

**From:** Richard Kahn <[REDACTED]>  
**To:** "jeffrey E." <jeevacation@gmail.com>  
**Subject:** Fwd: Kalamazoo Quote Sent From Jim @ Monark  
**Date:** Wed, 12 Sep 2018 21:02:25 +0000

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i know from our last conversation you will address on your next visit but i wanted to make you aware lead time on this custom order is 12 weeks..

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

Begin forwarded message:

**From:** Daphne Wallace <[REDACTED]>  
**Subject:** Fwd: Kalamazoo Quote Sent From Jim @ Monark  
**Date:** September 12, 2018 at 11:06:47 AM EDT  
**To:** Kyle reavis <[REDACTED]>, Rich Kahn <[REDACTED]>

Greetings Rich and Kyle,

Jim confirmed that export is not an issue with Kalamazoo for this order. We discussed that there are enough pieces to justify ordering a 20' dry and having Monarch stuff the container rather than delivering the pieces to the port as LCL.

In terms of timing, once I get the address, I will request a rate for a drop and pull from Tropical Shipping. Estimating \$3-4K.

If JE approves by Friday 9/14, the wire goes out and is received by Friday, 9/21, EDA to warehouse by 12/14/18 (12 weeks from 9/21). Deliver to port by Monday, 12/17, ship Wednesday 12/19, EDA on STT 12/23.

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

**From:** Jim Robertson <[REDACTED]>  
**Date:** Wed, Sep 12, 2018 at 9:54 AM  
**Subject:** RE: Kalamazoo Quote Sent From Jim @ Monark  
**To:** Daphne Wallace <[REDACTED]>

Hey Daphne,

No problem with tropical picking it up from the warehouse.

The wire takes 3-5 business days after you have paid for us to receive payment and the product takes 12 weeks to come in. I will call you when it hits our warehouse at we can arrange to have it picked up.

Jim

**From:** Daphne Wallace <[REDACTED]>  
**Sent:** Wednesday, September 12, 2018 9:53 AM  
**To:** Jim Robertson <[REDACTED]>  
**Cc:** Kyle reavis <[REDACTED]>; Rich Kahn <[REDACTED]>  
**Subject:** Re: Kalamazoo Quote Sent From Jim @ Monark

Greetings Jim,

Thank you so much for the response. If this order is placed this week by 9/14, when can we estimate it will be ready to ship out from the factory?

Kind regards, Daphne

On Wed, Sep 12, 2018 at 8:51 AM Jim Robertson <[REDACTED]> wrote:

Hey Daphne,

I hope all is well. Sorry for the delay in response Tuesday is my day off

Kalamazoo does not offer anything like that. They actually set all of the prices themselves UMRP which I or anybody else am not allowed to sell below.

Please let me know what other questions you guys have.

All my best,

Jim

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**From:** Daphne Wallace <[REDACTED]>  
**Sent:** Tuesday, September 11, 2018 3:27:39 PM  
**To:** Jim Robertson  
**Cc:** Kyle reavis; Rich Kahn  
**Subject:** Re: Kalamazoo Quote Sent From Jim @ Monark

Greetings Jim,

Does Kalamazoo offer a Designer or Architect discount?

Kind regards, Daphne

On Fri, Sep 7, 2018 at 5:39 PM Jim Robertson <[REDACTED]> wrote:

Thanks Daphne, let me know if you guys need anything.

Best,

Jim

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**From:** Daphne Wallace <[REDACTED]>  
**Sent:** Friday, September 7, 2018 6:02:07 PM  
**To:** Jim Robertson; Kyle reavis; Rich Kahn  
**Subject:** Re: Kalamazoo Quote Sent From Jim @ Monark

Greetings Jim,

Thank you for coming through as you promised with the attached quote. I have copied the Project Managers on this email, so they will review and present to our Principal. You will have feedback next week.

Kind regards, Daphne

On Fri, Sep 7, 2018 at 5:01 PM Jim Robertson <[REDACTED]> wrote:

Hey Daphanie,

Attached is the quote from Kalamazoo. This is all marine grade stainless. Please look through all the parts and description. The only thing not showing is a small delivery charge but I will add that later. As you guys know when the products are shipped outside the US that it voids the warranty.

Once you have reviewed please email me or call me with any questions.

All my best,

Jim