

Body-Solid**DEALER CORNER**

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Freight Tips

In today's market freight costs play an increasingly important role in the delivered cost of products. With gas prices on the rise and fuel surcharges consistently increasing, companies who can manage logistics effectively will have a competitive advantage. Body Solid looks at many ways to minimize the impact of freight costs to provide several options for retailers to maximize their bottom line. By offering residential and commercial strength, cardio, iron and accessories, Body Solid is able to keep freight percentages lower by shipping more products per order. In addition to vendor consolidation, Body Solid's logistics manager negotiates fantastic freight rates with quality delivery companies, ensuring good service at great prices. Call your sales representative today to find out how Body Solid can help your company minimize your freight bills.

Body Solid GAB350

No more Abdominal workout gimmicks. The Body Solid commercial rated ([GAB350](#) sugg. retail \$399) recumbent Ab-bench is very effective in isolating the abdominal region with a unique clam shell crunching movement combining both upper and lower body movement in one movement. The GAB350 can be plate loaded for additional resistance and/or counter balance plate loaded for negative resistance to allow for easy beginner use. With easy adjustments for entry and exit and a biomechanically angled back pad, users can get the safe and effective abdominal workout they have been looking for without having to perform multiple exercises. Get a GAB350 on your showroom floor today so your customers can see and talk about the Ab results they have always wanted.

**Inversion Therapy with Best Fitness**

As back pain becomes the most common excuse "not to exercise", the new Best Fitness Inversion Table ([BFINVER10](#) sugg. retail \$219) offers a design to relieve pressure on the back using the downward force of gravity. In one smooth fluid movement users can safely go from an upright position to a completely inverted position - correcting posture, improving circulation and flexibility. Also, enjoy the benefits of reduced stress on the body after a workout by helping the body stretch and joints to open the flow of rejuvenating blood. Fully adjustable and safe, the BFINVER10 stimulates circulation, reduces muscle tension and improves posture. For easy storage, it uses a simple, two pin collapse-and-fold design to fit in any closet or under the bed. Try it today.

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