

**PLAE Vertical Inc.**

190 Etowah Industrial Ct, Canton, Georgia 30114  
Phone : 4046457900 Fax : 770-702-5381

# ESTIMATE

| Estimate# : <b>96043</b>                                                  |                                                                                                                                                 | Sales Person : <b>Brock Thompson</b>      |          |           |
|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|----------|-----------|
| Estimate Date : <b>01-12-26</b>                                           |                                                                                                                                                 |                                           |          |           |
| Expiry Date : <b>02-11-26</b>                                             |                                                                                                                                                 |                                           |          |           |
| <b>Bill To</b>                                                            |                                                                                                                                                 | <b>Ship To</b>                            |          |           |
| <b>Mercer County Schools</b><br>1124 Moberly Rd.<br>Harrodsburg, KY 40330 |                                                                                                                                                 | 1124 Moberly Rd.<br>Harrodsburg, KY 40330 |          |           |
| #                                                                         | Item & Description                                                                                                                              | Qty                                       | Rate     | Amount    |
| <b>RACK</b>                                                               |                                                                                                                                                 |                                           |          |           |
| 1                                                                         | PLAE ICONx - Double Half Rack 30"/30"<br>SKU : IX-DH-3030-100<br>Height: 100"<br>Color: PLAE Standard Colors<br>*Athletic Navy<br>*Athletic Red | 8.00<br>ea                                | 2,850.00 | 22,800.00 |
| 2                                                                         | ICONx Custom Grille - Double Sided Tier 1<br>SKU : IX-GR-S2-T1<br>Design: TBD<br>Colors: Athletic Red & Athletic Navy<br>2 to 3 Layers Per Side | 8.00<br>ea                                | 1,000.00 | 8,000.00  |
| <b>RACK ATTACHMENTS</b>                                                   |                                                                                                                                                 |                                           |          |           |
| 3                                                                         | ICON Single Leg Roller<br>SKU : I-A-SLR<br>P Accent Color:<br>Color: Black<br>Pad Length: 18"                                                   | 16.00<br>ea                               | 270.00   | 4,320.00  |
| 4                                                                         | Band Hanger<br>SKU : I-A2-BH<br>Color: Black                                                                                                    | 16.00<br>ea                               | 70.00    | 1,120.00  |
| 5                                                                         | Chain Hanger<br>SKU : I-S-CH<br>Color: Black                                                                                                    | 16.00<br>ea                               | 75.00    | 1,200.00  |
| 6                                                                         | Horizontal Single Bar Storage<br>SKU : I-S-BS-H-1<br>Color: Black                                                                               | 16.00<br>ea                               | 65.00    | 1,040.00  |
| 7                                                                         | ICON Landmine<br>SKU : I-A-LM<br>Color: Black                                                                                                   | 16.00<br>ea                               | 115.00   | 1,840.00  |
| 8                                                                         | ICON Spotter Arms - Color<br>SKU : I-A-SA-STD-C<br>P-Mark:<br>Color: Athletic Red                                                               | 16.00<br>Pair                             | 685.00   | 10,960.00 |
| 9                                                                         | Icon Straight Pull Up Bar<br>SKU : I-P-ST<br>Color: Black                                                                                       | 16.00<br>ea                               | 175.00   | 2,800.00  |
| 10                                                                        | 6" Weight Horn - BRZ<br>SKU : I-S-P-6-BRZ<br>Finish: Bright Zinc                                                                                | 32.00<br>ea                               | 80.00    | 2,560.00  |

| #               | Item & Description                                                                                                                         | Qty           | Rate     | Amount    |
|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------|---------------|----------|-----------|
| 11              | 12" Weight Horn - BRZ<br>SKU : I-S-P-12-BRZ<br>Finish: Bright Zinc                                                                         | 48.00<br>ea   | 120.00   | 5,760.00  |
| 12              | PLAE ICON 71" Daisy Chain<br>SKU : I-D-71<br>10'0" Center<br>Color: PLAE Standard Colors<br>*Athletic Navy*                                | 14.00<br>ea   | 437.50   | 6,125.00  |
| 13              | ICON J-Cups - Black<br>SKU : I-A-JCUP-ICON<br>P-Mark: Black<br>Color: Black                                                                | 16.00<br>Pair | 435.00   | 6,960.00  |
| <b>BENCHES</b>  |                                                                                                                                            |               |          |           |
| 14              | ICON Adjustable Bench - Black Frame with White PLAE Logo<br>SKU : IC-BEA-000-0102<br>Frame: Black<br>PLAE Logo: White<br>Upholstery: Black | 16.00<br>ea   | 1,065.00 | 17,040.00 |
| <b>STORAGE</b>  |                                                                                                                                            |               |          |           |
| 15              | ICON Angled Dumbbell Shelf Side Frame Custom Logo Shroud<br>SKU : I-AD-SF-CLS<br>Color: Black                                              | 8.00<br>ea    | 300.00   | 2,400.00  |
| 16              | ICON 95" Round Head Dumbbell Shelf with Saddles<br>SKU : IX-S-SLF-RDB-95<br>Color: Black<br>Saddles included for 10 dumbbells.             | 12.00<br>ea   | 720.00   | 8,640.00  |
| <b>BUMPERS</b>  |                                                                                                                                            |               |          |           |
| 17              | PLAE Rubber Change Plate 2.5 LB - Black<br>SKU : PLAE-CP-2.5<br>PLAE Change Plates - Pair - 2.5lb                                          | 16.00<br>pair | 60.00    | 960.00    |
| 18              | PLAE Rubber Change Plate 5 LB - Black<br>SKU : PLAE-CP-5<br>PLAE Change Plates - Pair - 5 lb                                               | 16.00<br>pair | 75.00    | 1,200.00  |
| 19              | PLAE Rubber Eco Bumper Plate 10 LB<br>SKU : ECO-BP-10LB<br>PLAE ECO Bumper 10 lb Pair<br>- High Grade Rubber                               | 32.00<br>Pair | 90.00    | 2,880.00  |
| 20              | PLAE Rubber Eco Bumper Plate 25 LB<br>SKU : ECO-BP-25LB<br>PLAE ECO Bumper 25 lb Pair<br>- High Grade Rubber                               | 32.00<br>Pair | 130.00   | 4,160.00  |
| 21              | PLAE Rubber Eco Bumper Plate 45 LB<br>SKU : ECO-BP-45LB<br>PLAE ECO Bumper 45 lb Pair<br>- High Grade Rubber                               | 48.00<br>Pair | 225.00   | 10,800.00 |
| <b>BARBELLS</b> |                                                                                                                                            |               |          |           |
| 22              | ICON Women's 15 KG Training Bar - Bright Zinc<br>SKU : B-TR-W-15KG-BZ<br>ICON Training Bar Women's 15 KG - All Bright Zinc                 | 16.00<br>ea   | 550.00   | 8,800.00  |
| 23              | ICON Training Bar Men's 20 KG - All Bright Zinc<br>SKU : B-TR-M-20KG-BZ<br>ICON Training Bar Men's 20 KG - All Bright Zinc                 | 16.00<br>ea   | 560.00   | 8,960.00  |
| 24              | ICON Safety Squat Bar<br>SKU : I-B-SSB<br>Color: Black                                                                                     | 16.00<br>ea   | 556.00   | 8,896.00  |
| <b>MACHINES</b> |                                                                                                                                            |               |          |           |
|                 |                                                                                                                                            |               |          |           |

| #                | Item & Description                                                                                          | Qty          | Rate     | Amount   |
|------------------|-------------------------------------------------------------------------------------------------------------|--------------|----------|----------|
| 25               | PLAE Plate Loaded Glute Ham/ Reverse Hyper<br>SKU : P-GHRH-24<br>PLAE Plate Loaded Glute Ham/ Reverse Hyper | 3.00<br>ea   | 2,820.00 | 8,460.00 |
| <b>DUMBBELLS</b> |                                                                                                             |              |          |          |
| 26               | PLAE Urethane Round Dumbbell 5 LB<br>SKU : PLAE-UD-5<br>PLAE 5 LB Urethane Dumbbell pair                    | 4.00<br>Pair | 96.00    | 384.00   |
| 27               | PLAE Urethane Round Dumbbell 10 LB<br>SKU : PLAE-UD-10<br>PLAE 10 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 114.00   | 456.00   |
| 28               | PLAE Urethane Round Dumbbell 15 LB<br>SKU : PLAE-UD-15<br>PLAE 15 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 136.00   | 544.00   |
| 29               | PLAE Urethane Round Dumbbell 20 LB<br>SKU : PLAE-UD-20<br>PLAE 20 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 169.00   | 676.00   |
| 30               | PLAE Urethane Round Dumbbell 25 LB<br>SKU : PLAE-UD-25<br>PLAE 25 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 186.00   | 744.00   |
| 31               | PLAE Urethane Round Dumbbell 30 LB<br>SKU : PLAE-UD-30<br>PLAE 30 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 220.00   | 880.00   |
| 32               | PLAE Urethane Round Dumbbell 35 LB<br>SKU : PLAE-UD-35<br>PLAE 35 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 257.00   | 1,028.00 |
| 33               | PLAE Urethane Round Dumbbell 40 LB<br>SKU : PLAE-UD-40<br>PLAE 40 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 292.00   | 1,168.00 |
| 34               | PLAE Urethane Round Dumbbell 45 LB<br>SKU : PLAE-UD-45<br>PLAE 45 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 327.00   | 1,308.00 |
| 35               | PLAE Urethane Round Dumbbell 50 LB<br>SKU : PLAE-UD-50<br>PLAE 50 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 363.00   | 1,452.00 |
| 36               | PLAE Urethane Round Dumbbell 55 LB<br>SKU : PLAE-UD-55<br>PLAE 55 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 398.00   | 1,592.00 |
| 37               | PLAE Urethane Round Dumbbell 60 LB<br>SKU : PLAE-UD-60<br>PLAE 60 LB Urethane Dumbbell pair                 | 4.00<br>Pair | 433.00   | 1,732.00 |
| 38               | PLAE Urethane Round Dumbbell 65 LB<br>SKU : PLAE-UD-65<br>PLAE 65 LB Urethane Dumbbell pair                 | 2.00<br>Pair | 467.00   | 934.00   |
| 39               | PLAE Urethane Round Dumbbell 70 LB<br>SKU : PLAE-UD-70<br>PLAE 70 LB Urethane Dumbbell pair                 | 2.00<br>Pair | 501.00   | 1,002.00 |
| 40               | PLAE Urethane Round Dumbbell 75 LB<br>SKU : PLAE-UD-75<br>PLAE 75 LB Urethane Dumbbell pair                 | 2.00<br>Pair | 536.00   | 1,072.00 |
| 41               | PLAE Urethane Round Dumbbell 80 LB<br>SKU : PLAE-UD-80<br>PLAE 80 LB Urethane Dumbbell pair                 | 2.00<br>Pair | 571.00   | 1,142.00 |
| 42               | PLAE Urethane Round Dumbbell 85 LB<br>SKU : PLAE-UD-85<br>PLAE 85 LB Urethane Dumbbell pair                 | 1.00<br>Pair | 606.00   | 606.00   |
| 43               | PLAE Urethane Round Dumbbell 90 LB<br>SKU : PLAE-UD-90<br>PLAE 90 LB Urethane Dumbbell pair                 | 1.00<br>Pair | 640.00   | 640.00   |
| 44               | PLAE Urethane Round Dumbbell 95 LB<br>SKU : PLAE-UD-95<br>PLAE 95 LB Urethane Dumbbell pair                 | 1.00<br>Pair | 675.00   | 675.00   |

| #                                     | Item & Description                                                                                                            | Qty          | Rate     | Amount   |
|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|--------------|----------|----------|
| 45                                    | PLAE Urethane Round Dumbbell 100 LB<br>SKU : PLAE-UD-100<br>PLAE 100 LB Urethane Dumbbell pair                                | 1.00<br>Pair | 709.00   | 709.00   |
| <b>THIRD PARTY ITEMS</b>              |                                                                                                                               |              |          |          |
| 46                                    | 1213-01 (PB)<br>Superband 1/4" - Orange                                                                                       | 20.00        | 12.95    | 259.00   |
| 47                                    | 1213-03 (PB)<br>Superband 1/2" - Black                                                                                        | 20.00        | 15.95    | 319.00   |
| 48                                    | 1213-05 (PB)<br>Superband 1" - Black                                                                                          | 20.00        | 23.95    | 479.00   |
| 49                                    | 1213-07 (PB)<br>Superband 1-1/2" - Green                                                                                      | 20.00        | 29.95    | 599.00   |
| 50                                    | 4036-01 (PB)<br>Mega Trap Bar                                                                                                 | 16.00        | 349.95   | 5,599.20 |
| 51                                    | Misc Equipment<br>4039-01<br>Swiss Bar<br>*Perform Better*                                                                    | 16.00        | 296.00   | 4,736.00 |
| 52                                    | Misc Equipment<br>4178-01<br>20lb Economy Training Bar<br>*Perform Better*                                                    | 16.00        | 134.00   | 2,144.00 |
| 53                                    | Misc Equipment<br>4075-45<br>First Place Chrome Plated Lifting Chains 45lb Set<br>(Pair of 22.5lb Chains)<br>*Perform Better* | 16.00        | 160.00   | 2,560.00 |
| 54                                    | Misc Equipment<br>First Place Chrome Plated Lifting Chains 30lb Set<br>(Pair of 15lb Chains in one box)<br>*Perform Better*   | 16.00        | 121.00   | 1,936.00 |
| 55                                    | Misc Equipment<br>3230-04<br>PB Extreme Soft Toss Elite Medicine Ball 4 lb<br>*Perform Better*                                | 6.00         | 64.00    | 384.00   |
| 56                                    | Misc Equipment<br>3230-06<br>PB Extreme Soft Toss Elite Medicine Ball 6 lb<br>*Perform Better*                                | 6.00         | 68.00    | 408.00   |
| 57                                    | Misc Equipment<br>3230-08<br>PB Extreme Soft Toss Elite Medicine Ball 8 lb<br>*Perform Better*                                | 6.00         | 72.00    | 432.00   |
| 58                                    | Misc Equipment<br>3230-10<br>PB Extreme Soft Toss Elite Medicine Ball 10 lb<br>*Perform Better*                               | 6.00         | 76.00    | 456.00   |
| <b>FREIGHT &amp; TARIFFS</b>          |                                                                                                                               |              |          |          |
| 59                                    | Freight<br>Freight - Dedicated Trucks                                                                                         | 1.00         | 5,740.00 | 5,740.00 |
| 60                                    | Tariff Fees<br>Tariff fees to be adjusted to prevailing rates at time of product shipment.                                    | 1.00         | 9,448.85 | 9,448.85 |
| <b>INSTALLATION &amp; TRIP CHARGE</b> |                                                                                                                               |              |          |          |
| 61                                    | 30 Yard Dumpster - SE<br>30 Yard Dumpster                                                                                     | 2.00         | 1,400.00 | 2,800.00 |
| 62                                    | Forklift Rental - SE<br>Forklift                                                                                              | 1.00         | 1,286.00 | 1,286.00 |
| 63                                    | Trip Charge<br>Trip Charge + Equipment Installation                                                                           | 1.00         | 9,930.00 | 9,930.00 |
|                                       |                                                                                                                               |              |          |          |

Notes

-ICON/ ICONx Racks & Rack Accessories - 12 weeks  
-Equipment Accessories (cable and lever arms) - 19 weeks  
-Customized Bumper Plates - 19 weeks  
-PLAE Barbells - 3 weeks

Terms & Conditions

This order subject to PLAE's standard terms:

Product Only

50% of Total Order - Net 14

50% of Total Order - Due a minimum of 14 days prior to shipping of materials

Product & Install

50% of Total Order - Net 14

35% of Total Order - Due a minimum of 14 days prior to shipping of materials

15% of Total Order - Due upon completion

|                   |                     |
|-------------------|---------------------|
| Sub Total         | 226,941.05          |
| KY STATE TAX (6%) | 13,616.46           |
| <b>Total</b>      | <b>\$240,557.51</b> |

Authorized Signature

PLAE delivered (an "Estimate") to the Customer regarding the goods that are the subject of purchase. Customer's Purchase Order adopts and incorporates by reference the terms and conditions of the Estimate. The Customer hereby (i) acknowledges that it has received and has read the Estimate and (ii) agrees to be bound by the terms and conditions of the Estimate, including without limitation the terms and conditions in the Estimate relating to disclaimers of warranties and limitations of liability.

#### **STANDARDS & WARRANTY**

PLAE offers warranty on product and install (installation warranty is only valid on projects that PLAE is contracted to perform). For full product warranty details please use the following link: <https://plae.us/documentation>. PLAE will provide all documentation relating warranty, maintenance, and specifications of your chosen solution in an Operations and Maintenance Manual (O&M) at part of the project sign off and handover.

#### **EXCLUSIONS & DISCLAIMERS:**

- Production timeline does not start from the date of received signed PLAE estimate or purchase order. Product will not go into production without the deposit and a signed shop drawing.
- Product Only Scope - Please note product only Customers are responsible for receiving, offloading, and transporting material to the designated installation area. A forklift is recommended for all orders, while carpet pole is needed for turf only.
- For PLAE standard products, if an order is cancelled or modified (color, thickness, quantity, etc.) after the deposit payment has already been made, and prior to shipping, there will be a re-stocking fee of 35% of the material value from the original order. Custom equipment or flooring isn't available for restocking.
- Weekly Storage Fees of \$400 or 1.5% of product value (whichever is greater), will be incurred if notice to delay shipment is not received a minimum of 10 business days prior to scheduled shipment date. In addition to the first week of storage fee, an additional shipment fee for the relocation of material from PLAE's manufacturing plant to distribution center will be levied. PLEASE NOTE: Additional shipment cost is a one-time fee. All fees, including additional shipment costs, must be paid in full before any material ships to job site.
- If the project requires delivery to occur outside of normal business hours or multiple deliveries, without prior notice, PLAE will add a 30% freight surcharge.
- If additional tariffs or similar taxes or charges (collectively, "Taxes") that are imposed on PLAE in such a manner that increases the cost to PLAE of performing its obligation under this Estimate or reduces the amount of any sums received or receivable by PLAE under this Estimate, then PLAE will be entitled to increase the prices set forth in this Estimate by an amount that compensates PLAE for such additional Taxes incurred or reductions suffered. Customer agrees to pay these escalated prices consistent with the terms set forth herein.
- No allowance has been made for major floor preparation. PLAE requires the sub-floor to meet ATSM F710 in which flatness does not exceed 3/16" over 10'. If the floor does not meet the forementioned standards, floor preparation will be required and quoted after the subfloor is viewed by PLAE's Project Manager.
- No allowance has been made for floor protection. If floor protection is required, PLAE will purchase and install floor protection after an approved change order has been issued.
- Demolition works outside of anything scoped is excluded.
- Other grinding or preparation works outside of the agreed scope is excluded.
- Moving of non-PLAE material and/or equipment. If movement of non-PLAE equipment is required, PLAE will review and provide a change order.
- Unless stated otherwise, PLAE has made no allowance for dust mitigations. If dust mitigations are required PLAE will purchase and install with an approved change order.
- Unless stated otherwise, PLAE has allowed for install on a concrete subfloor. If any form of other subfloor is present a change order may need to be issued. Alternatively, PLAE can provide a subfloor agreement, outlining the risk will be taken on by you the customer.

- If the job site is not ready at the agreed date and PLAE is not provided 72 hours notice for a date change, PLAE will invoice stand down rates at the rate of \$1615 per day.
- Any change to the works listed in this Estimate will be treated as a variation of works and require applicable changes to be quoted, presented and signed of. This may include re-issuing documentation and combined with a PLAE change order.
- Unless stated otherwise, PLAE has made no allowance for payment or performance bonds. If bonds are required, a change order may need to be issued.
- Unless stated otherwise, PLAE has made no allowance for union labor. If union labor is required, a change order may need to be issued.
- Unless stated otherwise, PLAE has made no allowance for prevailing wages. If prevailing wages are required, a change order may need to be issued.
- All past due balances are subject to a Monthly Late Fee of \*1.5% or \$80, whichever is greater. (\* State maximums will apply)
- STEALTH - Neither PLAE nor any person on PLAE's behalf has made or makes any express or implied representation or warranty with respect to the acoustic performance of the products covered by this statement of work, either oral or written, including any warranties of merchantability, fitness for fitness for a particular purpose, whether arising by law, course of dealing, course of performance, usage of trade or otherwise, all of which are expressly disclaimed. Without limiting the foregoing, PLAE specifically disclaims all representations and warranties relating to meeting specified or anticipated noise and/or vibration standards. You acknowledge that you have not relied upon any representation or warranty made by PLAE, or any other person on PLAE's behalf, with respect to the acoustic performance of the products covered by this statement of work. You assume all risk and liability related to the acoustic performance of the products.
- Orders that include ARMR line products may be fulfilled in multiple shipments. ARMR products are currently in pre-productions and will ship once manufacturing is complete and quality standards are met.
- All non-ARMR products in the order will be shipped and installed according to the agreed delivery schedule. Customer agrees to remit payment for all non-ARMR products upon shipment and/or installation in accordance with the stated payment terms, regardless of the delivery status of ARMR products.
- Payment for ARMR products not ready to be shipped with non-ARMR products will be invoiced separately and will be due upon their shipment and/or installation. Delays specific to ARMR products shall not be cause for withholding payment for any other products delivered in good condition and in accordance with specifications.
- We strive to ensure your satisfaction with every purchase. If you need to return an item, please follow these guidelines:
  - o Returns are accepted within 30 days of installation or delivery, whichever occurs first.
  - o A 25% restocking fee will be applied to all returned items.
  - o Customers are responsible for arranging and paying for return shipping, including any associated freight costs.
  - o Returns will only be processed for credit once the product is received and inspected to confirm it is in good, unused, free of damage, original condition.
  - o Prior to shipping, customers must provide clear pictures of the item to document its condition.
  - o A Return Merchandise Authorization (RMA) must be obtained from us before shipping the item back. Returns without a valid RMA will not be accepted.
  - o Items not eligible for return include all accessories, flooring, and custom equipment. Please contact us at support@plae.global to obtain an RMA and receive further instructions. We appreciate your understanding and cooperation.
- Acceptance of this Estimate is inclusive of PLAE's payment terms, conditions, exclusions and disclaimers. PLAE's Estimate is valid for 30 days from the listed date on page 1 of this Estimate. Once signed any changes will be treated as a variation of scope.