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May 6, 2008

Dear HydroMassage,

Thanks so much for your help during the launch of our HydroMassage bed in our club. You guys have all been great.

Overall, we've had an outstanding first day. We've sold 35 new HydroMassage memberships at \$15 per month, which means we've made an additional \$6,300 in annual revenue...and, that's just in the first 24 hours!

People are coming off their 3 minute HydroMassage trial, and their first question is "*Why would I go somewhere else and pay \$60 or more for a massage when I can get one here everyday of the week?*" And, for 50 cents a day, who wouldn't want this?

Also, I calculated the HydroMassage closing percentage for everyone who has actually tried the bed, and it's greater than 50%. People love it, and they're sold when they get off the bed.

Thanks again. The HydroMassage bed has definitely exceeded my expectations.

Dave Yaldo  
Powerhouse Corporate Gym  
Ypsilanti, MI