

## Get Your Fitness Center Fit



Does your fitness company provide...

- Facility Layout & Design
- Huge Product Selection
- On-Site Training for Your Residents & Staff
- In-House Service Staff
- Preventative Maintenance

Let us help you draw more prospects and **rent more apartments!**

**800-495-2008**  
**www.exerspec.com**



**Specializing in Multifamily Fitness Centers**

It's Time to Move On;

# When to Ditch Your Old Fitness Equipment

**H**ow do you know when it's time to stop spending money on your old fitness equipment and just replace it? It may be hard to know when your investment has turned into a money pit and is at the end of its life. When the cost of maintaining your equipment is more than the piece is worth, or when the repair will only be a temporary fix for a bigger inevitable problem, it's definitely time to trash it. You also have to consider what kind of message old, outdated and broken equipment sends to current and prospective residents. In this article, we'll give you some guidelines that should help you know when it's time to move on.

If you are lucky enough to obtain equipment that comes from a truly reputable manufacturer, you can expect that parts will be available for around 10 years. We recommend to our clients, as a general rule of thumb, to expect to replace cardio equipment after 10 years – and that's **ONLY** if they are diligent in its maintenance. The life expectancy of

strength is usually quite a bit longer (sometimes more than twice as long as cardio) due to its simplicity and lack of electronics.

Typically on treadmills and ellipticals you can expect that in the 4-5 year range you will spend a significant amount of money for repairs. Running decks and belts, drive belts, wheels, roller bearings, and motors, respectively, are the most common repairs.

With proper maintenance, you can expect the second round of major repairs to come in the golden era, seven to eight years in.

Bikes, climbers, and rowers don't follow the same repair guidelines as treadmills and ellipticals. Their repair schedule varies dependant on actual use and they tend to take abuse a bit more in stride. Simple preventative maintenance goes a long way to keeping repairs to a minimum on these types of machines. So with regard to the larg-

er cardio investments, the 8-10 year mark is the time when you must weigh all the factors and make a decision about whether to put a big chunk of money into repairs or take that chunk and put it towards buying a new piece.

Now you might be saying to yourself, "My fitness equipment comes with a lifetime warranty. I'm set!" Many people believe that "lifetime warranty" means you buy a product and if, during YOUR lifetime, it breaks or stops working, you can return it or have it replaced. Not usually so! "Lifetime warranty" does not mean that a given part inside your machine is going to be replaced for the rest of your life. Generally, it means the typical life of the product and many manufacturers have different standards of how they define that life. In the fitness industry, Paramount Fitness Corporation



stops working, you can return it or have it replaced. Not usually so! "Lifetime warranty" does not mean that a given part inside your machine is going to be replaced for the rest of your life.

Generally, it means the typical life of the product and many manufacturers have different standards of how they define that life. In the fitness industry, Paramount Fitness Corporation

*continued on next page*



## MOVING MADE *easy* WITH \_\_\_\_\_ \_\_\_\_\_ **CORT**

CORT Furniture Rental makes moving a breeze. With just one call you'll find:

- Furniture packages to fit any style and price
- Next day delivery available
- Free online move-in services at [www.relocationcentral.com](http://www.relocationcentral.com)

CORT offers:

- Big Screen TV's • Pillow-top Mattresses • Housewares
- Clearance Center with great deals on previously leased and new furniture

Let CORT make it easy . . . call today!

### Rental Showroom

2560 152<sup>nd</sup> Avenue NE • Redmond  
425.746.8386

### Rental Showroom & Clearance Center

1230 Andover Park East • Tukwila  
206.575.4119



[www.cort1.com](http://www.cort1.com)

# How to Keep Chimney Fires Under Control



**E**very house with a fireplace or wood stove should have an all-purpose fire extinguisher handy and

smoke detectors in place. Chimneys should be swept at least once a year - twice if used heavily.

Chimney fires are always a threat. They can damage not only the chimney, but the entire house. Here are some pointers on how to fight chimney fires.

**Airtight stove:** Put out the fire

using a fire extinguisher or baking soda. Close the door and air controls. If the fire continues to burn in the chimney, or the chimney remains hot, call the fire department and get everyone out of the house.

Even if the fire does go out, keep the hearth door closed until the pipe is cool and can be cleaned.

**Fireplace:** Put the fire out with baking soda. Discharge a fire extinguisher up the chimney. Then call the fire department and get everyone out of the house.

Afterwards, have the chimney checked for damage before building another fire.



## Fitness

*continued from page 30*

for example, offers a lifetime warranty on welds, weight plates and guide rods and they stand behind this warranty - we witnessed it when they replaced the welds on a 20-year old piece of equipment that was vandalized.

Warranties aside, as we've always stated, a working relationship with a quality service company can keep your cardio and strength equipment functioning safely for a long, long time. Just like changing the oil in your car every 3000 miles increases the life of your car, preventative maintenance on your cardio and strength equipment increases the life of your fitness investment. We know of a gym owner who cleaned under the belts of her treadmills religiously every night and they lasted 12 years. But even if you maintain your equipment impeccably, at some point you may have to face the fact that your fitness equipment is old and outdated and ask yourself what that may be communicating to prospects.

New fitness trends, re-designed equipment styles and enhancements in biomechanics are always being improved upon. We see new treadmills or improvements on old models coming out once every 1 or 2 years. Whether it's better shock absorption, hand held heart rate, cardio entertainment or maintenance improvements, these things DO add tremendously to the experience of the exerciser. If you haven't had a

new piece of equipment in your fitness room for 8 years or more, you might want to start budgeting one piece a year (\$2000-\$6000) for the next few years until your center is current. What a prospect sees when they walk into a fitness room with old, outdated or broken machines might communicate to them that the management staff won't take care of them when their 12-year old washing machine keeps breaking down.

There are many factors involved in making the decision about when to replace your equipment. They usually include the state of the machine, how old the piece is and the message you'd like to communicate about your property. If your treadmill is 8 years old, your initial investment has most likely paid off and from here any further repairs would begin siphoning funds back the other way. If you work with a reputable company, have the service technician go through your equipment with a fine tooth comb and give you an estimate on longevity and future repair costs. You can utilize these people to learn of new products available and compare them to what you currently have. They'll help make it easier for you to let go, if and when it's time to move on!

*Kristen Lena & Brett Meldahl  
Exercise Specialties, Inc.  
800-495-2008, 425-338-2008*



The New

## APARTMENT HUNTERS

An Online & Referral Service ***IN ONE!***

No Referral Fee ✓

List Your Vacancies With Us, ✓  
RESULTS GUARANTEED!

Only \$75.00 Per Month! ✓

1-888-772-0111 • 206-770-0111  
[www.apthunters.com](http://www.apthunters.com)

**ClearStar.net** a Risk Mitigation Software  
Comprehensive Technology to Secure Your Future!

ClearStar.net is the world-wide leader in providing strategy, services, and technology infrastructure to retail screening firms.

Surpass company goals to cut costs by automating operations, expanding supplier base, develop technology offerings.

ClearStar.net

Call us today to ensure Your Secure Future

When looking for a Technology partner? Make sure System and Site Security is certified

ClearStar.net

1-877-796-2559  
[www.ClearStar.net](http://www.ClearStar.net)

ClearStar.net System is programmed with FCRA Site requirements, Security is certified.

ClearStar.net designed FCRA requirements into its Global software to empower Retail Screening companies with the latest in Technology and Security today!

ClearStar.net's .connect was built on the XML standard to easily integrate into

## He commits the crime, but YOU pay the price!

Ballard Security offers cost-effective 24/7 digital video surveillance systems that act as a visual deterrent, let you monitor your premises from on-site, home, office or on the road and provide tangible evidence for arrest and conviction.

Crime goes down when digital video security goes in.

## Ballard Security, Inc.

View our large selection of digital video surveillance products and services at:

Ballardsecurity.com

206-782-8493

CCTV Sales and Service