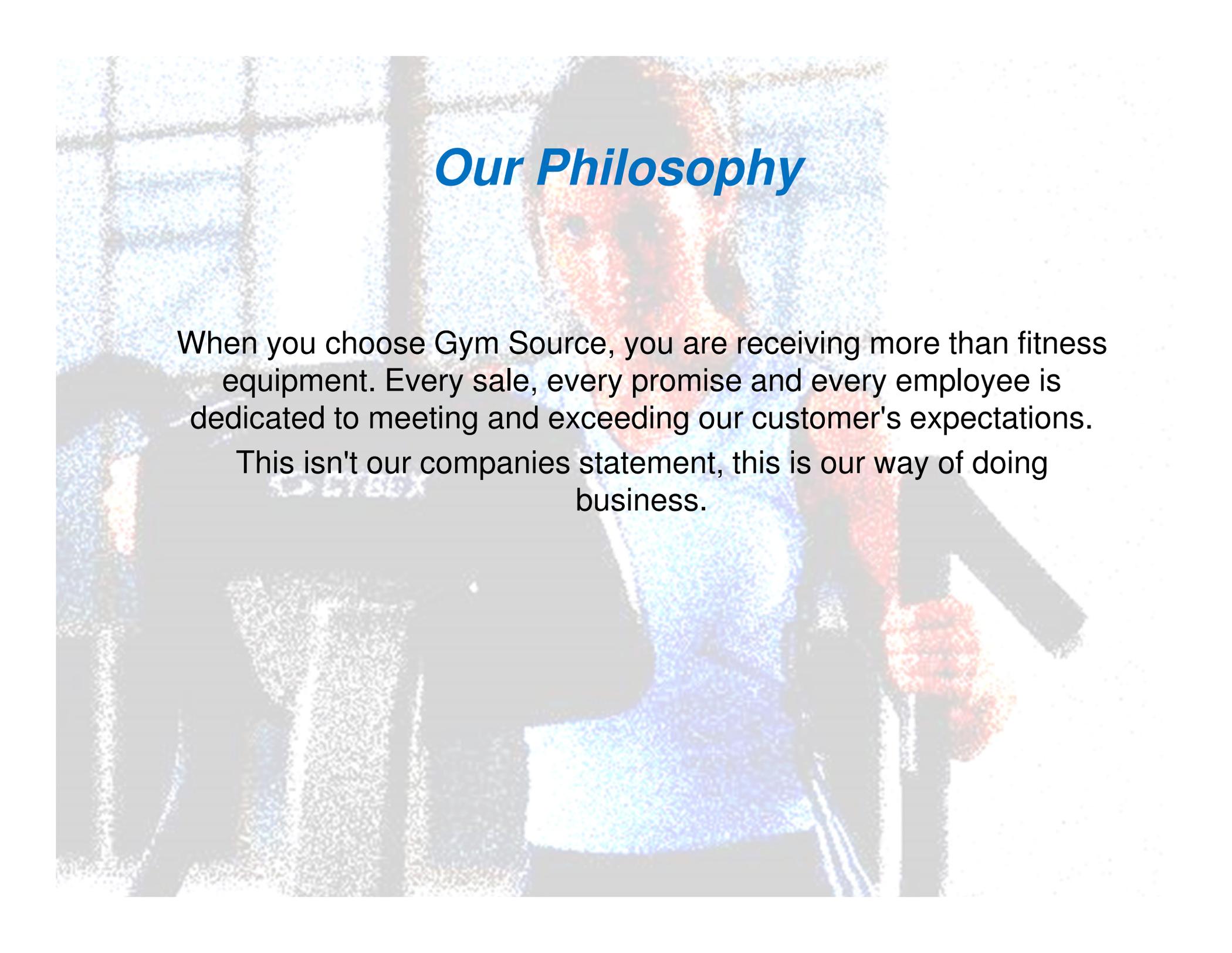


# *A Business Partnership for Fitness Success*



A person wearing a blue long-sleeved shirt and dark pants is running on a treadmill in a gym. The person is captured in motion, with their arms and legs in a running stride. The background shows a window with a grid pattern, suggesting an indoor gym setting. The overall image has a slightly grainy, high-contrast appearance.

## *Our Philosophy*

When you choose Gym Source, you are receiving more than fitness equipment. Every sale, every promise and every employee is dedicated to meeting and exceeding our customer's expectations.

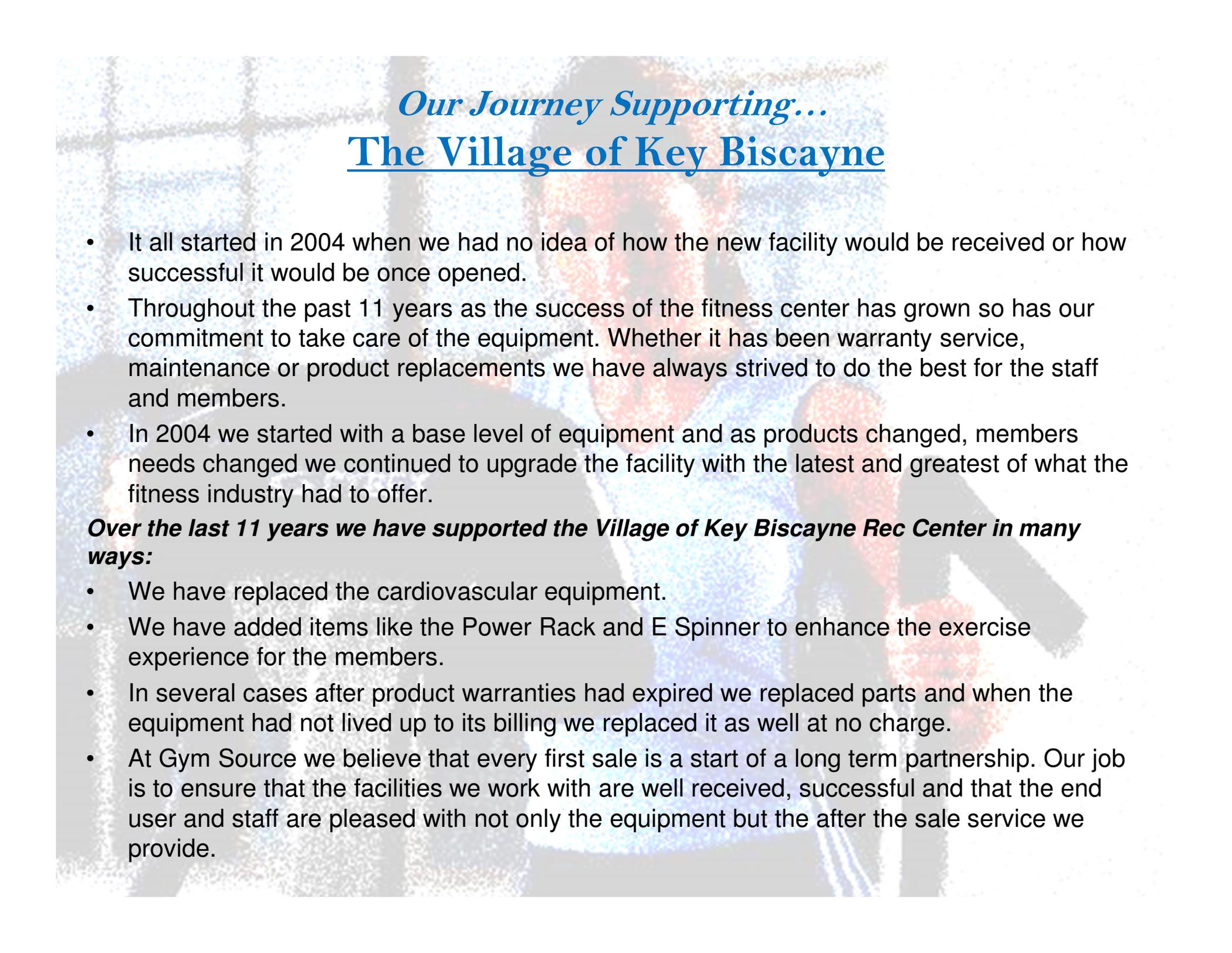
This isn't our companies statement, this is our way of doing business.

# *Who is The Gym Source?*

- Largest commercial equipment dealer in the world, \$100M Company
- Family Owned Business for over 70 Years
- Company owned fleet of 60+ vans, trucks & tractor trailers
- Over 100 professionally trained installers and service technicians
- 7 strategically placed warehouses throughout the country, servicing from Maine to Key West on the East Coast
- Customers include Military, Fortune 500 companies, celebrities, political figures, health clubs, YMCAs, High Schools, Colleges & Universities
- Over 200,000 clients in 47 states and 37 countries



# GYM SOURCE WAREHOUSE



## *Our Journey Supporting...*

# The Village of Key Biscayne

- It all started in 2004 when we had no idea of how the new facility would be received or how successful it would be once opened.
- Throughout the past 11 years as the success of the fitness center has grown so has our commitment to take care of the equipment. Whether it has been warranty service, maintenance or product replacements we have always strived to do the best for the staff and members.
- In 2004 we started with a base level of equipment and as products changed, members needs changed we continued to upgrade the facility with the latest and greatest of what the fitness industry had to offer.

***Over the last 11 years we have supported the Village of Key Biscayne Rec Center in many ways:***

- We have replaced the cardiovascular equipment.
- We have added items like the Power Rack and E Spinner to enhance the exercise experience for the members.
- In several cases after product warranties had expired we replaced parts and when the equipment had not lived up to its billing we replaced it as well at no charge.
- At Gym Source we believe that every first sale is a start of a long term partnership. Our job is to ensure that the facilities we work with are well received, successful and that the end user and staff are pleased with not only the equipment but the after the sale service we provide.

# Why Gym Source ?

- Unsurpassed expertise in facility design and equipment consultation
- **Largest selection of the best fitness products in the industry**
  - ✓ **CYBEX**
  - ✓ **HOIST**
  - ✓ **EXPRESSO**
  - ✓ **POWER PLATE**
  - ✓ **OCTANE**
  - ✓ **STAIRMASTER**

*.. and many others*
- Equipment Trade-in
- Equipment relocation
- Temporary facility design and setup
- Warehousing of customers equipment during facility renovation period
- Full staff in-services
  - Front Desk Personnel
  - Maintenance Staff
  - Floor Staff
  - Training Staff
  - *Anyone with dialogue with members*
  - *Anyone with contact with the equipment*
- **Unsurpassed post sale maintenance and service**
  - **24 Hour Response Time**
  - **Parts Stocking**
  - **Preventative Maintenance**

# Why Cybex ?

*It's the line of equipment that every other manufacture copied*

- 1965 (“The seed of Cybex”): Patent filed for isokinetic device which measures quad/hamstring strength. Patent includes process for using device for testing & strengthening those muscles. Measurements produced by device can be used to identify people with muscular imbalances which may indicate higher risk of knee injury.
- *From its earliest days, Cybex has been focused on improving human performance and using objective reproducible measurements to show improvement.*
- Late 60s: NASA becomes aware of this device and uses it to test the leg strength of the Apollo astronauts – as the lunar surface would be a bad place for a serious knee injury. *As a result, the first Cybex building had on its wall, “Every man who walked on the moon was tested on a Cybex machine.”*
- 1969: Patent for isokinetic device approved
- 1970: Lumex, a LI based medical equipment company, acquires the isokinetic device patent and uses it to launch Cybex. (Cybernetic Exercise machine)
- Early 70s: As a LI based company, Cybex makes the then LI based NY Jets aware of the testing and training capabilities of their new device. Based on its analysis of players leg strength, corresponding correlation with potential injury risk, and effectiveness as a rehabilitation tool, the NY Jets become Cybex’ first NFL customer.
- *This establishes a connection with the NFL which still exists. Starting in the 70s, and continuing to this day, the NFL combine utilizes a Cybex device to test the leg strength of draft prospects. They actually call it the “Cybex test”. Nowadays, some players decline to take the test to avoid hurting their draft status. (Note: we can’t use pictures due to NFL property rights and privacy surrounding combines)*
- 1983: After >10 years success in sports medicine and physical rehabilitation, Cybex enters the commercial fitness arena through the purchase of Eagle exercise equipment in Owatonna, MN.
- Cybex applies what it learns from their rehab & testing devices to the development of their commercial fitness equipment – *the function of the body dictates the design of the machine*
- *Today’s Eagle NX line highlights our 32 years of experience designing and manufacturing commercial strength equipment. Experience which was preceded by almost 20 years in sports medicine and rehab. No one else in the industry has a history & heritage like Cybex*
- Our position as a human performance company is illustrated by those who have chosen to work with us over the years: NASA, the NFL, the NHL and the PGA Tour Player’s Fitness Trailer are just a few examples of the organizations and people who recognize our unique position in the industry

# Why Octane ?



## 4700 Elliptical

-> Adjustable Stride that can be customized from 18" to 26" to replicate walking, jogging and running or the stride length adjusts automatically.

-> Since we all walk, jog and run at different strides it is key to have an elliptical that the stride length is adjustable.



## XR6000- Recumbent Elliptical

-> Worlds ONLY total body seated elliptical.

-> Good for any age group 18-80

-> For Gym Source customers, this is slowly replacing our need to sell recumbent bikes.



## LateralX Elliptical

-> **A must have for anyone who does not move in a straight line.**

-> Only piece of cardiovascular equipment in the industry that moves in three (3) direction

-> Ability to move up and down, forward and back and side to side

*Octane Fitness is known worldwide for making the absolute best elliptical machines. Committed to exceptional innovation, only Octane delivers award-winning cross trainers in the form of standing elliptical, recumbent elliptical and lateral machines. In addition to fueling exercisers, Octane is revolutionizing workouts at health clubs globally with unique breakthroughs in programming and workout boosters!*

.. Available November 2015

## The latest Elliptical innovation from Octane... the **XT-ONE**



**XT-ONE**

Experience the neXT generation of cross-trainers with the XT-One, the all-in-one machine that lets members move *any way* they want and target different muscles for customized effectiveness. No more trying to pick and choose from all the different adaptations of an elliptical – this one does it all in one compact footprint. This ultimate multi-tasker delivers valuable results for members and returns for clubs.

**OCTANE ADVANTAGES**

- Replaces all adaptations of ellipticals and non-elliptical modalities in one machine
- Electronically adjustable incline
- Electronically adjustable stride length
- Advanced Training - MMA and 30:30
- CROSS CIRCUIT compatible
- Workout Boosters

See the machine



### “ What makes this unit special ? ... ”

- This is the only unit on market with completely independent adjustments of stride (20-28”), **INCLINE** (10 levels) and **RESISTANCE**; providing user with almost unlimited ability to customize workout to themselves
- **4 QUICK START BUTTONS** (since we have all heard many times people only use quick start). We have placed four large green buttons labeled Quick Start Walk, Run, Hike, Climb. If user does nothing else on unit besides hit quick start buttons they will utilize all of the incline and stride adjustments. This makes the unit super easy to use.
- No matter what levels they are at the unit always maintains an elliptical path (meaning a fluid movement with no distinct start and stop of step) different from other “hiker”/incline trainers that are on market

***After 15 years in Florida here are some of our clients...***

**The Club at Admirals Cove , Jupiter FL**

*Customer Since: 1996*

***NEW 6000 sq ft fitness center Equipped -2012***

***\* To date we still service and maintain all their equipment  
(see below for facility picture)***

**Ocean Reef Club and Spa , Key Largo FL**

*Customer Since – 2012*

***NEW Member Fitness Center- Equipped new 7,000+ sq ft center 2012 (See below for facility picture)***

***NEW Associates Fitness Center -Equipped facility 2014***

***NEW Marina Fitness Center – To be equipped Aug 2015 \****

***NEW Tennis Center – To be equipped Oct 2015 \****

***\* To date we still service and maintain all their equipment***

**The Point of Aventura , Aventura FL**

*Customer Since – 2003*

***In 2009 provided all the new equipment for their new 5500 sq ft fitness center***

***Since then, Gym Source continues to replace and update equipment as needed***

***\* To date we still service and maintain all their equipment  
(see below for facility picture)***



## **..... Clients Continued**

### **Williams Island Spa and Fitness Center, Aventura FL**

*Customer Since 2004*

**2012- We completed the second renovation to what is now their premier spa and fitness center.**

**\* To date we still service and maintain all their equipment  
(see below for facility picture)**

### **Woodfield Country Club , Boca Raton FL**

*Customer Since 2001*

**NEW fitness center fully equipped -2005**

**\*2015 – delivering equipment again to newly renovated fitness center**

**\* To date we still service and maintain all their equipment**

### **JCC- Davie, FL**

*Customer Since 1990*

**We have worked with this customer to expand their fitness center three (3) times over the last 20 YERARS**

**Currently they have a 10,000 sq.ft fitness center**

**To date, Gym Source continues to be sole fitness provider for this facility**

**\* To date we still service and maintain all their equipment  
(see below for facility picture)**



## **..... Clients Continued**

### **PGA National Resort and Spa**

*Customer Since 2000*

***From 2000 – 2014 have re-equipped facility multiple times with new equipment***

***APRIL 2015, we were selected as sole fitness provider***

***NEW fitness center to be open October 2015 \****

### **GL Homes – One of South Florida's Largest Home Builders**

*Customer Since 2007*

*Some Recent Projects Include:*

- \* Tuscany South – NEW Fitness Equipment – to be delivered 2016***
- \* Bridges , Delray Beach FL – NEW Fitness Center equipped -2014***
- \* RiverStone Naples, FL – NEW Fitness Center equipped -2014***

### **Altman Companies – One of South Florida's Largest Condo/Apartment Builder**

*Customer Since 2000*

*Some Recent Projects Include:*

- \* Altis at Highland Park , Tampa FL (clubhouse) – equipped NEW Fitness Center -2015***
  - \* Altis at Sheridan Village , Pembroke Pines (clubhouse) - equipped NEW Fitness Center -2014***
  - \* Altis at Coconut Creek (clubhouse) - equipped NEW Fitness Center -2014***
- \*To date, we still service and maintain equipment at multiple facilities  
( see below for facility picture)***

### **You Fit Heath Club** *(membership gym)*

*Customer Since 2010*

***Purchased Cardio for 39 locations throughout Florida and Arizona***

***Which equals a total of 2,340 Treadmills , Ellipticals and bikes***

- \* To date we still provide ongoing service to all 39 facilities  
( see below for facility picture)***





January 7, 2013

To whom it may concern:

For the past year, Ocean Reef Club has had the pleasure of working with Gym Sources', Mr. Bob Lawrence, as we worked together to plan, execute, and open our new Member Fitness Center & Spa facility. The project, which resulted in a nearly 30,000 square foot facility being built within a seven month period, could not have gone smoother, thanks to the help of Mr. Lawrence, and his persistent professionalism.

At every stage of the project, Mr. Lawrence displayed a professionalism that regularly showcased his vast product knowledge, with a unique ability to communicate it effectively to both experienced fitness professionals, as well as those without such experience. This was most evident with his recommendations on equipment selection and layout, which led to an end result that has been thoroughly embraced by our membership.

Mr. Lawrence's pre-sale thoroughness was only outdone by his post-sale commitment. Contrary to the post-sale performance that can be found with some other vendors, Mr. Lawrence's commitment level only increased, in the form of very prompt replies e mails, phone calls and the like, as the project progressed.

In the days leading into the facility opening, Mr. Lawrence displayed an involvement like no other, staying on site for over four days of installation, ensuring no detail was overlooked. On December 14, 2012, Ocean Reef Club's new Member Fitness Center & Spa opened to astoundingly positive feedback, with a range and variety of equipment, laid out with a such a smooth flow and aesthetic value that left Club Members signing its praises.

Mr. Bob Lawrence was, and continues to be a huge part of the success of this project. His professionalism, product knowledge, and attention to detail were of great value, and are certain to add great value to any similar project in the future.

All the best,

Mic O'Keeffe  
Director of Recreation  
Ocean Reef Club

# ***Ocean Reef Club***

## ***NEW Member Fitness Center Delivered-2013***

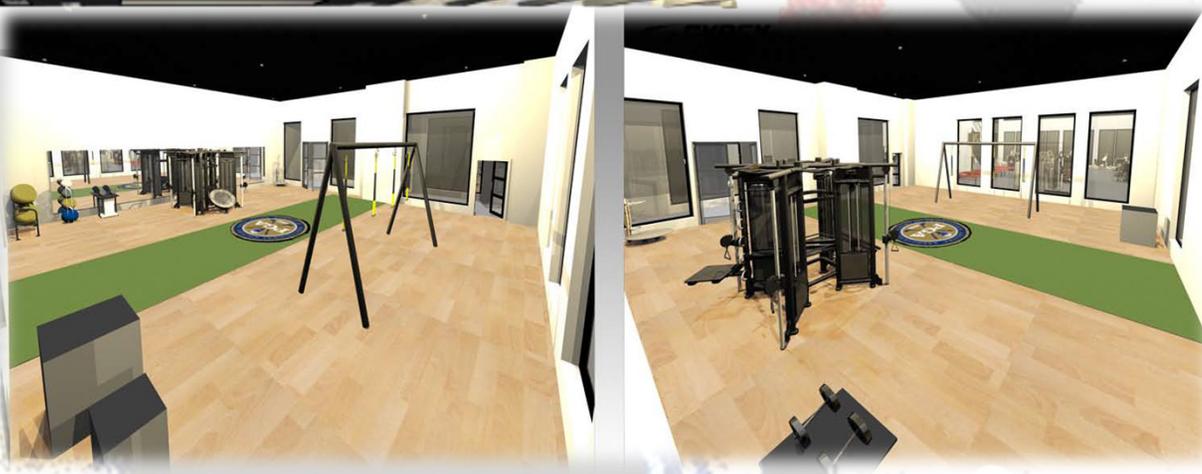
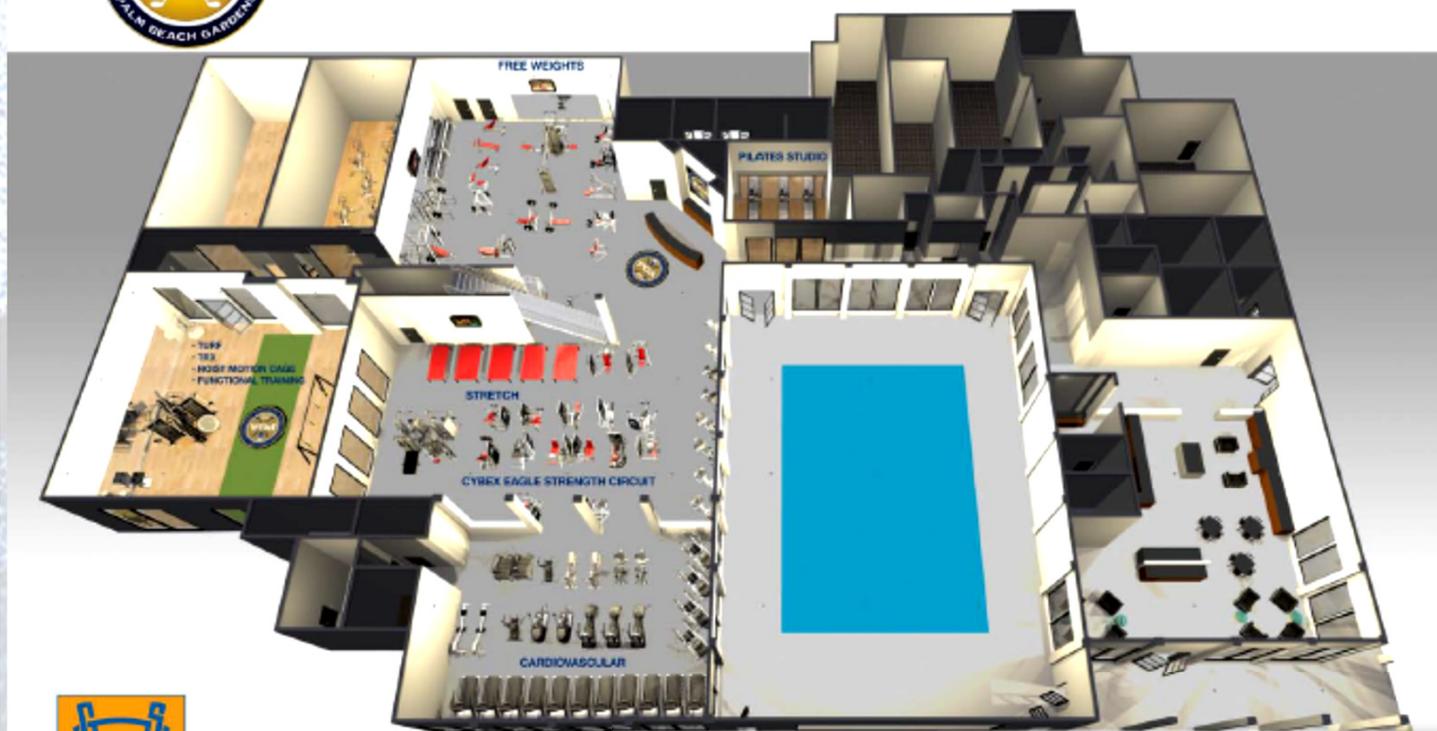


***Reference Letter  
and***

***Member Center Facility Pictures***

# PGA – National Resort and Spa

*\* NEW Fitness Center to be opened October 2015*





# Admirals Cove

## NEW Fitness Center Delivered - 2012

### Reference Letter and Facility Pictures

#### THE CLUB AT ADMIRALS COVE

To Whom it May Concern:

In the summer of 2011, our Club began plans for a new Fitness Facility. We assembled a small committee that included our General Manager, Club President, House Committee Chair, Spa & Fitness Director, Architect and Bob Lawrence. Over the course of that year, we all worked very closely with designing the facility, determining the proper square footage, analyzing the flow of the facility, operations and selecting the equipment.

Once this was finalized, construction began, opening timelines set, deliveries scheduled, and training workshops were put into place. In November of 2012, the Fitness Center opened and the finishing touches were put into place.

Throughout this process, the contribution that Bob made surpassed any of our expectations. His attention to detail, industry knowledge, 24/7 response time, practicality, integrity and honesty from start to finish, in my opinion, is unparalleled in the fitness industry. We truly could not have one of the most prestigious private club fitness centers in the Country, without the contributions that Bob made. Our Fitness Center has been open for 6-months and Bob continues to check and make sure everything is running smoothly. Without hesitation, I would recommend Bob to work on any project. He is a leader in the industry, his customer service and professionalism is unsurpassed and working with him is a pleasure.

The Club at Admirals Cove, located in Jupiter, Florida has recently been awarded the status of Emerald Club, as reported by the Boardroom Magazine. The new Fitness Center contributed to this achievement and we thank Bob Lawrence for his never ending contributions.

Sincerely,

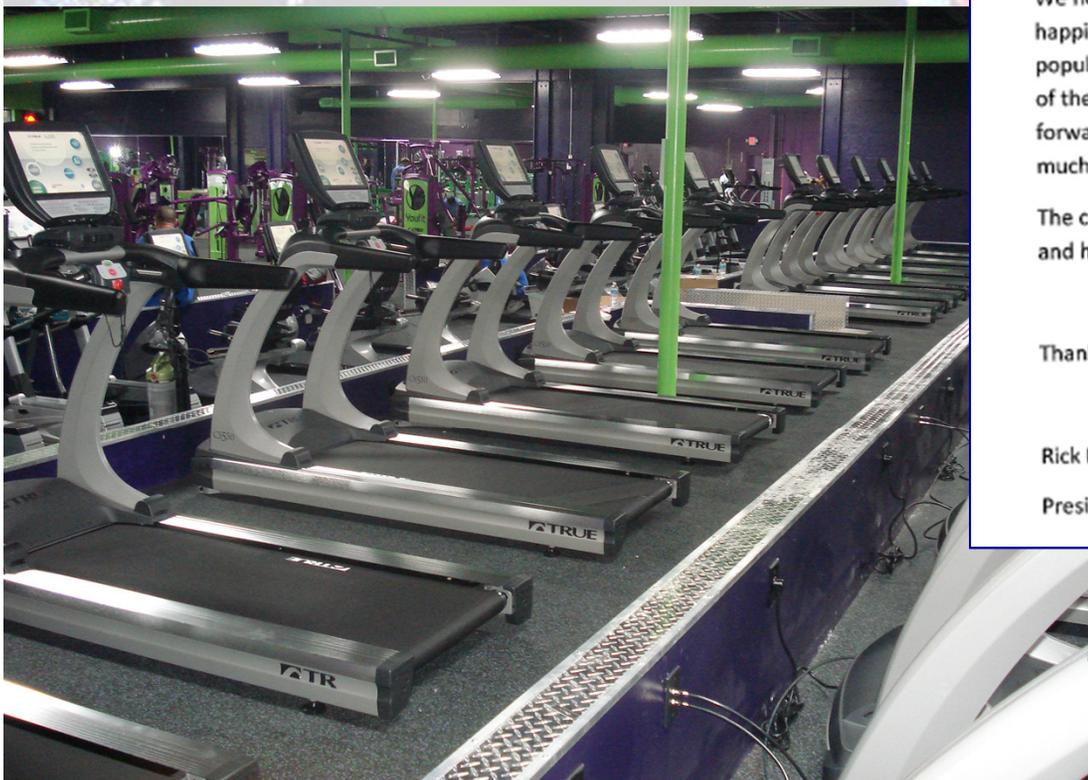
*Pamela R. Caldwell*

Pamela R. Caldwell  
The Club at Admirals Cove  
Director of Spa, Salon & Fitness  
CSFA President

The Club at Admirals Cove, 200 Admirals Cove Blvd., Jupiter, Florida, 33477

# You Fit Health Club

*Facility Picture and Reference Letter*



To: Bob Lawrence

Gym Source

From: Rick Berks

You Fit Health Clubs

Re: True product and Gym Source service.

Bob I would like to take a moment to thank you for your attentive service to our company. Over the many years, we have enjoyed service from you and Gym Source far superior to that of any other company out there and we have used them all.

We now have in service hundreds of pieces of True Cardio and we couldn't be happier. The equipment is very user friendly, and as such, has become the most popular cardio options for thousands of our members. The high tech look and feel of the units really do help set You Fit apart from our competition and I look forward to not only putting a lot of True cardio in our new clubs but replacing much of our older existing equipment with the new True line.

The combination of superior service and a superior product is rare in this industry and hard to beat. Keep up the good work; it's appreciated more than you know.

Thanks again,

Rick Berks

President You Fit, Inc.



# ***Point Of Aventura***

***New Fitness Center  
Delivered 2010***





**Altman Companies**  
**ALTIS AT SHERIDAN VILLAGE**  
*Delivered - 2014*

(Shown with custom logo wear covers on strength pads )



**JCC - Located in Davie FL**  
**Member Fitness Center -3<sup>rd</sup> facility**  
**renovation**

**Facility Pictures and Reference Letter**

The J

David Posnack  
Jewish Community Center  
On the Rina & Louis Silverman Campus

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November 15, 2012

I am writing this letter to thank Bob Lawrence of Gym Source for his continued "great service" to both the JCC in Davie and myself. Bob and I have worked together through multiple phases and expansions of the JCC for the past 20 years and he has always been a resource and wealth of information. We knew that we could rely on him for the best advice and he never disappointed us.

Our last expansion phase, which we moved up by a month, went so smoothly that our members were amazed. The equipment that he recommended for our population was right on. The crew that he brought in worked tirelessly to assure that upon opening, everything would be in place.

We had to assemble numerous quotes from other vendors before our presentation and Bob was always on the top of our list, mainly because of his record with us and we knew that he and Gym Source would be able to provide the service that we have become accustomed to.

I appreciate the years that we have worked together and look forward to our continued partnership with him and Gym Source.

Thank you Bob.

Sincerely,  
 Sharon Barten  
 Fitness Coordinator  
 David Posnack JCC  
 5850 Pine Island Rd.  
 Davie, Florida 33328  
 954-434-0499 ext. 119

5850 S. Pine Island Road • Davie, Florida 33328-5933  
 954-434-0499 • FAX: 954-434-1741 • www.dpjcc.org



**Broward General Medical Center  
Equipment Delivered 2014**



**Williams Island Spa**  
*Facility Pictures*

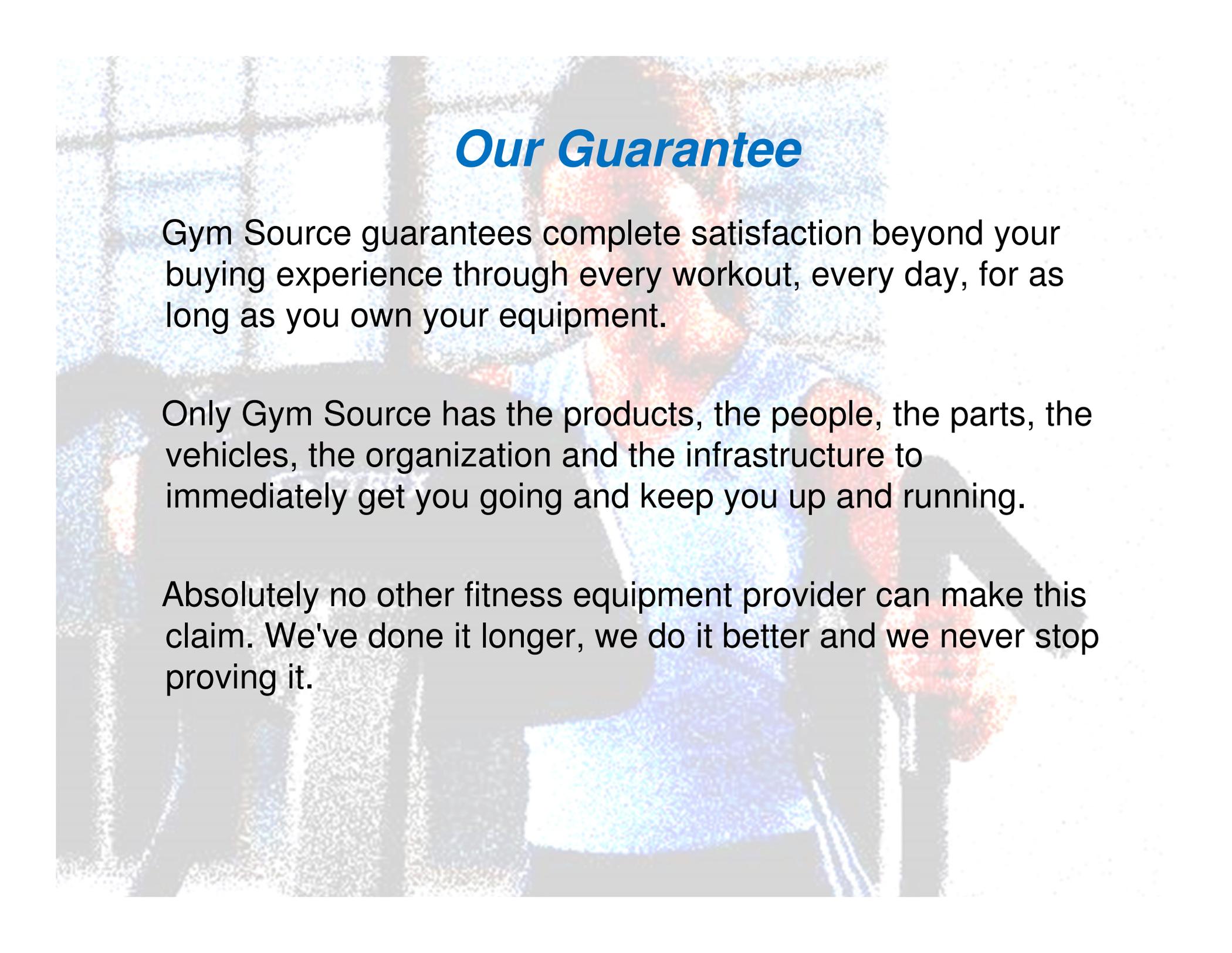
*NEW Fitness Center delivered- 2013*



## *Service*

- Gym Source maintains it's own highly trained staff of service technicians.
- Gym Source service technicians coupled with a 24 hour service visit response time will keep your fitness center up and running.



A person is running on a treadmill in a gym. The person is wearing a blue long-sleeved shirt and dark pants. The background shows a window with a grid pattern. The text is overlaid on the image.

## ***Our Guarantee***

Gym Source guarantees complete satisfaction beyond your buying experience through every workout, every day, for as long as you own your equipment.

Only Gym Source has the products, the people, the parts, the vehicles, the organization and the infrastructure to immediately get you going and keep you up and running.

Absolutely no other fitness equipment provider can make this claim. We've done it longer, we do it better and we never stop proving it.