

To: jeevacation@gmail.com[jeevacation@gmail.com];

From: Lvjet
Sent: Fri 12/3/2010 12:51:48 AM
Subject: LSJ stereo

Jeffrey,

Bottom line on LSJ quote, after speaking with Dawn in West Palm Beach, and Jack in New York,...., Nick is charging Retail or close to it, for the equipment, (30% electronic's and 50% speaker mark up) I explained to Dawn, that Nick has been doing business with us for some time, and has provided good knowledge and work, however, Nick should at least provide a minimum 10% discount across the board for equipment, for a project of this size., Dawn is quite capable of handling a project of this size, but feel Nick has the best repre with you. I am only using Dawn as a source for price comparison. She is not a dealer for Digital Projection, (Titian) but could become a dealer in a matter of days., and she felt pretty confident if the mark up on DPI projectors was industry standard, that she could provide a 3D titian \$80K for a price similar to Nick's 2D price \$65k.

Nick's equipment quote: \$223,866.00
we should offer \$200k for equipment only,
. this is only asking for a 10% discount across the board.,

I've had discussion with Nick in the past regarding his equipment prices, I have confronted him on equipment I found less expensive on the Internet, he tells me that his pricing is firm and he's not making that much money and if we where to shop else where, we would pay the same price., I know that's not true, after speaking with Companies like Dawn., they are dealing all equipment and so should Nick.

also, for what its worth: Dawn recommended going with the 3D projector, even if you usually watch 2D movies most of the time, cable and Satellite are expecting to launch 20 - 30 3D channels soon, and thought with that investment, at some point you would enjoy a 3D movie.
also, the Titian 2D projectors are not upgrade-able to 3D according to Nick.
let me know how to proceed with Nick ?

Thank you,
Larry