

Tripp Lite Helps True Fitness Technology Land Specialty Clients



SUMMARY

Customer

True Fitness Technology is one of the oldest and largest fitness equipment manufacturers in the world, producing home- and commercial-grade treadmills, ellipticals and bikes.

Goal

Ensure fitness equipment meets medical ground leakage requirements.

Solution

Medical-Grade Isolation Transformer

- [IS1800HG](#)

Results

- Successful installation of medical-grade isolation transformers
- Connected fitness equipment met medical ground leakage requirements.



“In over 25 years in the fitness industry, I have rarely benefited as much from the technical expertise and commitment to customer service as exhibited by Tripp Lite personnel.”

Jim Pittaway
Electrical Engineering Manager
True Fitness Technology, Inc.

Customer

True Fitness Technology is one of the oldest and largest fitness equipment manufacturers in the world, producing home- and commercial-grade treadmills, ellipticals and exercise bikes.



Goal

True Fitness Technology’s nationwide sales network produces sales opportunities that involve an assortment of challenges requiring lightning-quick solutions to sourcing issues. Jim Pittaway, the Electrical Engineering Manager, describes one such event. “A prospective client loved our treadmills but had a special problem. Since his health club is attached to a hospital, he needed our equipment to meet medical ground leakage requirements. Our job was to source a medically approved isolation transformer, test it and ship it on location within one week’s time.” This task would have been difficult had it not been for the cooperation and dedication of Tripp Lite.

Solution



[IS1800HG](#) Medical-Grade Isolation Transformer

- Approved for use in Patient Care Areas
- Reduces cumulative leakage current of connected equipment below 100 μ A
- Complete line isolation, noise filtering and surge suppression
- 1800 watts, 6 outlets, 10-ft. power cord
- Hospital-grade plug and receptacles
- Rugged all-metal unit housing

Results

“We not only received multiple transformers overnight for testing,” said Pittaway, “but by the end of the next day, we had established an OEM relationship with Tripp Lite and transformers were being drop-shipped directly to the customer. I sincerely thank Tripp Lite for providing not only a solution to my problem, but also for making it easier to do my job!”

Tripp Lite has built a reputation for world-class customer service and support, and Pittaway agrees. “In over 25 years in the fitness industry, I have rarely benefited as much from the technical expertise and commitment to customer service as exhibited by Tripp Lite personnel.” Tripp Lite’s line of Medical-Grade Isolation Transformers offers models with capacities from 250 to 1800 watts and provides from 2 to 6 outlets.



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