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**From:** Richard Kahn [REDACTED]  
**Sent:** Friday, February 27, 2015 2:17 PM  
**To:** jeffrey E.  
**Subject:** LSJ Fender Update & History

Please advise  
Thank you

Richard Kahn  
HBRK Associates Inc.  
[REDACTED]

New York, NY 10022  
tel [REDACTED]  
fax [REDACTED]  
cell [REDACTED]

Begin forwarded message:

Date: =/b>February 27, 2015 at 9:12:09 AM =ST

Subject: =/b>Fwd: LSJE, LLC - =ebruary 25, 2015

From: Daphne Wallace <[REDACTED]>

To: Rich Kahn <[REDACTED]>, ann rodriguez <[REDACTED]>

Happy Friday =ich,

Below, in =etail is the LSJ dock fenders project production - process, timeline =nd cost - I just spoke with Michael, as the email came through, and =ointed out that the cost of the end pieces was not included (see below) = He gave me that cost and wanted to make sure that we are aware that =he stainless steel washers and lag bolts - which I presume are needed =o attach the fenders to the dock - ARE INCLUDED in the price:

136 ea =nbsp;	x	186.95 =nbsp;	=	25,425.20
Custom =harge	400.00	+	=00.00	
Total less shipping	=nbsp;	=nbsp;	=nbsp;	25,825.20
10 end pieces =nbsp;ea	130.00	=	=nbsp;	1,300.00
Total less shipping	=nbsp;			27,125.20

----- Forwarded message =-----

From: Michael = [REDACTED] >  
Date: =ri, Feb 27, 2015 at 8:57 AM  
Subject: Re: LSJE, LLC - =ebruary 25, 2015

To: Daphne Wallace <[REDACTED]>  
Cc: ann rodriguez <[REDACTED]> <mailto:[REDACTED]>

Hi Daphne, Rich, Carlos

I called the plant to see about production on your requests... Let me first tell you that any custom orders for any colors takes a standard 4 to 6 weeks.. The process goes this way.... first we have to meet our standard production of Black bumpers for our distributor and our dealers.. once that is done we now can take time to set up the injection machine, for white.... We have to order out the color from our resin foam company, that takes a week to sometimes longer, It takes about half day to change over black to white.. We waste about 3/4 of a drum of resin used to flush, that cost is passed on to you, labor and material used. A 400.00 charge per custom color... The resin has to be blended with U/V additives for allowing we spray in a TOP U/V paint that bonds to the urethane resin once injected into the mold....This is a painstaking process. With all that involved we normally tell our customers 4 to 6 weeks.

Your new order is for 136 ea DU-5F ( White ) .... The bumpers that Carlos received were bumpers left in stock from our previous custom order, held for one year, for back ups for our clients, then they are sold. The price of 135.00 was a discounted price normally our black line sells to dealers

for 154.75 ea custom colors for 86.95 ea FOB Milwaukee, Wisconsin.... We will not do custom orders less than one drum of resin/catalyst which is 1,000 Lbs approx: 65 large bumpers...

Please be specific in your ordered amounts and if you want to have back ups at our location. All back up bumpers will be charged to you at the same price as your order amount.. Held at our company.

A 50% deposit on your order is requested to start. The balance plus shipping to Tropical will be paid at time of shipping your complete order.

Once you have figured out the quantities if its different than 136 ea I will get you a cost on what the shipping will be.

136 ea	x	186.95	=	5,425.20
Custom Charge		400.00	+	400.00
Total less shipping			=	25,800.00

Michael J Celoni  
Pres:  
C Marie Products  
Milwaukee, WI  
Clearwater, FL

On Wed, Feb 25, 2015 at 10:41 AM, Daphne Wallace <[REDACTED]> wrote:

Greetings Michael,

Can you call me at [REDACTED] <tel:[REDACTED]>, or email me an alternate contact number to contact you.

I am trying to place an order for additional dock bumpers for the project being headed by Carlos Rodriguez in LSJE, LLC.

Kind regards,

Daphne Wallace

Begin forwarded message:

Date: February 26, 2015 at 9:34:34 AM EST

Subject: LSJ Dock Fenders - February 26, 2015

From: Daphne Wallace [REDACTED]

To: Rich Kahn [REDACTED], ann rodriguez [REDACTED]

Greetings Rich,

Michael Celoni will be sending you a quote today - hopefully this morning for the 136 fenders and the 10 end pieces needed to complete the dock project.

Anna and I both, with Carlos on the line, spoke with Michael.

There are 2 factors that now explain to us the change in price and the reason behind his questions about the size and tonnage of the vessels:

1. The 11 pieces Carlos purchased previously at \$135 each were the leftovers from a job that Michael had just completed - they are the correct color (white) and the density is appropriate for the tonnage of Nanna - the fenders as you now serve as a shock absorber between the hull of the boat and the dock itself.
2. The ending 136 fenders will still be white, will be the exact same size and shape, but will be composed of a much denser foam - they will line the sides of the dock that accommodate Little C - the smaller boats can still dock obviously, but the provisions must be made for the upper parameter.

Anna asked, and Michael confirmed, that aesthetically, the entire run of the fenders will look exactly the same - the difference is within the density of the foam.

So, this now explained for us, for the first time, the difference in price.

Once you get the quote - and just so you know, we requested and Michael is doing so - and the timeline for production and delivery to Tropical - Anna confirmed still Tropical and not Fedex due to the volume of the fenders - we will still do price comparisons, but at least we now understand and can justify the price increase.

Happy Thursday,   
DW

Begin forwarded message:

Subject: Re: Celoni Marine fenders - February 24, 2015

From: Ann Rodriguez [REDACTED]

Date: February 24, 2015 at 3:51:24 PM EST

Cc: Rich Kahn <[REDACTED]>

To: Daphne Wallace <[REDACTED]>

Hey,

I got this =rom Carlos.

Michael direct line and =umpers requesting.

Sent from my iPhone

On Feb 24, 2015, at 4:01 PM, Daphne Wallace =lt <[REDACTED]>  
wrote:

Greetings Rich,

Carlos needs 136 =dditional fenders to complete the LSJ dock:

136 @ \$200 each = \$27,200.00

Please advise, DW

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