
From: Richard Kahn [REDACTED]
Sent: Tuesday, June 9, 2015 9:10 PM
To: jeffrey E.
Subject: Barge Engines
Attachments: image002.png; Untitled attachment 00112.htm; image004.png; Untitled attachment 00115.htm; image006.png; Untitled attachment 00118.htm; image008.png; Untitled attachment 00121.htm; aqt35742.pdf; Untitled attachment 00124.htm; Wire Instructions DSL.pdf; Untitled attachment 00127.htm

Bid Overview

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

the two other bids we =eceived were:

a) 66,600 from diesel pro - bosco =id not like this company as they are using inferior parts from china =nd south america in addition they would take 3 =eeks to rebuild engine whereby diesel specialists will have ready in 5 =usiness days

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

breakdown of 76,060 =s as follows:

remanufactured engines =2) = 51,000

core engines (2) = 24,000 **

other parts =coolant / drain kit / filters) 1,060 total gross cost = 76,060 ***

** when our core engines are returned =ill receive credit up to 12,000 in =onversation with Mark (salesman)he said we could conservatively =stimate 80% return or 19,200

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

Overall Cost Summary

Diesel Specialists =/span> = 76,060

Projected Core Credit estimate =E2 > =/span>(19,200) =/span> Trucking / Shipping - Tropical =oundtrip = 10,000

Johnny Weekes = Deliver & Return 20' container =nbsp; 780

Gene Install of Engines = 8,000

Crane rental - additional help gene may need =stimate-> 2,000 =/span>

Bosco =versight if needed estimate —&=t; 2,360 =/span>

Total Cost of Engines Installed =/span>80,000

Timing

Diesel =pecialists will have engines ready for pickup June 17th Assuming it takes 2 days to send to FL they will arrive June =9th and sail on June 23rd which will land them on STT June =7th Projected pickup date assuming no customs =ssues 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
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tel [REDACTED]
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cel [REDACTED]

Begin forwarded message:

From: =/b>Mark Duplessis <[REDACTED]>
To: =/b>Bill Hague [REDACTED]
Cc: "annrodriguez [REDACTED]" "Daphne Wallace [REDACTED]" "Rich Kahn [REDACTED]"

Subject: =/b>RE: AQT35742 Diesel Specialists Quotation -- 12V71 Marine Remanufactured Engine assemblies

Date: =/b>June 8, 2015 at 10:46:49 AM =DT

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

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