



Consent Item

RE: The Pointe at Ballwin Commons Strength Training Equipment Purchase

Department/Program: Parks and Recreation

Explanation:

The City has budgeted \$51,000 for new fitness equipment purchases. In that \$31,000 was budgeted for the purchase of three (3) half rack power stations with benches and additional weight plates. This purchase would replace the power rack, incline bench and flat bench stations which are original to the building. This purchase would also give the free weight more versatility than the current options provide. The equipment is available for purchase through the Sourcewell purchasing cooperative through local vendor Advanced Exercise.

Recommendation:

Approve the budgeted purchase of the above mentioned equipment off the Sourcewell Contract through Advanced Exercise for \$30,457.38

Submitted By: Chris Conway, CPRP, Director of Parks and Recreation

Date: January 12, 2026



Fitness Solutions

Prepared For
Ballwin Parks and Recreation

By
Lisa Miceli
December 17, 2025





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CONSULTANT

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Date: December 17, 2025

Quote Expires: 30 day(s)

Proposal # 089249-R4

BILL TO

Ballwin Parks and Recreation
14811 Manchester Road
Ballwin, MO 63011
Matt Struempf

mstruempf@ballwin.mo.us



SHIP TO

Ballwin Parks and Recreation
14811 Manchester Road
Ballwin, 63011
Matt Struempf

mstruempf@ballwin.mo.us



STRENGTH EQUIPMENT






Model	Brand	Description	Specifications	Unit Price	Qty	Total Ext
ELT-PR-STRD	Hammer Strength	HD Elite iD Standard Power Rack (MSRP \$7,213) 20% Sourcewell Discount 	<ul style="list-style-type: none">• 3" x 3" 7 Gauge American Steel• 8ft Tall Uprights• 3 Handle Pull Up Bar• Hanging 2 Bar Storage & Storage Hooks• Premium Bar Supports & Bar Catches• 3pr Standard Weight Horns• 2pr XL Weight Horns• Dock n Lock Ready• 15" Single Storage Depth• Custom Sign Compatible• Includes Hammer Strength Sign• Includes Stability Feet• Requires bolt to floor unless stability feet are utilized	5,770.40	3	\$17,311.20
HDU-MAB	Hammer Strength	Multi Adjustable Bench 	<ul style="list-style-type: none">• Size (L x W x H): Footprint (L x W x H): 52.5" x 22.2" x 18.5"• Weight: 85 lbs• Back pad adjusts from -10 to 15, 30, 45, 60 and 75-degree pressing angles• Seat pad adjusts from 0 to 30 degrees	1,101.60	3	\$3,304.80



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FREE WEIGHTS

Model	Brand	Description	Specifications	Unit Price	Qty	Total Ext
803TU-45	TKO	Olympic 45lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">Thermal polyurethane (TPU) encasing and precision fit solid steel insertNumbers and logo are color filled for easy visibility	131.54	18	\$2,367.72
803TU-35	TKO	Olympic 35lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">Thermal polyurethane (TPU) encasing and precision fit solid steel insertNumbers and logo are color filled for easy visibility	102.31	6	\$613.86
803TU-25	TKO	Olympic 25lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">Thermal polyurethane (TPU) encasing and precision fit solid steel insertNumbers and logo are color filled for easy visibility	73.08	12	\$876.96
803TU-5	TKO	Olympic 5lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">Thermal polyurethane (TPU) encasing and precision fit solid steel insertNumbers and logo are color filled for easy visibility	14.62	6	\$87.72
803TU-2.5	TKO	Olympic 2.5lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">Thermal polyurethane (TPU) encasing and precision fit solid steel insertNumbers and logo are color filled for easy visibility	7.31	6	\$43.86



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Model	Brand	Description	Specifications	Unit Price	Qty	Total Ext
812OB-86	TKO	7ft 1000lb Olympic Bar 	<ul style="list-style-type: none">• 30mm hardened and tempered shaft• 152,000 psi tensile strength• Hardened chrome finish• Weight 44 lbs• 86" long• Includes 5 year commercial warranty	215.38	3	\$646.14
143SCO-CM	TKO	Olympic 2 in Quick Clip Weight Collar 	<ul style="list-style-type: none">• Secures plates on bar• Fits 2" international weight bars	9.23	3	\$27.69
803TU-10	TKO	Olympic 10lb. Urethane Dual Grip Plate 	<ul style="list-style-type: none">• Thermal polyurethane (TPU) encasing and precision fit solid steel insert• Numbers and logo are color filled for easy visibility	29.23	12	\$350.76



SERVICES & FEES

Model	Brand	Description	Specifications	Unit Price	Qty	Total Ext
TARIFF	Advanced Exercise	Manufacturer Tariff 2%		426.67	1	\$426.67

Comments:
Life Fitness Sourcewell Contract 052324-LFF

Subtotal: **\$26,057.38**

Freight, Delivery and Install: **4,400.00**

Taxes As Applicable

Total: \$30,457.38



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Terms & Conditions

Terms: All new customers are required to pay 50% down and balance due prior to install. Residential customers, personal trainers, and orders for resale, require 100% payment before the order can be placed. All other terms and credit lines are subject to credit approval. Invoice will be due and payable, based on the original requested installation date, unless Advanced Exercise is notified in writing 60 days prior to the requested installation date with a change of the installation date. We accept checks, money orders, ACH and credit cards (under \$2000). A late payment fee will be assessed at a rate of 1.5% (18% annual) per month on any unpaid balance remaining 30 days after the due date. Special Orders: A 100% prepayment is required for all customized products including but not limited to custom colors, sports flooring and products with logos such as plates, dumbbells and platforms.

Return Policy: Any returns require approval in writing by Advanced Exercise Project Management. A minimum 25% restocking fee, plus freight, will be incurred for all non-custom products returned. Customized products are nonreturnable. All products with color choices are defined as custom products.

Bolt Down Requirements: Life Fitness recommends that all strength training equipment be secured to the floor in order to prevent tipping, rocking or displacement which might occur in the event of unanticipated use of the equipment. Life Fitness requires that certain strength training equipment (specifically the Synrgy 360 90, T, XS, XM, HD Elite Half Rack/Short Base, Athletic Series Rigs, Athletic Series Racks with Wing option, Cybex PWR Play, Synrgy Outdoor BlueSky and other products to be used for body weight strap training) be secured to the floor. In the case of Synrgy 360S, T, XS, XM and the Elite HD Half Rack Short Base, the customer acknowledges:

- Customer has determined the proper placement of the equipment to be secured. **Customer Initial** _____
- Customer has identified and informed Advanced Exercise of the location of any utility, service lines, including but not limited to post tension cables. It is the customer's responsibility to identify the locations of any cables or lines prior to installation.

Customer Initial _____

- Customer has confirmed that the subfloor consists of no less than 4.0 inches of concrete. **Customer Initial** _____
- Customer has obtained any and all consents to the drilling of holes in the flooring and subflooring. **Customer Initial** _____

If your order includes any of the equipment requiring bolting to the floor, initials are required above and an additional signed waiver will be required to place the order. Additional products may require bolting to the floor, wall or ceiling. Bolting is not included on these products unless otherwise noted on the quotation. Customer is responsible for bolting these products to meet the manufacturer's requirements. This includes TRX, Core Energy, Boxing mounts and other products that require bolting to the facility structure.

Wall & Ceiling Attached Items: The installation of any items such as TRX Multi Mounts., X Mounts, Wall Mat Racks, etc. that require bolting to walls or ceilings are not included in the proposal unless otherwise noted.

Flooring Installation: Refer to the product specifications to ensure that the sub floor meets the material installation requirements. Freight offloading, inside delivery, adhesive, moisture tests, moisture reducers, base boards, sub floor prep, sub floor cleaning, transition strips and existing floor removal and disposal are not included unless otherwise noted on the quotation.

Storage: We reserve the right to assess storage fees not to exceed 1.5% per month, or fraction thereof and request payment in full on the related customer's invoice, when a customer's original requested delivery date is delayed by circumstances beyond our control.

Taxes: We collect sales or use taxes only in jurisdictions where we are licensed to do so. Customer agrees to accept sole liability and responsibility to pay for any and all uncollected sales or use tax liabilities, related penalties and interest that arise as a result of the purchase of products and/or services from our company.

Security: Until all products are paid in full, customer hereby grants to, and Advanced Exercise shall retain, a security interest in and lien on all products sold to the customer.

I accept the terms and conditions of this quote.

Signature: _____

Name: MattStruempf

Date: _____ **Customer Requested Install Date:** _____