

Modulars Made Simple

By John Ballew, Sales and Product Technical Manager

For years, the Icarian Modular units have been among the top sellers in strength products. These units are space-efficient for the number of exercise stations they incorporate, are customizable to fit any facility or need, and are relatively economical. The flexibility of design allows you to structure a Modular so it's perfect for a small hotel, a large corporation, or the biggest recreation center.

Up until now, designing and ordering a custom Modular has been a bit complicated. There were quite a few individual components to understand and order correctly. Precor is pleased to introduce a new system that will simplify both the sales and ordering processes.

While the Precor Modular System still allows for nearly unlimited custom-designed configurations, we have pre-configured over 90 of the more popular Modular designs and given each a separate product number. The individual layouts are available at our website and grouped by number of weight stacks. The pre-configured options range from all possible combinations of 2-stack Modulars up to several combinations of 12-stack Modulars. You simply identify your customer's needs, select the configuration that works best for them, and order using a single product number. Simpler, quicker, and more accurate.

You will still need to specify frame and upholstery colors. To eliminate the need for optional weight stacks, we've selected heavier stacks for appropriate stations where the extra weight might be required.

The Modular System still allows you to customize a unit to fit a customer's unique needs. Your customer can order any 12-stack combination they desire. Need a 20-stack centerpiece for that new recreation center? No problem. We can do a custom Modular that will be perfect for the customer. The pre-configured designs are there to cover what will be more than 90% of the orders for Modulars. This system greatly speeds up ordering and manufacturing so lead times can be kept to a minimum. Each pre-configured Modular includes length and width dimensions. The dealer cost for each Modular has already been set for efficiency in sales and ordering.

The Precor website also shows the individual components that make up any Modular. This key will help you translate the stations shown on the 90 plus top-view layouts so you and your customer understand exactly what exercise stations each Modular includes. That way you can be sure to accurately match the Modular to their needs. These individual components also comprise the "Tinker Toys" that you can manipulate to create any sized custom Modular.

The Modular system consists of a series of five 2-station "Cores" and several individual exercise stations along with various connectors used to join together the components.

Any combination of Longpull, Pulldown, and Pushdown (except a Pushdown/Pushdown) is available in a Core. Each core has an exercise station at opposite ends connected by a frame assembly that includes two weight stacks -- one for each exercise station. Individual stations (Longpull, Pulldown, Adjustable Hi/Low Pulley, weight-assisted Dip/Chin) can then be attached to either side of a Core. Cores can be linked together using a Cable Crossover consisting of two Adjustable Hi/Low Pulleys and a Crossover Strut connecting the pulley stations. By linking Cores of several configurations, you can create a Modular of virtually unlimited size. Anyone need a 50-stack Modular? That would set a World Record for sure!

Here are a few guidelines for the Modular System. Please understand and follow these when discussing the Modular System with your customer and when placing an order for a custom Modular.

- The Pushdown station is only available as part of a Core.
- There is no Core with a double Pushdown.
- There is no fixed Hi/Low Pulley station. Only the Adjustable Hi/Low Pulley is available in the Modular System.*
- There are no weight stack options for the Modular System.

When ordering a Modular that's not on the list of pre-configured designs, please allow an extra two weeks in addition to the normal lead time for delivery. We will need to take your design, translate it to a layout, document the new design, and then send the design through for manufacturing. We will also assign a dealer cost to your custom Modular. When giving your customer an estimated price, please be sure to let them know that the final pricing needs to be set by Precor and that you'll get back to them ASAP with the exact final price. I'd hate to see someone forget that you need a Crossover Strut for a particular custom design and then have to go back to the customer with a much higher price than you first quoted.

For Modular units not on the pre-configured list, please work with your Precor dealer manager to be sure you have correctly configured the design. The dealer manager will then pass on the design information to Precor corporate for documentation and pricing.

As you can easily see, the extra lead time and effort needed to create a new custom Modular really create an incentive to purchase one of the pre-configured units! Hopefully, you'll find a pre-configured design on the website that meets your customer's needs. Encourage them to go with a pre-configured Modular and your job will be much easier and their satisfaction will be assured.

*Note: The 820 Multi-Gym does have fixed Hi/Low Pulleys comprising the Cable Crossover section, but this model is not part of the Modular System. There are two Adjustable Hi/Low Pulley stations in the Multi-Gym located on either end of the unit. There are no optional configurations for the Multi-Gym.