



The Corporation of the Town of LaSalle

Date	June 22, 2017	Report No:	R & C 08-17
Directed To:	Council	Attachments:	
Department:	Culture and Recreation	Policy References:	
Prepared By:	Director of Culture and Recreation		
Subject:	Fitness Equipment at Vollmer Fitness Centre		

RECOMMENDATION:

That the report from the Director of Culture and Recreation dated June 23rd, 2017 (C&R 08-17) recommending the purchase of fitness equipment from National Fitness Products for a total of **\$ 69,757.92** (including HST and Freight) BE APPROVED;

AND THAT staff be directed to coordinate the purchase and install of the equipment;

REPORT:

The Town of LaSalle offers a great service through the fitness centre at the Vollmer. The last 10 years the membership has grown on average with some decline coinciding when the new private gyms have opened. With increased competition in town staff are continually looking for ways to enhance service levels for members in our fitness centre. Included in the Recreation and Culture Departmental Goals and Objectives for 2017 staff committed a focus to create and implement strategies for membership retention and new sales at the fitness centre.

Several pieces of fitness equipment are currently in disrepair and not operational. Fitness staff have had machinery fixed and repaired over the years. There are many pieces that are outdated and in need of replacement. The annual memberships provide a portion of the revenue to be put towards a reserve each year in the amount of \$40,000. There is sufficient funds available in the budget to support the purchase of the new equipment required. Some pieces are original from when the fitness centre opened and in dire need of replacement, a few pieces are additional items required to complete the fitness circuit.

In 2012-2013, there was equipment purchased including 2 treadmills, 20 spin bikes and a few components including rowers and bar bells/holding rack. This purchase was an enhancement to our operations and upgrade equipment that was in disrepair.


Fitness staff are diligent in caring for the machines and work hard to ensure the longevity of each piece maximizing our use and keeping expenses to a minimum. However, with some equipment being 10 years old and getting daily use the equipment is worn and demonstrating it

is time to invest in the purchase of replacement pieces and offer equipment that is operational to our members. This will support our departmental focused on membership retention and growth. Members and potential members will see the value in their fee as there will be an overall appreciation to have equipment in good working order and complete circuit workout options.

Two equipment companies provided quotes for the necessary replacement and pieces. Please see **Attachment A** showing the outline of what is needed for the order.



DIRECTOR OF CULTURE AND RECREATION

Reviewed by:							
CAO 	Treasury	Clerks	Env. Services	Planning	Parks & Rec	Building	Fire

ATTACHMENT A - QUOTE FOR FITNESS EQUIPMENT AT VOLLMER FITNESS CENTRE

Product	National Fitness Products (Atlantis Equipment)	PPL (Hoist Equipment)
Glute Machine Glute/Kickback – NFP Glute Master – PPL	2,800.00	3,782.00
Incline T Bar Row – NFP Incline Leverage Row – PPL	1,270.75	1,338.53
Lower Back Ext. – NFP Lower Back – PPL	2,885.75	3,782.80
Lying Leg Curl – NFP Prone Leg Curl – PPL	2,715.75	3,782.80
Hack Squat/Calf Raise	3,905.75	\$ 5,376 *quoted individual (calf and squat machine)
Ab Rotation – NFP Ab Crunch Low Back – PPL	3,612.50	2,824.76
Star Trac Treadmill – x 6	6,295.00/ea (\$ 37,770)	6,074.53/ea (\$ 36,447.18)
8 Channel Audio System for Sports Art Treadmill - PPL	LCD screen blue tooth – no receiver required	2,861.61
Recumbent Total Body Stepper – PPL Tread-climber – 8TC	7,895.00	6,633.12
TOTAL (less HST)	\$ 60,139.75	\$ 63,056.00
TOTAL (HST included)	\$ 67,957.92	\$ 71,253.28
Freight/Shipping	\$ 1,800.00	\$ Included
FULL TOTAL	\$ 69,757.92	\$ 71,253.28

-National Fitness Products is a Canadian Company – Distributor is out of Inglewood

-Setup/cleanup completed by Atlantis

-Preventative Maintenance can be done by National Fitness or PPL (Warranty work done by Atlantis through National Fitness Products in Inglewood).