

From: Richard Kahn [REDACTED] >

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

Subject: Barge Engines

Date: Tue, 09 Jun 2015 21:10:22 +0000

Attachments: aqt35742.pdf; Wire_Instructions_DSL.pdf

Inline-Images: image002.png; image004.png; image006.png; image008.png

Bid Overview

attached is middle bid we received from diesel specialists for 2 rebuilt engines in the amount of 76,060.28 this is the same company we purchased rebuilt barge engines from approximately 5 years ago

the two other bids we received were:

a) 66,600 from diesel pro - bosco did not like this company as they are using inferior parts from china and south america

in addition they would take 3 weeks to rebuild engine whereby diesel specialists will have ready in 5 business days

b) 90,150 from stewart and stevensons - bid was comparable to diesel specialists yet not work paying 18.5% more in cost

breakdown of 76,060 is as follows:

remanned engines (2)	51,000
core engines (2)	24,000 **
other parts (coolant / drain kit / filters)	<u>1,060</u>
total gross cost	76,060 ***

** when our core engines are returned will receive credit up to 12,000

in conversation with Mark (salesman)he said we could conservatively estimate 80% return or 19,200

*** i am reluctant to negotiate this price as i am concerned that whatever we save diesel specialists will look to recoup that amount when they receive back core engines

Overall Cost Summary

Diesel Specialists		76,060
Projected Core Credit	estimate —>	(19,200)
Trucking / Shipping - Tropical Roundtrip		10,000
Johnny Weekes - Deliver & Return 20' container		780
Gene Install of Engines		8,000
Crane rental - additional help gene may need estimate->		2,000
Bosco oversight if needed	estimate —>	<u>2,360</u>

Total Cost of Engines Installed **80,000**

Timing

Diesel Specialists will have engines ready for pickup June 17th

Assuming it takes 2 days to send to FL they will arrive June 19th and sail on June 23rd which will land them on STT June 27th

Projected pickup date assuming no customs issues is June 29th

Projected Useful Life of Engines

5-7 years provided preventative maintenance is done as needed

please advise if ok to proceed
thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022

Begin forwarded message:

From: Mark Duplessis <[REDACTED]>
To: Bill Hague <[REDACTED]>
Cc: "annrodriguez ([REDACTED])" <[REDACTED]>, "Daphne Wallace ([REDACTED])" <[REDACTED]>, "Rich Kahn ([REDACTED])" <[REDACTED]>
Subject: RE: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine Assemblies
Date: June 8, 2015 at 10:46:49 AM EDT

Bill,

Good morning. Please find the pro forma invoice for the proposed order as promised. We'll need a few days to swap injectors to N70 and set the engines again. We'll also need to wait on the air box drain kits to come in so this should all be wrapped up in the 4-5 business days quoted. Bank information for wire transfer has also been attached. Please reference your quote number "AQT35742" on the payment if made. If anything changes regarding the transport of this order, we can always go back and change the quotation accordingly. Many thanks again for your patience and we look forward to doing continued business with you in the very near future.

Best regards,

Mark Duplessis
Engine Sales



www.dieselpartsdirect.com

Specialty Stores

www.detroitdieselpartsdirect.com

www.cumminspartsdirect.com

www.perkinspartsdirect.com

www.deutzpartsdirect.com

International Inquiries

www.ds1spec.com

From: Mark Duplessis
Sent: Saturday, June 06, 2015 8:10 AM
To: Bill Hague
Subject: RE: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine Assemblies

thats great. i'll leave off the outbound freight and send a pro forma invoice on Monday.

many thanks,

From: Bill Hague [Redacted]
Sent: Friday, June 05, 2015 8:59 PM
To: Mark Duplessis

Cc: annrodriquez; Daphne Wallace; Rich Kahn

Subject: Re: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine Assemblies
Tropical shipping said their carrier will bring both engines to Florida for \$1050.

I'll get her to put that in writing on Monday.

Sent from my iPhone

On Jun 5, 2015, at 16:01, Mark Duplessis <[REDACTED]> wrote:

Bill,

Just got the last freight rate back. I have a few options so here is what we can offer:

1. Dedicated flatbed straight to Port of Palm Beach (\$2,970.00). Cargo will be unloaded at port and you may arrange transportation to St. Thomas.
2. FCL (Full container load) ocean freight with full transit to port in St. Thomas (\$6,775.00). 14 day transit from weekly sailing and no crating required.
3. LCL (Less than container load) ocean freight with full transit to port in St. Thomas (\$3081.25). 14 day transit from weekly sailing date. This will require the engines to be crated (additional \$1,100.00 each) to ensure the cargo is not damaged in transit as it would be traveling with other undisclosed cargo.

Please keep in mind that when the cores are ready to come back this will be a completely separate transaction if we would be charging you for that. You may also elect to have the cores sent back from Port of Palm Beach out of pocket when the time comes. Upon first glance, looks like dedicated flatbed would be the most economical way of getting these engines transported if you have someone lined up at port to take it the rest of the way. I know you are doing similar work on your end regarding transit so I would be interested to see what comes back on that also.

Once we have established the outbound freight, I will be able to place a grand total on the quotation so you may send payment and we can get things moving swiftly. Many thanks again and please feel free to call me if you would like to discuss further.

Best regards,

Mark Duplessis
Engine Sales

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www.dieselpartsdirect.com

Specialty Stores

www.detroitdieselpartsdirect.com

www.cumminspartsdirect.com

www.perkinspartsdirect.com

www.deutzpartsdirect.com

International Inquiries

www.ds-spec.com

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From: Mark Duplessis
Sent: Monday, June 01, 2015 12:00 PM
To: 'Bill Hague'
Cc: annrodriguez; Daphne Wallace; Rich Kahn
Subject: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine Assemblies

Bill,

Good morning and thank you for your patience. The quotation you requested is attached for your review. All engines are guaranteed to meet manufacturer's performance specifications and come with a one year warranty against defects in the quality of materials and workmanship. I have provided a copy of this warranty as well as a summary of our standard engine remanufacturing procedures for your review. Please also note:

1. We still build the 12V71 a great deal and currently have three units in stock as discussed on Friday.
2. Also included in your quotation are core charges refundable upon receipt and inspection your existing engine core. Your cores must meet Detroit Diesel factory core return standards to be eligible for a full credit. This price does not include the freight charges for the core to be returned to the factory for evaluation.
3. Regarding our discussions about minimizing oil leaks in the future, our Service Manager has recommended doing some basic improvements that may improve oil leaks. These include go back and use a Hi-Temp Loctite product on certain bolt flange areas, air box covers and most other areas that seal. The additional use of copper washers is also essential in most of these areas where the bolts go through housings that allow oil to make contact with the bolt threads.
4. To further maintain the cleanliness of your engine room area, we have included air box drain kits for this model of engine in your quotation. These kits (1 per engine) are installed to the air box drain outlets to collect oil and sludge into the canister, which can be easily maintained. Please see attached installation instructions for further information. Please also note that these kits will ship unassembled to the engine.
5. Pricing does not include outbound freight/crating if applicable. Should you want us to provide a quotation on this as well, please provide a suggested port of delivery and I will promptly reply back with this information.
6. Diesel Specialists requires a 100% payment for engines in stocking condition.

Please also keep in mind that during the dyno test stage the engine is not only tested for performance but to reseal any areas/gaskets that leak water or oil. This also includes any type of seals as well. The 2-stroke engine is a very rugged and versatile engine that can withstand the harshest work conditions. It is also an engine that when preventative maintenances practices are put in place will provide years of service.

Many thanks again and please reply if we may be of further assistance.

Best regards,

Mark Duplessis
Engine Sales



www.dieselpartsdirect.com

Specialty Stores
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www.cumminspartsdirect.com
www.perkinspartsdirect.com
www.deutzpartsdirect.com

International Inquiries
www.ds-spec.com

<image007.png>

-----Original Message-----

From: Bill Hague [mailto:]

Sent: Monday, June 01, 2015 11:55 AM

To: Mark Duplessis

Cc: annrodriquez; Daphne Wallace; Rich Kahn

Subject: Re: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine Assemblies

Please forward this to the attached Colleagues.

Sent from my iPhone

> On Jun 1, 2015, at 12:06, Mark Duplessis < > wrote:

>

> This message cannot be displayed because of the way it is formatted. Ask the sender to send it again using a different format or email program. message/rfc822