

From: Karyna Shuliak <[REDACTED]>
To: Richard Kahn <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing
Date: Mon, 02 Apr 2018 21:21:51 +0000

Thank you very much Rich!

On Apr 2, 2018, at 4:33 PM, Richard Kahn <[REDACTED]> wrote:

thank you for working with us on price
please adjust invoice for 11,575 and we will make deposit tomorrow
thanks again..

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

On Apr 2, 2018, at 3:18 PM, Kathryn Magagna <[REDACTED]> wrote:

Hi Richard,

Nice speaking with you as well.
I will update the ship to and bill to on the quote.

Just spoke with White Glove and crating is done by the cube so unfortunately that cost is what it is. I am happy to add a discount on my end to bring the shipping total down a bit but we will not be able to get to that \$11,000 mark. I can bring the total crating and shipping cost down so your total will be **\$11,575**. I hope you can understand this is a direct cost to us, but I would like bring it down since this is your first purchase and we totally appreciate the business.

Please let me know if this works and I will process the order. The lead time will be 8 weeks to ship if we order by 4/4 and will take a week or so to travel down to FL.

Thank you!!

KAT MAGAGNA
Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Richard Kahn <[REDACTED]>
Sent: Monday, April 2, 2018 3:03 PM
To: Kathryn Magagna <[REDACTED]>
Cc: Karina Shuliak <[REDACTED]>; Daphne Wallace <[REDACTED]>
Subject: Fwd: duc duc beds - product info + pricing

it was nice talking with you earlier
can you please work with shipper so we can achieve total cost of 11,000.
can you also please confirm that delivery date to FL will be on or about June 10th
i look forward to hearing back from you..
thank you

our bill to ship to for invoice is as follows:

Ship to:
LSJE, LLC - ST. THOMAS
Tropical Shipping
[REDACTED]

Bill to/Ultimate Destination:
LSJE, LLC - ST. THOMAS
[REDACTED]

Richard Kahn
HBRK Associates Inc.
[REDACTED]

Begin forwarded message:

From: Kathryn Magagna <[REDACTED]>
Subject: RE: duc duc beds - product info + pricing
Date: March 29, 2018 at 11:54:48 AM EDT

To: Karyna Shuliak <[REDACTED]>
Cc: Daphne Wallace <[REDACTED]>

2895.00 to crate so a total of \$4,475 for crating and shipping to freight forwarders in FL. Updated Quote attached – give me a call with CC info or fill out form attached so we can process! Let me know if you need anything else.

Last thing I need from you is official address in FL to put on quote. We can always order and update when you have.

Thank you,

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Tuesday, March 27, 2018 12:17 PM
To: Kathryn Magagna <[REDACTED]>
Cc: Daphne Wallace <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Thank you!

On Mar 27, 2018, at 12:14 PM, Kathryn Magagna <[REDACTED]> wrote:

Of course! I will get quote for that today.

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Tuesday, March 27, 2018 12:05 PM
To: Kathryn Magagna <[REDACTED]>
Cc: Daphne Wallace <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Hi Kathryn,

Thank you for your response. We would like to add boxing or crating for additional protection please.

Thank you.

Karyna

On Mar 27, 2018, at 11:48 AM, Kathryn Magagna <[REDACTED]> wrote:

Hi Karyna and Daphne,

We can ship it as far as the tropical freight forwarder in Florida.

Items will be blanket wrapped. If you require boxing or crating that will be additional charge, so please let me know and I can get that cost.

Please let me know how to proceed!

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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From: Karyna Shuliak <[REDACTED]>
Sent: Tuesday, March 27, 2018 11:02 AM
To: Kathryn Magagna <[REDACTED]>
Cc: Daphne Wallace <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Dear Kathryn,

I have copied Mrs. Daphne Wallace on this email. She is coordinating the shipping process and will be able to assist you with any questions on that regard.

As we discussed yesterday, the final destination for the furniture would be St. Thomas USVI. If your policy allows shipping outside the continental US, we would need you to freight forward it to the Tropical Shipping in FL. Their address is:

[REDACTED]

We would take care of the rest of the shipping from FL to St. Thomas.

Could you please send us the quote for the shipping taking into account the details above.
Please let us know if you have any questions?

Thank you very much!

Karyna

On Mar 27, 2018, at 8:51 AM, Kathryn Magagna <[REDACTED]> wrote:

Hi Karyna,

That is the cost for standard white glove delivery to Miami – if you need crated, I will need to get a separate quote from white glove.

If you could detail out specifically what you need and the address where it is going I can let you know!

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Tuesday, March 27, 2018 2:52 AM
To: Kathryn Magagna <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Hi Kathryn,

Thank you, I did receive the quote. Just to confirm, \$1580.00 is the price for freight forward to Tropical Shipping, is that correct?

Thank you!

Karyna

On Mar 26, 2018, at 4:47 PM, Kathryn Magagna <[REDACTED]> wrote:

Hi Karyna,

Just confirming receipt of your quote. Let me know if any revisions.

Thanks so much!

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Kathryn Magagna
Sent: Monday, March 26, 2018 3:27 PM
To: 'Karyna Shuliak' <[REDACTED]>
Subject: RE: duc duc beds - product info + pricing

Oops! Attached here for your review

KAT MAGAGNA
Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Monday, March 26, 2018 12:13 PM
To: Kathryn Magagna <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Hi Kathryn,

This is US. I will ask Ms. Wallace about the details, I believe it will be freight forward. Let me double check.

Thanks.

Karyna

On Mar 26, 2018, at 12:06 PM, Kathryn Magagna <[REDACTED]> wrote:

Understood.

Will you be picking up from our factory or are you coordinate with a freight forwarded? We do not ship outside of the US so just need to plan accordingly!!

KAT MAGAGNA
Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Monday, March 26, 2018 10:58 AM
To: Kathryn Magagna <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Hi Kathryn,

Thank you for your message. The beds will need to be shipped to St.Thomas, USVI. Once we process the order, I will put you in touch with Ms. Daphne Wallace, who will coordinate with you regarding all the details for the shipping.

Thank you very much.

Karyna

On Mar 26, 2018, at 9:37 AM, Kathryn Magagna <[REDACTED]> wrote:

Hi Karyna,

My apologies for the delayed response as we were at the AD show. I will send the quote and credit card form shortly so we can process the order. What is the ship to address and a phone number for delivery contact?

Thank you!

KAT MAGAGNA

Business Development Manager | PROJECTS + DESIGN

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[REDACTED]

From: Karyna Shuliak <[REDACTED]>
Sent: Friday, March 23, 2018 10:05 AM
To: Kathryn Magagna <[REDACTED]>
Subject: Re: duc duc beds - product info + pricing

Dear Kathryn,

I would like to proceed with the order for the four poster beds in white finish. I will need 3 queen and 1 king size please.

Attached below is our resale trade certificate. Could you please please send me the final quote for the order?

Thank you very much!

Karyna