable Fitness Room for your property with Very Low Liability. Call us and or Email us anytime.



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BOARD OPERATIONS

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[November 2014](#)

So, Your Tenants Want a Gym - How Do You Give Them One?

By Earl Daniels

Gyms - The Rundown

Alternatively called “health clubs” or “fitness centers,” gyms have become a virtual necessity for all new apartment and condominium buildings nationwide. Older buildings, too, have been retrofitting their facilities with gym equipment, hoping to stay competitive in the ever evolving real-estate market by attracting buyers with their building’s amenities. But where to begin? How do you get a gym into your facilities? **What are the practical, step-by-step considerations? Board members, fitness consultants, and real-estate experts explain.**



Troi Fitzpatrick is a co-op board member in a 48-year-old white-brick building. Fitzpatrick on his board’s decision to install a gym, “We came the conclusion to explore the idea - find out what would be entailed, what all the equipment would be. We had a subcommittee of the board, three people, who did the bulk of the work, and kept reporting to us - doing all of this exploration to see what it could cost and whether the space was suitable. **The process was far more than getting together one night and deciding to whack a gym into the place.** We consulted with the management agent and directly with knowledgeable architects.”

What about your tenants, should you survey them to gather their feelings on the installation of a gym?

Typically, without expert knowledge in the fitness industry, your tenants will not be able to give you the valuable input you need. **Largely, the most outspoken and enthusiastic tenants tend to know just enough to be dangerous**, sharing with you the specific, single purpose strength machines that they like to use at their full sized, commercial health club.

But what should your gym equipment be? **“We found that the number one usage of a residential or corporate fitness center,” says Fitzpatrick, “is for cardio - meaning things like ellipticals, treadmills, bikes, steppers and rowers.”** Fitzpatrick goes on to say that “the second most common usage, believe it or not, comes from usage of a basic set of dumbbells and or a multi gym. Others want a small floor space for stretching and ab-work, using tools like medicine or yoga balls and resistance bands.

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Those should be your priorities, in that order. It's important to have all of it, but in that order works best."

How did you decide on what fitness equipment to place in your properties gym?

We consulted some fitness industry experts and are so very glad that we did. "What an Eye Opener". **NEVER purchase 'light-commercial' or 'semi-commercial' equipment.** This equipment, often available from big box stores like Sears, Wal-Mart, and On-Line Fitness Vendors. The equipment may have an attractive price tag, but is **only rated for 1 to 3 users per day, or certain amount of hours per day - and it says so right there in the manual.** This is very dangerous as you can never monitor exactly how many members will be in the fitness center per day. This opens you up to all sorts of legal liabilities and injury lawsuits - an ever growing concern these days. **To protect you and your property, you need proper 100% commercial equipment.** Just like the big commercial health clubs, only purchase Brands like Precor, Life Fitness, Star Trac, etc... Secondly, you need to provide a maintenance program for your equipment. Not only is this equipment technically demanding, it also endures a great deal of physical interaction, so making sure it is safe to use needs to be an utmost priority.



What about considerations other than equipment?

"Ventilation," advises **Vanessa Lark**, a fitness consultant working with Los Angeles building management firms. "The fitness center will get hot, especially in the summer, so an air conditioner and water fountain are necessary to prevent heat exhaustion. In some gym's we install bathrooms and a shower." As for flooring, "The aesthetic doesn't really matter, but **heavy-duty rubberized flooring is important, both for the safety of the client, as well as for cleanliness.**"

"**Gyms definitely need mirrors,**" continues Lark, "not only because they make the space seem bigger and more well lit, but primarily because it allows your clients to properly self regulate their form, making the fitness center much safer. It also allows people to see what's around them at all times, which can lead to your tenants feeling more secure." She goes on to list proper electrical circuitry, accessible televisions and clean lighting as additional concerns. "It's not complicated," she says, "you merely need to be thorough."

So what does all of this cost?

"We've spent, largely depending on the size of the project and fitness room, between \$60,000 and \$175,000 to outfit a fitness center, **as well as budgeting an additional 15% to 18% annually for maintenance on the fitness machines.**" A pretty chunk of change, no doubt. "Make no mistake," continues Lark, "it's an investment." But, it's well worth the benefit of attracting the main stream tenants. Just

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as the Hotel industry has learned that over 85% of travelers want a fitness center at the hotel they will stay at, we have learned that tenants are looking for Convenience and want a fitness room on the property they live in.

What do you suggest for smaller properties with low capital budgeted for this important amenity?

We have some properties that did not have the necessary capital to start up, and or remodel their gyms. We looked into a professional commercial fitness equipment rental company that includes the maintenance and repairs of the fitness machines. This turned out to be a great alternative. We have actually made the decision to incorporate this program in all of our new acquisitions as well as remodels.

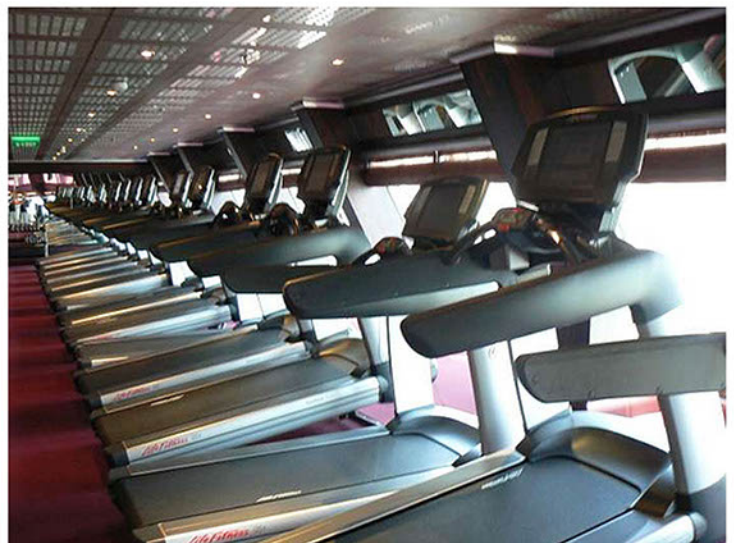
You can budget from \$500 to \$3,000 a month depending on the size of your space and the number of equipment pieces needed. It is important to make sure you rent from a reputable company that will also service and repair the machines at your location. We have already learned that these repair costs can add up very quickly if you pay for them on your own. A preventative maintenance program is a huge bonus - a good preventative maintenance program will contribute more than anything to a Safe and Successful fitness center. What good is equipment if it's broken 3 days a week? More importantly we do not want equipment breaking while in use by a tenant or guest.

Is a fitness center truly necessary?

The short version is yes, yes it is. Many HOAs and Property Management Companies (PMCs) are making the addition of a fitness center a very high priority, as attracting and retaining quality tenants is harder than ever. If you're still on the fence - and you shouldn't be, then consider the "Basic Rule of Thumb" that many HOA and PMC groups are using today - just \$20 to \$30 per tenant/unit per month is allocated as a single line item budget towards marketing expenses or fitness center expenses. Hotels use this same \$20-\$30 per day per room formula. Contact a fitness equipment rental company - you may be surprised how far that budget will take you, and assuming that you get it right, the value added to your property will be far greater than the dollars spent.

Some Common Mistakes and How to Avoid Them

- **Having equipment that isn't commercially rated**
 - Make sure your equipment is 100% commercially rated - not "light commercial" or "residential". This will protect you against all kinds of civil



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- suit liabilities, as well as keep your tenants safe.
- Keep to the major, commercially reputable brands like Life Fitness, Star Trac, Precor, EWP - if you don't see it in a large commercial health club, don't use it in your properties.
- **Not actively maintaining equipment/not participating in preventative maintenance.**
 - Hire a technician to check equipment and perform preventative maintenance on a monthly basis - ensuring that your equipment is in good condition protects you and your tenants!
- **Dont try to figure this out alone!**
 - There are a lot of fitness professionals that could consult or guide your efforts - even a gym equipment salesman is going to have a rough idea of where you should start. Ask questions! Make sure that whatever equipment company you deal with genuinely understands your needs, budget, and liability concerns. A good fitness expert will take the time to educate you, and you need to be wary of salesmen who will say whatever is necessary to close the deal!