

**From:** Richard Kahn <[REDACTED]>  
**To:** Daphne Wallace <[REDACTED]>  
**Cc:** ann rodriquez <[REDACTED]>, Jeanne Brennan <[REDACTED]>, [REDACTED], Una Pascal <[REDACTED]>

**Subject:** Fwd: LOU - LSJ, LLC

**Date:** Fri, 06 Nov 2015 19:25:41 +0000

**Attachments:** LOU\_-\_LSJ,\_LLC.doc

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great job in obtaining discounts

can you please explain incoming vs outgoing?  
is incoming when we give our fed ex # to a vendor to use?

regarding discounts offered are we currently receiving any discounts?  
if so what are they?

is LSJ proper name for this or should we use STC or both?  
how many packages are we currently shipping / receiving on a monthly basis?  
approximate cost on a monthly basis for STC and LSJ

please advise  
thank you

Richard Kahn  
HBRK Associates Inc.  
575 Lexington Avenue 4th Floor  
New York, NY 10022  
tel [REDACTED]  
fax [REDACTED]  
cell [REDACTED]

Begin forwarded message:

**From:** Daphne Wallace <[REDACTED]>  
**Subject:** Fwd: LOU - LSJ, LLC  
**Date:** November 6, 2015 at 8:34:04 AM EST  
**To:** Rich Kahn <[REDACTED]>, ann rodriquez <[REDACTED]>, [REDACTED], [REDACTED]

Greetings Rich,

FedEx is willing to offer a 30% discount on incoming packages and a 20% discount on outgoing packages.

The discount is not retroactive, and they cannot waive using the dimensions to determine the rate.

The Letter of Understanding is attached for review and approval, DW

----- Forwarded message -----

From: **Evelyn Greaux** <[REDACTED]>  
Date: Fri, Nov 6, 2015 at 8:27 AM  
Subject: LOU - LSJ, LLC  
To: "[REDACTED]" <[REDACTED]>  
Cc: Evelyn Greaux <[REDACTED]>

Good Morning Ms. Wallace:

Thank you for the opportunity to serve your shipping needs. Please find enclosed the letter of Understanding for your signature.

If you have any questions, please feel free to call me at [REDACTED] or email me at [REDACTED].

Regards,

Evelyn Greaux

Account Executive

FedEx

USVI/BVI/Anguilla

[REDACTED]

[REDACTED]