

attached is tai ping revised quote which totals 48,087 which is 22.4% or 8,798 higher than the quote received feb 15th 2011 in the amount of 39,289  
this price includes installation, padding and removal of existing carpet and furniture from room (2,745.03 total cost included in price above)

when i spoke with lindsey at tai ping she said there were two main reasons contributing to increased cost:

a) cost increase in material costs resulted in two price increases in the past 6 months (sep 2011 & jan 2012)

b) the square feet originally quoted was 615 and now is 630 square feet (39,289 / 615 sq ft = 63.88 per sq ft and 48,087 / 630 = 76.32 per sq ft) - this increase amounts to 1,144.93

marc sacco said he needs 2-3 weeks from when we met on March 30th to have his factory in china make a sample and price

marc said he would match or beat tai pings price - i do not plan on giving marc the revised quote of 48,087 and will let him bid off the old number i showed him earlier this week of 39,289

around april 15th - 20th sarah and i will begin pressing marc for a firm price and sample

Richard Kahn  
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301 East 66th Street, Suite 10F  
New York, NY 10065  
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Begin forwarded message:

**From:** Sarah K <s[REDACTED]>  
**Date:** April 2, 2012 4:35:39 PM EDT  
**To:** Rich Kahn <r[REDACTED]>  
**Subject:** Fwd: Private Residence: Formal Dining Room Quote

Sacco actually wasn't too far off Tai Ping quote!  
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