

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Fwd: 2017 Novamarine
Date: Thu, 03 Aug 2017 12:45:40 +0000

Attachments: Black Shiver_140_Web-brochure_low.pdf;
CONFIGURATION_BLACK_SHIVER_140_JET_2017_ING.PDF;
TECHNICAL_SPECIFICATION_140_eb.pdf

Inline-Images: 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

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)
:

[REDACTED]

Regards,

Alex

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

Begin forwarded message:

From: Richard Kahn <[REDACTED]>
Subject: Fwd: 2017 Novamarine - final sales price
Date: June 7, 2017 at 2:59:39 PM EDT
To: "jeffrey E." <jeevacation@gmail.com>

Begin forwarded message:

From: Alex Treleani | Aqvaluxe Yachts <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price
Date: June 7, 2017 at 2:47:26 PM EDT
To: Richard Kahn <[REDACTED]>

Hello Richard,

Great to hear back for you. The Black Shiver 140 is still available for sale. We've withdrawn it from advertising as people when they read its a demo, it created only confusion as its virtually a new boat with only 82 engine hours to date.

Sales conditions are the same as discussed: Euro 550,000 including 110V conversion and windshield upgrade. Price is F.O.B. Novamarine Shipyard, Olbia , Italy

Let us know if you want to proceed to organise a sea-trial/survey and conclude the deal.

Regards,

Alex

From: Richard Kahn <[REDACTED]>
Date: Wednesday, 7 June 2017 at 17:35
To: ALEX TRELEANI <[REDACTED]>
Subject: Fwd: 2017 Novamarine - final sales price

i wanted to circle back and check on the status of the boat we were discussing has it been sold? if so do you have anything similar

thank you

Begin forwarded message:

From: Alex Treleani | Aqvaluxe Yachts <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price
Date: February 6, 2017 at 1:42:50 PM EST
To: Richard Kahn <[REDACTED]>

Dear Richard,

From you last email, I understood that you were still waiting for a final answer from your principal about our new offer @ 550K?

After we spoke about your best offer, we had a difference of Euro 54,000. The shipyard then managed to exceptionally further lower the price down to a new low of Euro 550,000 as the new lowest they could accept to sell.

So, I beg your pardon, but its now your buyer that is turning down the boat for a small difference of Euro 25,000, not the shipyard. Anyway, the result at the end remains the same, no sale is made in-spite of our efforts to go above and beyond in offering a premium quality boat at a fraction of the price.

Funny, as you wrote on Jan 25th, I guess now I am the one that can say that "personally I think you made a great mistake" ...

Thank you for your time.

Alex

From: Richard Kahn <[REDACTED]>
Date: Monday, 6 February 2017 at 19:15
To: ALEX TRELEANI <[REDACTED]>
Subject: Re: 2017 Novamarine - final sales price

as i told you we made our best offer a while ago at 525,000. i told my principal that you turned it down for a 25k difference. sorry, silly..

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

On Feb 6, 2017, at 11:45 AM, Alex Treleani | Aqualuxe Yachts <[REDACTED]> wrote:

Good morning Richard,

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

Regards,

Alex

Begin forwarded message:

From: Richard Kahn <[REDACTED]>
Subject: Fwd: 2017 Novamarine
Date: January 23, 2017 at 12:50:51 PM EST
To: Darren Indyke <[REDACTED]>

Begin forwarded message:

From: Alex Treleani | Aqvaluxe Yachts <[REDACTED]>
Subject: Re: 2017 Novamarine
Date: December 28, 2016 at 3:47:02 PM EST
To: Richard Kahn <[REDACTED]>

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

International Yacht Sales & Brokerage • Charter • Management • Design

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

Office Tel: + [REDACTED]

Office Fax: + [REDACTED]

EFTA01038624

Cell GSM: + [REDACTED]
Cell Italy: + [REDACTED]
Skype ID: [REDACTED]

| [twitter: @AqvaLuxe](#) | [instagram: @AqvaLuxe](#)

Corporate Member of MYBA - The Worldwide Yachting Association - Member ID: [REDACTED]

About us: Originally founded in 2001, **AQUALUXE 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).

Legal Disclaimer

This e-mail is directed uniquely to the interested party, which is the exclusive addressee of any information
Contained herein. For any abuse about the content of this message, Aqvaluxe will claim compensation for
damages occurred to third parties as well. In case the e-mail should be addressed to other than you, or
the content should reveal any transmission errors or manipulations, please contact us at the following
address: [REDACTED]

- Save ink and paper, print this message only if needed !

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]



