

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Fwd: 2017 Novamarine - final sales price
Date: Mon, 06 Feb 2017 17:14:44 +0000

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: Alex Treleani | Aqvaluxe Yachts <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price
Date: February 6, 2017 at 11:45:34 AM EST
To: Richard Kahn <[REDACTED]>

Good morning Richard,

Do you have any further updates on our last offer for the Novamarine 140?

Regards,

Alex

From: Richard Kahn <[REDACTED]>
Date: Wednesday, 1 February 2017 at 17:01
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

ok
thank you

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

EFTA00641502

fax [REDACTED]
cell [REDACTED]

On Feb 1, 2017, at 9:55 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Good morning Richard,

The boat is lying inside the shipyard's showroom, in Olbia, Sardinia – Italy. Best flights are via Rome or Milan airports. Unfortunately no direct flights from New York get into Olbia, as its not big enough (yet).

I called the shipping company yesterday, and they confirmed their ship direct to St Thomas will be loading in-between March 1-5. Hence we are just in time, if we move quickly.

Please keep me posted when you have news or any further questions.

Have a nice day,

Alex

From: Richard Kahn <[REDACTED]>
Date: Wednesday, 1 February 2017 at 15:38
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

thank you for feedback
still waiting on response from my principal
please advise where boat is located in case we want to see boat next week
thank you

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

On Jan 30, 2017, at 11:04 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Good morning Richard,

As briefly explained over the phone, I have managed to get one of the two owners of the Novamarine yard to agree on further lowering their last price, with his personal guarantee that he will take care of convincing the 2nd owner to accept the offer as well, in case your buyer agrees to these new terms.

The key element to have them agree to further lower the sales price is the opportunity, as you have suggested, to introduce the Black Shiver 140 into an exclusive cruising area like St Thomas. If your buyer is still willing to purchase a top of the line Novamarine Black Shiver 140, I have been authorised to offer this boat for sale at Euro 550,000.00 including the windshield upgrade and 110V conversion.

This further reduction represents an overall discount for more the 37% off the retail price the boat is normally sold for. As no other buyer has ever been offered such an important sales discount on this model, I kindly ask you to please keep this offer confidential.

I will give you a call around 1:30PM your time to further discuss and answer any questions you may have.

Have a nice day,

Alex

From: Richard Kahn <[REDACTED]>
Date: Friday, 27 January 2017 at 20:26
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

thank you
have a nice weekend

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

On Jan 27, 2017, at 2:17 PM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Hello Richard,

Your last comments the other day shares much with what I think and really hate the idea of loosing such an opportunity to bring one of the most successful Novamarine models to St Thomas. Sure, your buyer's offer is very demanding, but the return that the shipyard may have will most likely be rewarded in the long term.

I haven't give up and have been constantly fighting with the owners of the yard to get them to accept the "loss" and invest in the return of exposure. I know you have been instructed to withdraw your offer, nonetheless I will try to give

you a call on Monday morning (your time) if I'm able to convince the owners to accept a lower price than their last offer. We still have time for the ship, everything is scheduled to make it. Just need the owners to have them think over the idea to invest with your help, to finally export one of their boats overseas.

Have a nice weekend,

Alex

From: Richard Kahn <[REDACTED]>
Date: Wednesday, January 25, 2017 at 17:52
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

thank you again as i appreciate your efforts

Richard Kahn
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575 Lexington Avenue 4th Floor
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fax [REDACTED]
cell [REDACTED]

On Jan 25, 2017, at 11:29 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Hello Richard,

Sorry you hear that. I too was looking forward to send the boat overseas as it was a great opportunity to increase the brand awareness. Unfortunately the shipyard couldn't do more than what they offered. I did my best.

Regards,

Alex

Alex Treleani
Director, AqvaLuxe Yachts
Cell: + [REDACTED]
Italy: + [REDACTED]
Email: [REDACTED]

Sent from my iPhone

On Jan 25, 2017, at 16:54, Richard Kahn <[REDACTED]> wrote:

i have been instructed to withdraw our offer. thank you and good luck.
(personally i think you made a great mistake)

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

On Jan 25, 2017, at 9:04 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Good morning Richard,

We do appreciate very much your efforts in trying to get your buyer to raise his offer closer to our asking price.

The shipyard is very keen about the potentials in getting a new Novamarine 140 into St Thomas, which will certainly be a great exposure and publicity for them.

Nonetheless, at the risk of having to give up on this opportunity, the shipyard cannot afford to sell a virtually new boat for less than Euro 579,000 (down from a MSRP of Euro 875,600).

There are still a couple of days left that will leave us enough time to complete the works and get the boat loaded on the ship in early March to St Thomas. If there are any changes into your buyer's final offer, we will be extremely happy to do our best to make it on time for this ship.

Otherwise, we hope to be in touch with you again in the near future when another similar opportunity may be possible.

Thank you,

Alex

From: Richard Kahn <[REDACTED]>
Date: Tuesday, 24 January 2017 at 22:45
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

it was nice talking with you earlier today
buyer reluctantly went up to 525k but will not move any further
please lets try to make this deal happen..

thank you

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

On Jan 23, 2017, at 10:37 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Good morning Richard,

It was a hard task, but I am happy of the result which has allowed me to secure the best price possible on behalf of your buyer.

After approximately 20+ phone calls over the weekend with the yard's owners and evaluating every aspect of a new Novamarine Black Shiver overseas, I have finally received confirmation for a additional important reduction in the asking price.

Given its the first of its kind overseas and the yard hopes that by delivering one in a highly popular cruising destination like the USVI, will lead to more interest for the brand, they have agreed to sell the Black Shiver 140 at a *****CONFIDENTIAL***** special price of Euro 579,000.00 including the the upgraded enclosed windshield with wipers and the 110V-60Hz electrical conversion.

We have squeezed down the price beyond every possible limit and must consider this sale as making an investment into a new market, rather than looking at the profit. I hope your buyer will appreciate our efforts on the price reduction and will agree with it. If you would like to speak over the phone later on today, I'll be happy to give you call.

I look forward to your comments. Please remember time is extremely limited as the ship's loading in less than 5 weeks.

Regards,

Alex

From: ALEX TRELEANI <[REDACTED]>
Date: Thursday, 19 January 2017 at 20:04
To: Richard Kahn <[REDACTED]>
Subject: Re: 2017 Novamarine - new shipping estimate to St Thomas, USVI

Hello Richard,

Nice to hear back for you.

I am sorry, but I am a little confused for what you write below. The normal base boat price with the Cummins 550hp and KaMeWa water jet drives is Euro 795,000.00 excluding all the extras and options. To this there is over Euro 80,000 worth of extras, that bring the price to Euro 875,600.

So why are you saying you were discounting the price from Euro 700K, which was already the 20% discounted price with extra options included?

I won't argue with you about the extras present adding value or not (we will leave this discussion for another time). But I would like you at least, as you say, to consider making your offer based out of the normal base price of the boat, which is Euro 795,000.

Regards,

Alex

From: Richard Kahn <[REDACTED]>
Date: Thursday, 19 January 2017 at 19:48
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - new shipping estimate to St Thomas, USVI

we believe the options added do not add value so we were discounting from the 700k price

Richard Kahn
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fax [REDACTED]
cell [REDACTED]

On Jan 19, 2017, at 1:29 PM, Alex Treleani | Aqualuxe Yachts <[REDACTED]> wrote:

Hello Richard,

Do you have any further comments or thoughts about our proposal on the Black Shiver 140? If we want to use the ship that travels directly to St Thomas loading in early March, we must be ready to move quickly with the works on the boat.

I understand that the shipyard's price request is more than what you were planning to spend, hence I may have a couple of new ideas on how to improve the price gap, but need to know if you can increase your offer some more.

If you prefer, we can discuss over the phone at any time convenient to you. Looking forward to hear back for you...

Regards,

Alex

From: ALEX TRELEANI <[REDACTED]>
Date: Friday, 13 January 2017 at 15:55
To: Richard Kahn <[REDACTED]>
Subject: Re: 2017 Novamarine - new shipping estimate to St Thomas, USVI

Good morning Richard,

Thank you for your preliminary proposal. Unfortunately your offer cannot be accepted, as the asking sales price has already been generously discounted for what is, in reality, a new boat.

I am afraid that you may have misinterpreted my definition of "demo" boat, used to describe the Black Shiver 140 which I've sent you the photos and is today being offered for sale.

This boat has been launched during the month of August and has been kept in the water for only 2 months, therefore its already a 2017-year model. The engines have exactly 29 hours, done for testing and for the trip to the 2 boat shows its has been exhibited in September. Other then that, it has been kept dry-docking inside the yard's showroom.

For the light use we have done with it, we are offering the boat for sale at a 20% discount off the retail price of a new build. And as further gesture of good will to help the sale, we have offered at no additional cost to you, to replace the windshield, to convert the electrical system to 110V and to deliver the boat to the ship (cost of a 10h trip + the crew + the fuel).

Therefore calling it a "demo" boat is probably misleading, as when you can buy other shipyards' demo boats at bigger discounts, they are usually at least 2-years old boats with many more hours on the engines .

Here enclosed you can find the quote for the shipping directly to St Thomas. Its is a unique opportunity to get you the boat delivered at destination in record time, without adding a 1000nm trip to the boat if instead it got shipped to Florida or elsewhere in another time of the year.

As previously mentioned, in order to get loaded on time for this ship, we must start working within the next week or so. Please let us know what your final decision will be and how further we can assist you.

Kindest regards,

Alex

From: Richard Kahn <[REDACTED]>
Date: Thursday, 12 January 2017 at 20:27
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - new shipping estimate to St Thomas, USVI

thank you for the feedback
at this time my buyer is only prepared to pay 500,000 euro for the demo boat delivered to STT
please communicate that offer to the owner
thank you

Richard Kahn
HBRK Associates Inc.

EFTA00641509

575 Lexington Avenue 4th Floor
New York, NY 10022

tel [REDACTED]
fax [REDACTED]
cell [REDACTED]

On Jan 12, 2017, at 1:33 PM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Hello Richard,

For the Black Shiver 140 "demo" we have available for immediate delivery, we offered you a discounted price of Euro 700,000 instead of Euro 875,600. To this boat, I have received confirmation, we can replace the current windshield to the fully enclosed type (with wipers) as showed on the designs, and also change the electrical systems from 220V to 110V. The estimated time for the reworks is 30 days from when the deposit is received.

Furthermore, I have just spoken with the shipping company, and they are currently working on a new ship loading from the South of France (Marseille) with destination directly to St Thomas, around the first half of March 2017. The cost of this shipping is USD 20,500 water/water, including insurance and cradle.

Therefore, if you decide to chose to buy the demo Black Shiver 140 rather than a new-build, we can get you the boat delivered in the USVI by early April, hence skipping the 5-months construction time, plus waiting for another suitable ship to become available.

Given the 30-days work time required for the windshield and the electrical conversion, we would be just in time to make the loading on this ship! And to all this, as a further incentive to help the sale, we will do this extra works at no additional costs to you.

Last but not least, we will also include the delivery and loading assistance of the vessel from the yard to the ship (roughly 270nm trip) at no cost!

We are ready to proceed with the preparation of the boat upon your confirmation. Looking forward to hear back from you.

Thank you,

Alex

From: Richard Kahn <[REDACTED]>
Date: Wednesday, 11 January 2017 at 18:58
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - shipping estimate

yes received
will review and be in touch
please advise on pricing of boat we discussed in Dec with windshield and shipping and discounts
thank you

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

On Jan 11, 2017, at 11:59 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Hello Richard,

I've finally received an initial preliminary quote for shipping .

As the company I enquired doesn't yet have a ship scheduled to arrive directly at the USVI, they gave me a quote for unloading in Palm Beach:

- Genoa / Palm Beach
- Novamarine Black Shiver 140 – 13.85 x 3.86 mtrs – 10 Mt
- Freight: USD 17.500.- w/w
- Incl cradles and insurance
- Excl customs
- sub tech details / drawings
- sevenstar bn

Obviously when we have a better idea of the shipping date, we can stil work on finding a ship that can arrive closer to your destination.

Did you see my previous email about the custom windshield proposal? Any thoughts?

Regards,

Alex

From: ALEX TRELEANI <[REDACTED]>
Date: Tuesday, 10 January 2017 at 18:07
To: Richard Kahn <[REDACTED]>
Subject: Re: 2017 Novamarine

Good afternoon Richard,

These enclosed are the renderings for a custom full size windshield (with wipers) that can be installed on-demand for the Black Shiver 140. It can be installed on either the demo 140 available for immediate delivery as well as another 140 new build to order. Is this what you were looking for?

I'm still waiting for a shipping estimate for the USVi. Should receive it any moment.

Regards,

Alex

Alex Treleani
Managing Director

Cell: + [REDACTED]

AqvaLuxe Yachts

International Yacht Sales & Brokerage • Charter • Management • Design

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From: Richard Kahn <[REDACTED]>

Date: Monday, 9 January 2017 at 15:14

To: ALEX TRELEANI <[REDACTED]>

Subject: Re: 2017 Novamarine

good morning and thank you for reaching out. a few questions:

- 1) can we change the electric to 120 volts for the states
- 2) we would like full windshield and wipers
- 3) what is shipping cost to us virgin islands?

please advise

thank you

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

tel [REDACTED]

fax [REDACTED]

cell [REDACTED]

On Jan 9, 2017, at 9:00 AM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Good morning Richard,

Its the dawn of a new year... what better way to start other then to buy a new Black Shiver?!

I hope all is well and that you have enjoyed your New Year's celebrations. I wanted to get in touch with you to confirm that the shipyard has re-opened after the long break for the holidays and if you are interested in coming to test the Black Shiver 140, any day will be good.

Is there any additional question I can help you with about the Novamarine Black Shiver range? Please let me know how I may better assist.

Kindest regards,

Alex

Alex Treleani
Managing Director
Cell: +[REDACTED]

AqvaLuxe Yachts

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From: Richard Kahn <[REDACTED]>

Date: Thursday, 29 December 2016 at 13:50

To: ALEX TRELEANI <[REDACTED]>

Subject: Re: 2017 Novamarine

good morning and thank you for sending photos
still confused about the windshield
is windshield not full?
can rain come in directly into captains face?
please advise
thank you

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

tel [REDACTED]
fax [REDACTED]
cell [REDACTED]

On Dec 28, 2016, at 7:46 PM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Hello Richard,

There have been only two Black Shiver 220 models built so far and neither of them are available for sale. The base price of the 220 starts at Euro 2,500,000 (ex-VAT) with twin MAN 1550hp and has a 14-16 months construction time.

If requested, the windshield can be fully enclosed and have wipers added. Please find two close-up photos of the 140's windshield attached to my email, together with one of the flagship, the 220.

I've also uploaded a video of the Black Shiver 140 cruising, that you may download on your computer to watch (approx. 109MB) :

<https://dl.dropboxusercontent.com/u/5268315/Novamarine%20Black%20Shiver%20140.mov>

Regards,

Alex

Alex Treleani
Managing Director
Cell: + [REDACTED]

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From: Richard Kahn <[REDACTED]>

Date: Thursday, December 29, 2016 at 00:15

To: ALEX TRELEANI <[REDACTED]>

Subject: Re: 2017 Novamarine

do you also have a 220 for sale? if so please send photos and info
regarding windshield can you send other close up photos / do they have wipers?
please advise
thank you

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

On Dec 28, 2016, at 3:47 PM, Alex Treleani | Aqvaluxe Yachts <[REDACTED]> wrote:

Dear Richard,

Thank you for your call about the Novamarine Black Shiver 140 available for sale. Our company, Aqvaluxe Yachts, acts as international sales office for the Novamarine shipyard, hence all sales are conducted directly on behalf of the yard.

Enclosed to my email are the photos (11 in total) of the latest Black Shiver 140 launched in August 2016. The vessel has been lightly used for demo and boat shows, has very low hours (less than 50hrs) and is not yet registered. It is now the end of the year, and we have decided to offer it for sale. Full 2-years warranties on both boat and engines will be offered to the new owner, which will be registered as the first one. The Retail price is Euro 875,600.00 (ex-VAT). As special end-of-year sales condition, we

are offering an exceptional 20% off the retail price down to Euro 700,000.00 (ex-VAT). Construction time for a custom new build, are currently around 4 to 5 months.

The Novamarine shipyard is currently closed for the holidays and re-open its doors on Monday, January 9th, 2017. Hence starting the following week (the time it takes for everyone to catch-up/wake-up after the break) any day will be good for a sea-trial and viewing of the boat.

Please don't hesitate to share your thoughts and let me know when the best time will be, next year, to get together to organise the sea trial and visit the production site. For any additional question, don't hesitate to contact me directly.

Kindest regards,

Alex

Alex Treleani
Managing Director
Cell: + [REDACTED]

AqvaLuxe Yachts

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On 12/28/16, 19:24, "Richard Kahn" <[REDACTED]> wrote:

please send additional photos and details as discussed
thank you

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

fax [REDACTED]
cell [REDACTED]

<Black Shiver 140 Web-brochure_low.pdf><CONFIGURATION BLACK SHIVER 140 JET_2017_ING.PDF>
<TECHNICAL SPECIFICATION 140 eb.pdf><BLACK SHIVER 140 JET (1).jpg><BLACK SHIVER 140 JET
(2).jpg><BLACK SHIVER 140 JET (3).jpg><BLACK SHIVER 140 JET (4).jpg><BLACK SHIVER 140 JET (5).jpg>
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SHIVER 140 JET (9).jpg><BLACK SHIVER 140 JET (10).jpg><BLACK SHIVER 140 JET (11).jpg>

<Black Shiver 140 JET (1).JPG><Black Shiver 140 JET (6).jpg><Black Shiver 220 JET (2).jpg>

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<Pricing Novamarine 2017_EN.pdf>

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