
From: Richard Kahn <richardkahn12@gmail.com>
Sent: Thursday, November 12, 2015 10:03 PM
To: jeffrey E.
Subject: Fwd: ZDC-HVAC Honeywell Controls
Attachments: F6157-1788156A Zorro Ranch DDC Proposal.pdf; Untitled attachment 00197.htm

original bid was 54,486 (see attached)

i was able to negotiate a 7.15% discount (3,896) for a total price of 50,590 plus 7% gross receipts tax

vendor informed me that whether we access via apple or not the actual 21 controllers do not change as capability is already included in unit dwayne from horizon will do the installation with a not to exceed price of 5,000 plus 7% gross receipts tax

cost summary

honeywell 50,590
horizon 5,000
total =/span>55,590
7% tax =,891 =/span>

Total Cost 59,481

Lead time for parts is approximately 2 weeks and another 2 weeks for installation and set up. If approved work would begin after our Thanksgiving visit

Please advise if ok to proceed
Thank you

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

Begin forwarded message:

From: =/b>Brice Gordon <[REDACTED]>

Subject: =/b>Fwd: ZDC-HVAC Honeywell Controls

Date: =/b>October 23, 2015 at 10:59:18 AM =DT

To: =/b>Rich Kahn <richardkahn12@gmail.com>

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

From: von Kalben, Stephan (NM12) <[REDACTED]>

Date: Fri, Oct 9, 2015 at 4:38 PM

Subject: RE: =DC-HVAC Honeywell Controls

To: Brice Gordon <[REDACTED]>

Cc: Duane Zachman = [REDACTED] <[REDACTED]>>

Hello Brice,

Please find the attached proposal with the name =hange attached, as for your other questions below. There is about = 2 week delivery time once order is placed for the parts. Of the \$54,486.00 proposal there is =pproximately \$35k in material, which encompasses at a minimum =ontrollers, room sensors, PC, power supplies, I/O modules, =ommunication drivers and software. Approximately \$19k is for =abor which covers at a minimum engineering, project management, programming, =graphics creation, test and check out along with administration. =f you have any other questions please do not hesitate to contact me, =nd I look forward to working with you.

Thanks

Stephan

Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED] <tel:[REDACTED]>

Fax: = [REDACTED] <[REDACTED]>

email: [REDACTED]

web: www.buildingsolutions.Honeywell.com <http://www.buildingsolutions.honeywell.com/>

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From: Brice Gordon [mailto: [REDACTED] <mailto: [REDACTED]>]
Sent: Thursday, September 10, 2015 8:56 =M

To: von Kalben, Stephan (NM12)
Cc: Duane Zachman
Subject: Re: ZDC-HVAC Honeywell Controls

Good Morning Stephan

My corporate offices are asking =or the following

1. break down of equipment cost =tc per item
2. confirmation off lead time
3. customer to be Zorro =evelopment Corp.

any concerns please let me know

regards Brice

On Thu, Aug 13, 2015 at 3:44 PM, =on Kalben, Stephan (NM12) <[REDACTED]> wrote:

Hello Brice,

We were planning on installing the temperature =ensor attached, it is capable of doing temperature and humidity using only two wires. This would be perfect for your =application, this sensor would also give you better humidity control of =he building. The cost would be the same. As for future =xpansion, I have the new Honeywell controller providing a LON communications card, our controllers can easily incorporate BACnet, =-Bus and Modbus as well. Most Lutron systems have LON =ommunications cards available for them which can easily be brought into =ur system. As for the fire alarm system you currently have it does not support communications cards so we could easily bring =n a trouble and alarm points from the current system into the new =oneywell system. If you have any more questions please do not =esitate to contact me.

Stephan

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Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED] <tel:[REDACTED]>

Fax: = [REDACTED] <[REDACTED]>

email: [REDACTED] <mailto:[REDACTED]>

web: www.buildingsolutions.Honeywell.com <http://www.buildingsolutions.honeywell.com/>

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From: Zorro Ranch [mailto:[REDACTED] <mailto:[REDACTED]>]
Sent: Wednesday, August 12, 2015 8:26 AM
To: von Kalben, Stephan (NM12)
Cc: Duane Zachman
Subject: Re: ZDC-HVAC Honeywell Controls

Good morning

FYI

The owner has decided not to =roceed with app for thermostat control and wish to proceed with a =simple slide thermostats in each location as pre existing

Stephan can you please review =our proposal and reflect any changes

Can I have your proposal to me by =riday please

Can you confirm that the proposed =system

Will easily handle future Lurton =ighting and fire alarm integration without a major upgrade of Honeywell =quipment .

Any concerns please let me =now

Regards Brice

Sent from my iPhone

On Aug 10, 2015, at 4:14 PM, von Kalben, Stephan (NM12) <[REDACTED]>
wrote:

Hello Brice,

We would make a custom app for the owner to access =he ranch, per our discussions you wanted it to have a simple click from his phone to the system where he would then =choose the space and then be able to see the current space temp along =ith adjusting the space heating and cooling temp set points. I =ave reached out to some of our graphics guys to see if they could create some sample graphics for you; however, I'm =ot sure they could in the time frame you mentioned below.

Stephan

Stephan von Kalben

Business Consultant

Honeywell Building Solutions

Mobile: [REDACTED] <tel:[REDACTED]>

Fax: [REDACTED] <[REDACTED]>

email: [REDACTED] <mailto:[REDACTED]>

web: www.buildingsolutions.Honeywell.com
<http://www.buildingsolutions.honeywell.com/>

From: Brice Gordon [mailto:[REDACTED]]
Sent: Thursday, August 06, 2015 8:31 AM
To: von Kalben, Stephan (NM12)
Cc: Duane Zachman
Subject: ZDC-HVAC Honeywell Controls

Good Morning Stephan

thank you for your proposal.

Is there anyway we can access a demo or app showing basic iPhone thermostat control

I have one other proposals on the table right now with demo. I would like to present both to owner while he is in Residence. There is a one week window from today.

Please advise if this possible

regards Brice

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Brice Gordon

Stanley, NM

Ph: ([REDACTED]) [REDACTED] >

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Brice Gordon

Stanley, NM

Ph: [REDACTED]

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Brice Gordon
Stanley, NM

Ph: [REDACTED]

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