
From: Richard Kahn [REDACTED] >
Sent: Monday, June 8, 2015 5:59 PM
To: jeffrey E.
Subject: LSJE Dock Fenders
Attachments: Dock Fender patterns - June 2, 2015.pdf; Untitled attachment 00209.htm

attached is email from Michael (C Marine) regarding his desire to sell fenders to LSJE he has now lowered his price from 31,292.41 (30,593.90 + 698.51 shipping) to 29,000.00 to 27,750 (discount of 11.3% which includes fenders/end pieces / bolts and shipping) note this was for original design and included 156 fenders

if we go to new pattern below 27,750 will be reduced by approximately 7,500 for total cost of =0,250

please advise if you still would like to go with new Techno Rubber 11181 fenders or C Marine in addition please confirm we will be using new pattern below thank you

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

Date: June 6, 2015 at 9:32:31 AM EDT

Subject: Little St James

From: Michael C <[REDACTED]@gmail.com>

To: Richard Kahn <[REDACTED]@gmail.com>, Daphne Wallace <[REDACTED]>

Rich I would like to see my bumpers in Little St James marina I would split the difference from 29,000. to 26,500. the package would now be 27,750.00.. Let me

know if this will work. Mike

On Jun 5, 2015, at 3:35 PM, Lesley Groff <[REDACTED]> wrote:

Jeffrey has chosen the "Techno Rubber 11181" for the boat...it was the long one of all 3 choices...do you need these back?

Begin forwarded message:

From: =/b>Richard Kahn <[REDACTED]>

Date: =/b>June 5, 2015 at 3:04:47 PM =DT

Subject: =/b>Dock =enders

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

Leo just picked up 2 =amples to bring to you for your review

Overview of =enders:

C Marine

Package 3 =n below email from C Marine - i was able to negotiate 29,000 for 156 =enders / end pieces / bolts / washer and shipping

Cost per fender = 176.73

Measurements:

10" W x 5" H x 36" L

total coverage =or 156 fenders = 1,560" W x 780" H x 5,616" L

Techno =ubber

Style 11181 - =rey

Measurements:

5" W x 2" H x 12"=L

Cost per Bumper =3D 13.25

in order for us to achieve 36" we will need 3 of =bove one foot fenders

in addition in order to =chieve 10" W (of C Marine) we will need double rows =2x)

5616"=Length from C Marine / 12" = 468 1 foot pieces then we must double to =chieve same Width = 936 x 13.25 per fender = 12,402 =ost before end pieces / bolts / washers

questions:

a) do =ou like style?

b) is it to firm?

c) is 2" H enough vs 5" H from C =arine

Hamilton =arine

Style =am-db-75b

attached in bag are two other types of grey colors for your =view
white piece is to give example of larger =ize

Measurements:

4" W x 4" H x 12"=L

Cost per Bumper =3D 24.13

in order for us to achieve 36" we will need 3 of =bove one foot fenders
in addition in order to =chieve 10" W (of C Marine) we will need 2.5x rows

5616" Length =rom C Marine / 12" = 468 1 foot pieces then we must multiply by 2.5x =o achieve same Width =
1,170 x 24.13 per bumper = 28,232 cost before end pieces / bolts / =ashers

questions:

a) do you like style? =nbsp;

b) is it to firm?

c) =arlos claims that are for more of a commercial application such as tug =oats

Also for your consideration was that if we proceed with new =attern (first one below) we will only require the
following pieces per =arlos

If we keep use new pattern C Marine Savings =ould be 156 - 114 fenders = 42 x 176.73 = 7,422.66

Date: June 3, 2015 at 3:16:13 PM EDT

From: Carlos Rodriguez <[REDACTED]> >

Reply-To: Carlos Rodriguez <[REDACTED]>

To: Richard Kahn <[REDACTED]> <mailto:richardkahn12@gmail.com>

Subject: Re: Fwd: Dock fender patterns - =une 2, 2015

Greetings =ich.

New pattern going all =he way to end takes 114 pieces and 4 corner pieces.

New =attern going stopping were I recomend 95 pieces and 4 corner =ieces.

Anna will be scanning a =iagram I put together for you.

Thanks

Carlos

On Wednesday, June 3, 2015 1:17 PM, Richard Kahn <richard.kahn12@gmail.com> wrote:

jeffrey likes the first pattern below

can you please run two scenarios for this pattern determining how many feet (pieces) and endcaps we will need for below:

- 1) new pattern below all the way to end including shallow water
- 2) new pattern below stopping where you are recommending

can you please complete this now as i will be meeting with jee at 4pm and would like to review with him this afternoon

thank you

</body>

=