



EXHIBIT B

As a distributor of many brands it is hard for me to break down pricing and show you discounts across the board. For example. A Precor treadmill retails for \$8990 and I will be selling to FS Residential for 5420. National Pricing. However when I sell accessories like a medicine ball that retails for \$52. I can sell it for \$38.

So when it comes to new products I would assure that FS Residential is getting national account pricing across the board.

We also sell high quality brands new and lightly used. This is great for properties that are tight on budget but don't want to bring down the quality of the gym with entry level equipment.

We provide service. We have 8 techs in the Chicagoland area giving you service within 48 hours of a call.

We provide Preventative Maintenance as well with one of the best PM crews in the country. We also offer a smaller 2 man crew if budget is tight.

Service costs.

\$75 trip charge and \$80 labor. 30 mins minimum

PM depends on the quantity of equipment the facility has but all FS Residential properties will get a 20% discount

We also provide disinfectant wipes. Very important this time of year.

A case comes with 4 rolls - \$100/ case

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