

To: Rich Kahnf [REDACTED]
From: [REDACTED]
Sent: Tue 9/9/2014 8:39:19 PM
Subject: From Nat at Leisure Fitness (FYI)

The quote I provided has a break down of the pricing. I'll go over the pricing to demonstrate why I'm giving you a good deal.

First, the AMT itself is a commercial piece. There is less mark-up on a Commercial piece than a home product, and this piece costs twice the amount of the EFX 447 because it literally is almost twice the weight (significantly more steel), and the console has more capabilities. With that said, I discounted to \$10,400, which is a significant savings on its own.

The delivery and installation given the circumstances would normally total \$700. I am including that at my selling price. This price includes removing the EFX 447, and delivering and assembling the AMT. As with before, I am utilizing our best delivery crew.

The Preva setup is an item that is independent of the AMT installation as it integrates the machine with external networks (TV, Internet). The machine can function without these interfaces. With this installation, Precor setups an account for the machine. This is a one-time fee, but it requires a specialist to be present (we will send one).

Typically, if we take a return on a machine because a client does not like the unit, we access a restocking fee of 20%. If Mr. Epstein upgrades to the AMT 885, we will waive that restocking fee (and my pricing is based on that factor).

I hope that helps illustrate the benefits of the quote provided.

Nat Gennace

Manager, Online Fitness Consultant

Leisure Fitness Equipment

193 Route 17 (Between Midland and Century, next to Dunkin Donuts)

Paramus, NJ 07652--201-523-9099 (Mon, Tu, Thu, Fri, Sat)

*Check out www.leisurefitness.com - **Guaranteed best pricing***

Authorized Dealer of Precor, Spirit, Inspire, Landice, Life Fitness, Cascade, Body Solid, Torque, Teeter, Powerblock, GoFit, SportsArt, Diamondback, and LifeSpan equipment

From: [REDACTED]
Sent: Tuesday, September 09, 2014 4:00 PM
To: Nat Gennace
Subject: Re: EFX 447 to AMT 885 Epstein Swap

Nat, is it possible for you to give me more of a breakdown..? what would be my discounted price if I purchased this Precor AMT 885 alone (as if we had never purchased the other Precor) Are you working in that restocking price of 20% Scott had mentioned ? Although he also mentioned that if we swapped out the machine you would "work with us"...just wondering how you came to your figures...I know delivery is in there also...

On Sep 9, 2014, at 2:04 PM, Nat Gennace [REDACTED] wrote: