

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Fwd: 2017 Novamarine - shipping estimate
Date: Wed, 11 Jan 2017 17:59:01 +0000

shipping to PBI is 17,500

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 - shipping estimate
Date: January 11, 2017 at 11:59:10 AM EST
To: Richard Kahn <[REDACTED]>

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

Address: "L'Hirondelle" - 15, Rue Princesse Antoinette - Monte Carlo - MC 98000 MONACO

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About us: Originally founded in 2001, **AQVALUXE YACHTS** was formerly known as **SNO YACHTS MONTE-CARLO**.

"Aqvaluxe Yachts" and "Aqvaluxe Yacht Charters" are registered trading names of **AqvaLuxe Group S.a.r.l.**,

RCI # 04 S 04245 - DSEE # 511 G 11124, with registered office in Monaco (MC).

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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]
[REDACTED]

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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]
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cel [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,

EFTA00650626

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]

cel [REDACTED]

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

EFTA00650627

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]

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

EFTA00650628

please send additional photos and details as discussed
thank you

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<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><BLACK SHIVER 140 JET (6).jpg><BLACK SHIVER 140 JET (7).jpg><BLACK SHIVER 140 JET (8).jpg><BLACK 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>