



Express Fitness Products

Good day,

There are 4 main costs in owning and operating the StrideMill Skating Treadmill:

Capital Cost, Labour, Energy and Repair & Maintenance.

Capital Cost

The StrideMill Skating Treadmill, due to its advanced engineering is so far ahead of the skating treadmill curve, and its price so affordable comparative to all the competition, that we only have

Please don't forget that you have to factor in machine delivery fees and government taxes, and that while installation 'time' is included, you do have to pay for economy flight, hotel and vehicle, and a daily meal allowance for the installer. It takes one day to install the StrideMill if the site is properly prepared in accordance with our instructions. You will be Certified not only on how to operate the machine, but also on the skills and drills to teach students, before the installer leaves.

Labour

While the hourly labour rate varies significantly based on the quality of the instructor and the level of program being taught, we suggest that a certified "program" coach can teach students at significantly reduced hourly rates. We generally see about \$15-25 per hour for support staff, whereas the master trainer or program designer may charge as high as \$50 per hour, or more. In this case, there may be fewer kids "on-deck" allowing for a more elite training session.

It is suggested that any available skating treadmill training time be posted online, as a static Web page, and updated daily as customers book reservations for these open slots. Booking of training staff is then based on booked hours, reducing Pay for No Revenue times. This also facilitates future booking based on scarcity which eventually results in standard hours for trainers and maximizes a facility owner's ROI.

Energy

At top speed [20MPH], or what we call 100% [full] ratio, our 5HP motor draws 4.46 kW per hour.

So to get the worst case scenario, use 4.46 kW/hour x 5 hours/day x 6 days/week. This would equate to 113.8 kW used in one per week. Take your current cost/kW and add 50% to achieve a truer cost. This would include taxes, electricity delivery charges etc.

This means that an actual rate of \$0.10 per kW hour might modify to \$0.15 per kW, which in our example above translates to \$17.07 per week to operate. In a more realistic example where students of different ages and abilities are trained, you might be operating at 20 hours per week at 80% ratio [16MPH], and this converts to \$13.38 per week - insignificant in either case.



Express Fitness Products

In the end, the “hourly” electrical consumption is under \$0.75 per hour. And based on generally accepted “average on-deck revenue” of 4 kids each at \$35 per session, energy costs represents less than ½ of 1 percent of total operating revenue.

Repair & Maintenance

Normal Wear & Tear

The UHMWPE synthetic used on the StrideMill is the toughest plastic known to man. It has the highest molecular chain count, and with oils engineered into its core, it lasts longer than any other synthetic when skated on.

It does however have a life span. And while this is totally dependant on the hours of usage, the speeds at which it is used and the weight of the skaters, we can make an educated guess. Based on 20 hours per week at 80% ratio [16MPH], we suggest that you will require replacement at the 36 month mark of ownership. The current cost for replacing all FakeIce strips on the StrideMill after about 3120 hours of use is estimated at less than \$5,000. This operation is generally done in one day, but is dependant on access, which is based on the type/location of the install.

This means you should accrue about \$1.50 per hour for this eventual replacement. Again, based on the generally accepted “average on-deck revenue” of 4 kids each at \$35 per session, energy costs represents about 1% of total operating costs.

We recommend you never use a Silicone- or Glycerin-based glide enhancer on our UHMWPE skating surface; for good reasons:

- The shavings that they produce may be harmful to the skater’s health when inhaled while breathing
- Glide enhancers tend to seal in transferred dirt if the skating surface was not properly cleaned prior its application
- It can make the FakeIce too slippery and not allow for proper skate blade contact during stride mechanics

If you must, use a dry spray, or water-based enhancer, but either may make the track too slippery for effective use.

Damage

>>Covered

The manufacturer warrants all manufactured parts free from manufacturer’s defects for a period of 5 years from installation date. In the event that a deficiency is noted, please email us and we will address the concern immediately. Please refer to our Warranty for full details.

>>Not Covered

Damage caused by willful neglect, misuse and due to ignoring manufacturer’s recommendations. In this instance contact our office, we will assess the situation over the phone; determine a course of action, which may include charging for such repairs, and then proceed with the remedy, pending invoicing and payment terms approval.

042910