

From: Richard Kahn <[REDACTED]>

To: "jeffrey E." <jeevacation@gmail.com>

Subject: LSJE Dock Fenders

Date: Mon, 08 Jun 2015 17:58:43 +0000

Attachments: Dock_Fender_patterns_-_June_2,_2015.pdf

attached is email from Michael (C Marine) regarding his desire to sell fenders to LSJE
he has now lowered his price from 31,292.41 (30,593.90 + 698.51 shipping) to 29,000.00 to **27,750** (discount of 11.3% which includes fenders/end pieces / bolts and shipping)
note this was for original design and included 156 fenders

if we go to new pattern below 27,750 will be reduced by approximately 7,500 for total cost of 20,250

please advise if you still would like to go with new Techno Rubber 11181 fenders or C Marine
in addition please confirm we will be using new pattern below
thank you

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

Date: June 6, 2015 at 9:32:31 AM EDT

Subject: Little St James

From: Michael C <[REDACTED]>

To: Richard Kahn <[REDACTED]>, Daphne Wallace <[REDACTED]>

Rich I would like to see my bumpers in Little St James marina I would split the difference from 29,000. to 26,500. the package would now be 27,750.00.. Let me

know if this will work. Mike

On Jun 5, 2015, at 3:35 PM, Lesley Groff <[REDACTED]> wrote:

Jeffrey has chosen the "Techno Rubber 11181" for the boat...it was the long one of all 3 choices...do you need these back?

Begin forwarded message:

EFTA00854991

From: Richard Kahn <[REDACTED]>
Date: June 5, 2015 at 3:04:47 PM EDT
Subject: Dock Fenders
To: "jeffrey E." <jeevacation@gmail.com>

Leo just picked up 2 samples to bring to you for your review

Overview of Fenders:

C Marine

Package 3 in below email from C Marine - i was able to negotiate 29,000 for 156 fenders / end pieces / bolts / washer and shipping
Cost per fender = 176.73

Measurements:

10" W x 5" H x 36" L

total coverage for 156 fenders = 1,560" W x 780" H x 5,616" L

Techno Rubber

Style 11181 - grey

Measurements:

5" W x 2" H x 12" L

Cost per Bumper = 13.25

in order for us to achieve 36" we will need 3 of above one foot fenders
in addition in order to achieve 10" W (of C Marine) we will need double rows (2x)

5616" Length from C Marine / 12" = 468 1 foot pieces then we must double to achieve same Width = 936 x
13.25 per fender = **12,402 cost** before end pieces / bolts / washers

questions:

- a) do you like style?
- b) is it to firm?
- c) is 2" H enough vs 5" H from C marine

Hamilton Marine

Style dam-db-75b

attached in bag are two other types of grey colors for your review
white piece is to give example of larger size

Measurements:

4" W x 4" H x 12" L

Cost per Bumper = 24.13

in order for us to achieve 36" we will need 3 of above one foot fenders
in addition in order to achieve 10" W (of C Marine) we will need 2.5x rows

5616" Length from C Marine / 12" = 468 1 foot pieces then we must multiply by 2.5x to achieve same Width =
1,170 x 24.13 per bumper = **28,232 cost** before end pieces / bolts / washers

questions:

- a) do you like style?
- b) is it to firm?
- c) carlos claims that are for more of a commercial application such as tug boats

Also for your consideration was that if we proceed with new pattern (first one below) we will only require the following pieces per Carlos

If we keep use new pattern C Marine Savings would be 156 - 114 fenders = $42 \times 176.73 = 7,422.66$

Date: June 3, 2015 at 3:16:13 PM EDT
From: Carlos Rodriguez <[REDACTED]>
Reply-To: Carlos Rodriguez <[REDACTED]>
To: Richard Kahn <[REDACTED]>
Subject: Re: Fwd: Dock fender patterns - June 2, 2015

Greetings Rich.

New pattern going all the way to end takes 114 pieces and 4 corner pieces.

New pattern going stopping were I recomend 95 pieces and 4 corner pieces.

Anna will be scanning a diagram I put together for you.

Thanks
Carlos

On Wednesday, June 3, 2015 1:17 PM, Richard Kahn <[REDACTED]> wrote:

jeffrey likes the first pattern below

can you please run two scenarios for this pattern determining how many feet (pieces) and endcaps we will need for below:

- 1) new pattern below all the way to end including shallow water
- 2) new pattern below stoping where you are recommending

can you please complete this now as i will be meeting with jee at 4pm and would like to review with him this afternoon

thank you

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:

Date: June 5, 2015 at 11:59:40 AM EDT

Subject: Re: Pricing

From: Michael C <[REDACTED]>

To: Richard Kahn <[REDACTED]>

Call Now [414-305-1946](tel:414-305-1946)

On Fri, Jun 5, 2015 at 10:28 AM, Richard Kahn <[REDACTED]> wrote:

can we discuss today
if so please advise best time and number i can call you at
thanks

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

On Jun 4, 2015, at 7:31 PM, Michael C <[REDACTED]> wrote:

Richard

I did not speak of a gray bumper for 155.00....Our Distributor price is 154.80 for (Black) standard color...You are not a distributor and yet you ask for distributor pricing. You are getting a custom color made to order and at a distributor price. My quote to you was for 30,593.90 you asked me to reduce that in good faith to 29,000.00 a 1,593.90 off, so bumper cost 176.73.

That is only 21.94 above standard color price at distributor, Richard this its more then fair.

The 29,000.00 includes everything on the quote, Outside corners DU-5C 6 ea 779.70, stainless steel bolts and washers 650.00 totaling \$ 1,429.70 if you deduct that from the 29,000.00 the price will be 27,570.30 I will not accept the total package at 26,500.00

Quote:

Package # 1 176.74 x 156 ea = 27,570.30 DU-5F bumpers in (Grey) S/Williams SW-6250
Bumpers Flat (ONLY)

Package # 2 176.73 x 156 ea = 27,570.30 DU-5F Flat bumpers in (Grey) S/Williams SW-6250
129.95 x 6 ea = 779.70 DU-5C Outside Corner bumper in (Grey) S/Williams
SW-6250
Total 28,350.00

Package # 3 176.73 x 156 ea = 27,570.30 DU-5F Flat bumpers in (Grey) S/Williams SW-6250
129.95 x 6 ea = 779.70 DU-5C Outside Corner bumper in (Grey) S/Williams
SW-6250
1.20 x 500 ea = 600.00 1/2" x 4" Stainless Steel Bolts
.10 x 500 ea = 50.00 1/2" (SAE) Stainless Steel Washers
Shipping to Miami 698.51 Worldwide Express
Total 29,698.51

156 ea DU-5F bumpers at 186.95 = 29,164.20
- 1,593.90 reduction
27,570.30 Divided by 156 ea is 176.73 ea bumper

FOB Concord MI: Cost on 3 skids from Concord, MI to Tropicana Shipping, Miami, FL is
addition 698.51 This cost is based on Package # 3 Only

If you decide on Package # 1 or # 2 I will have to get new quote from Worldwide
Express for shipping to Miami

Terms: 50% due on order Balance due day of shipment

Quote will be held for 15 days

Thank You

Michael J Celoni
Pres:
C Marine Products
Milwaukee, WI
Clearwater, FL

This quote will be held for 15 days.....

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