

From: "jeffrey E." <jeevacation@gmail.com>
To: Richard Kahn <[REDACTED]>
Subject: Re: ZDC-HVAC Honeywell Controls
Date: Thu, 12 Nov 2015 22:12:29 +0000

ok

On Thu, Nov 12, 2015 at 11:02 PM, Richard Kahn <[REDACTED]> wrote:

original bid was 54,486 (see attached)

i was able to negotiate a 7.15% discount (3,896) for a total price of 50,590 plus 7% gross receipts tax

vendor informed me that whether we access via apple or not the actual 21 controllers do not change as capability is already included in unit

wayne from horizon will do the installation with a not to exceed price of 5,000 plus 7% gross receipts tax

cost summary

honeywell	50,590
horizon	<u>5,000</u>
total	55,590
7% tax	<u>3,891</u>

Total Cost 59,481

Lead time for parts is approximately 2 weeks and another 2 weeks for installation and set up
If approved work would begin after your Thanksgiving visit

Please advise if ok to proceed
Thank you

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

Begin forwarded message:

From: [REDACTED] <[REDACTED]>
Subject: Fwd: ZDC-HVAC Honeywell Controls
Date: October 23, 2015 at 10:59:18 AM EDT
To: Rich Kahn <[REDACTED]>

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

From: **von Kalben, Stephan (NM12)** <[REDACTED]>
Date: Fri, Oct 9, 2015 at 4:38 PM
Subject: RE: ZDC-HVAC Honeywell Controls
To: [REDACTED] <[REDACTED]>
Cc: Duane Zachman <[REDACTED]>

Hello Brice,

Please find the attached proposal with the name change attached, as for your other questions below. There is about a 2 week delivery time once order is placed for the parts. Of the \$54,486.00 proposal there is approximately \$35k in material, which encompasses at a minimum controllers, room sensors, PC, power supplies, I/O modules, Communication drivers and software. Approximately \$19k is for labor which covers at a minimum engineering, project management, programming, graphics creation, test and check out along with administration. If you have any other questions please do not hesitate to contact me, and I look forward to working with you.

Thanks

Stephan

Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED]

Fax: [REDACTED]

email: [REDACTED]

web: [REDACTED]

From: [REDACTED] [mailto:[REDACTED]]
Sent: Thursday, September 10, 2015 8:56 AM

To: von Kalben, Stephan (NM12)
Cc: Duane Zachman
Subject: Re: ZDC-HVAC Honeywell Controls

Good Morning Stephan

My corporate offices are asking for the following

1. break down of equipment cost etc per item
2. confirmation off lead time
3. customer to be Zorro Development Corp.

any concerns please let me know

regards Brice

On Thu, Aug 13, 2015 at 3:44 PM, von Kalben, Stephan (NM12) <[REDACTED]> wrote:

Hello Brice,

We were planning on installing the temperature sensor attached, it is capable of doing temperature and humidity using only two wires. This would be perfect for your application, this sensor would also give you better humidity control of the building. The cost would be the same. As for future expansion, I have the new Honeywell controller providing a LON communications card, our controllers can easily incorporate BACnet, C-Bus and Modbus as well. Most Lutron systems have LON communications cards available for them which can easily be brought into our system. As for the fire alarm system you currently have it does not support communications cards so we could easily bring in a trouble and alarm points from the current system into the new Honeywell system. If you have any more questions please do not hesitate to contact me.

Stephan

Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED]

Fax: [REDACTED]

email: [REDACTED]

web: [REDACTED]

From: Zorro Ranch [mailto:████████████████████]
Sent: Wednesday, August 12, 2015 8:26 AM
To: von Kalben, Stephan (NM12)
Cc: Duane Zachman
Subject: Re: ZDC-HVAC Honeywell Controls

Good morning

FYI

The owner has decided not to proceed with app for thermostat control and wish to proceed with a simple slide thermostats in each location as pre existing

Stephan can you please review your proposal and reflect any changes

Can I have your proposal to me by Friday please

Can you confirm that the proposed system

Will easily handle future Lurton lighting and fire alarm integration without a major upgrade of Honeywell equipment .

Any concerns please let me know

Regards Brice

Sent from my iPhone

On Aug 10, 2015, at 4:14 PM, von Kalben, Stephan (NM12) <████████████████████> wrote:

Hello Brice,

We would make a custom app for the owner to access the ranch, per our discussions you wanted it to have a simple click from his phone to the system where he would then choose the space and then be able to see the current space temp along with adjusting the space heating and cooling temp set points. I have reached out to some of our graphics guys to see if they could create some sample graphics for you; however, █████ not sure they could in the time frame you mentioned below.

Stephan

Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED]

Fax: [REDACTED]

email: [REDACTED]

web: [REDACTED]

From: [REDACTED] [mailto:[REDACTED]]

Sent: Thursday, August 06, 2015 8:31 AM

To: von Kalben, Stephan (NM12)

Cc: Duane Zachman

Subject: ZDC-HVAC Honeywell Controls

Good Morning Stephan

thank you for your proposal.

Is there anyway we can access a demo or app showing basic iPhone thermostat control

I have one other proposals on the table right now with demo. I would like to present both to owner while he is in Residence. There is a one week window from today.

Please advise if this possible

regards Brice

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[REDACTED]
Stanley, NM

Ph: [REDACTED]

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[REDACTED]
Stanley, NM

Ph: [REDACTED]

--

[REDACTED]
Stanley, NM

Ph: [REDACTED]

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please note

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