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**From:** Richard Kahn <[REDACTED]  
**Sent:** Thursday, August 7, 2014 12:13 PM  
**To:** jeffrey E.  
**Subject:** LSJ Projection Options  
**Attachments:** Ruan Proposal - Replacement Projector - Rev 1 - 7-30-14.pdf; Untitled attachment 00178.htm

**LSJ Option**

Repair shop thinks it would be more efficient to come to LSJ They quoted 5300 to come to LSJ which is broken down between labor 2100 and travel =200 I believe the 3200 is to high (by about 1700) as air will =e no more than 1100 and hotel and transportation is no more than =00

Note their 5300 does not include =ny parts that may be needed to repair projector

**Shipping Option**

I will investigate as i am not =ure how Jermaine came up with 1525 to ship one way

Please advise on how to proceed

Thank you

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

From: Jermaine Ruan <[REDACTED]

Subject: Fwd: Digital =rojection Repair

Date: August 6, 2014 at 10:33:31 PM EDT

To: richard Kahn <[REDACTED]

Hi =ich

I had a conversation with Shaun then Dave =oncerning the best shipment method of the projector. Dave states that =t will be more cost and time effective if they do the onsite visit =ather than ship then unit to them. He also stated that it eliminates =urther damage to the unit.

I have crunch the =umbers for fedex. At minimum it will cost approximately \$1525 =packing, shipping and insurance) one way. I will look at other shipping =ompanies methods for verification before submitting this option to the =oss.

Regards  
Jruan

Be=in forwarded message:

From: Dave Raines <[REDACTED]>

Subject: Digital Projection =epair

Date: August 1, 2014 at 7:15:30 PM AST

To: "[REDACTED]" <[REDACTED]>

Cc: Cindy Aviles <[REDACTED]> Shaun Kastner <[REDACTED]>

=div lang="EN-US" link="#0563C1" vlink="#954F72" style="font-size:12px;">>  
Jermaine,

Upon =urther review, we feel that it would be best if you left the projector =n place and we sent a technician out to evaluate the =ssues. By the time you remove the projector, find a foam =added crate, pack it, ship it insured, the costs and time associated =ith this will be higher than having one of our men go onsite to service =t. Furthermore, we will then need to ship it back to you =nd a professional will need to re-install, aim, calibrate and adjust =t. In the end, the cost and time could be more =han double than our fees for an onsite =sit.

Assuming =hat the labor is 1-2 days and the travel expenses are the same as =uoted in estimate JRSTUSVI002, the overall cost for Osbee would be =5,300 without parts. If we need to replace the bulbs (Part = 108-772/3) is \$995 each and this projector requires two =ulbs. If the lens motor needs to be replaced, this cost is = bit more tricky. We may be able to manually repair it onsite if =t is a minor problem. Worse case, we can remove the motor and =anually focus the lens.

While we =re there, we will also perform a full system checkup on the A/V side =nd update any software or firmware that is =available.

In total, =e are estimating a worse case cost of \$7290 plus =ax.

If you would like to move forward with the plans, =lease let us know and we will make arrangements =SAP.

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Dave =aines  
President  
Osbee Industries, Inc.

99 Calvert Street - =uite 100 - Harrison, NY 10528  
555 Fifth Ave - 9th Fl - New York, NY =0017

[REDACTED] - =ax

web:osbee.com  
fb:osbeeindustries  
tw:@osbeeindustries  
b=m: =3528699

=/div>

Begin forwarded message:

From: Shaun Kastner <[REDACTED]>

Subject: RE: Projection =options

Date: =/b>July 30, 2014 at =:45:58 PM EDT

To: =/b>Jermaine Ruan <[REDACTED]>

Cc: =/b>Dave Raines <[REDACTED]> | Cindy Aviles <[REDACTED]>  
[REDACTED], Rich =ahn <[REDACTED]>

Hi Jermaine,

Please see the =ttached proposal. Per the below e-mail and our discussion =esterday, this proposal includes the replacement of the current =projector with the Digital Projection HIGHLite Cine 1080p-740 projector, including the installation. As shown in the proposal, we would =eliver the equipment to your New York office, and your company would be =esponsible for shipping the equipment from there to St. Thomas. =e have quoted it this way to avoid some issues that we have had in the past with inspections and shipments for business =purposes when shipping outside of the continental United =states.

The attached proposal is currently written to =ou. If you provide the client name that you would like used, as =ell as the address in New York that the equipment should be shipped to, =hen we can revise the proposal to include this.

Thank you,  
Shaun

<= class="MsoNormal">Shaun =astner

Osbee Industries, Inc.



From: Shaun Kastner  
Sent: Monday, July 28, 2014 6:56 PM  
To: 'Jermaine Ruan'  
Cc: Dave Raines; Cindy Aviles; Rich Kahn  
Subject: RE: Projection Options

Hi =ermaine,

After some discussion with Dave and with Digital =rojection, we think that the best option may be to upgrade the =rojector. We know that you would like to get this projector =orking as soon as possible. Since the current projector is no longer turning on, we're concerned that =e might not be able to get it working during a single on-site visit to =roubleshoot and repair it. If the current projector is sent up to =s for repair, we are concerned that the lead time might be too long, and that we may still encounter focusing issues or =ssues with the DVI input of the projector when reinstalling =t.

If we upgrade the projector, then we should be =ble to get it working when we are down there since it will have a =rand-new lamp and the latest input connections. If you are =nterested in an advanced model to replace the current projector, the Insight Laser 4K will be a big step =p with 4K resolution, a brighter picture, and superior color =eproduction and lamp life from the laser light engine. Since this =odel is not currently available, we have worked out a deal with Digital Projection in which we could sell you the HIGHlite =ine 1080p-740 now, then give you 50% of its price back as a credit =owards the upgrade to the Insight Laser 4K when it becomes =available. The HIGHlite Cine 1080p-740 should be as good or better than the current projector in terms of picture quality and =rightness. It is also much quieter than the current =rojector.

If you are interested in this upgrade, please =et us know the address for the residence, and we will prepare a quote =or the HIGHlite Cine 1080p-740 projector with installation. When =e go down there to install the HIGHlite projector, we would also measure the space so that we =ould know exactly what would be needed for the installation of the =arger Insight projector if you choose to upgrade when it becomes =available.

If you have any questions or if you are interested in any other options, please let us know.

Thank you,

Shaun

<= class="MsoNormal">Shaun =astner

Osbee Industries, Inc.

[REDACTED]  
103  
Mobile  
=ax

From: Jermaine Ruan [mailto: [REDACTED]]  
Sent: Monday, July 28, 2014 3:57 PM  
To: Shaun Kastner  
Cc: Dave Raines; Cindy Aviles; Rich Kahn  
Subject: RE: Projection Options

Hi =haun,

My apologies, I was not aware you did not =eceive the attached pictures.

Please let me know the most cost effective =opinion; you coming down to repair the focus and the projector not =urning on (as of Friday the 25th)issues; I sending the unit =o you for repairs; or complete replacement with an advanced model plus =nstallation.

Regards

From: Shaun Kastner [mailto: [REDACTED]]  
Sent: Monday, July 28, 2014 11:29 AM  
To: Jermaine Ruan  
Cc: Dave Raines; Cindy Aviles  
Subject: RE: Projection Options

Hi =ermaine,

I am following up on our call from Friday. = did not receive the pictures of the equipment or the address for the =esidence. If you didn't get a chance to send this, I =nderstand. I just wanted to make sure that the e-mail did not fail to deliver if you did try sending =t.

Thank you,  
Shaun

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<= class="MsoNormal">Shaun =astner

Osbee Industries, Inc.

[REDACTED]  
=103  
- Mobile  
- =ax

From: Jermaine Ruan [mailto: [REDACTED]]=  
Sent: Thursday, July 24, 2014 5:26 PM  
To: Shaun Kastner  
Cc: Dave Raines; Cindy Aviles  
Subject: RE: Projection Options

Hi =haun,

I will call you tomorrow once I am back on the =state so I can answer these questions and any addition questions that =ay arise.

Regards

JRuan

From: Shaun Kastner [mailto: [REDACTED]]  
Sent: Thursday, July 24, 2014 3:42 PM  
To: [REDACTED]  
Cc: Dave Raines; Cindy Aviles  
Subject: Projection Options

Jermaine,

I did some additional =research on your current projector after speaking with Dave this =orning. We saw that the projector has only one DVI input and no =DMI inputs. Are you able to send additional information on the current configuration? Some important details would be as =ollows:

- = Manufacturer and model number of =ideo sources
- = How are video sources connected to =he projector? If they are all connected to a preamp or receiver, =hich is then connected to the projector, please provide the =anufacturer and model number of the preamp or =eceiver.
- = What connection types (composite, =omponent, HDMI, DVI) are used from the sources to the projector or =reamp/receiver?
- = How is the system being =ontrolled? If there is a programmable remote or automation =ystem, please let us know the manufacturer and model of the remote or =ouch panel that is used.
- = If you are able to take some =ictures, that might be helpful as well. We would like to see the =nputs to the projector, the front of the equipment rack or cabinet =howing the components, and the rear of the equipment if it is in a rack. If the equipment is not in a rack and the rear of =he components are not easily accessible, then don't worry about =ictures of the back.

Once we have this information, I think the best way to proceed would be for Dave to go down there to inspect the existing system. If it is possible with the current configuration to add higher-quality sources with digital connections (which we may be able to determine based on the above information), then he will bring down a high-quality Blu-Ray player and/or Kaleidescape digital movie server system. While down there, he would also attempt to improve the picture quality of the current projector, and determine if replacement is the best way to proceed. If so, then he would be able to give a better opinion on the best projector to upgrade to following the visit.

If replacement of the projector is necessary, below are some new options from Digital Projection that should be as good or better than the current projector. Items highlighted in red could possibly be considered a downgrade relative to the current projector. Items highlighted in green would be an upgrade relative to the current projector. For any of the projectors that are as loud or louder than the current projector, we could construct a fan-cooled enclosure with sound insulation to dramatically reduce the noise level.

Dave may be tied up in a meeting for the rest of the day. If you have any questions, please let us know and we can set up a time when the three of us can get on a call.

Thank you,

Shaun

Model

Brightness  
(Lumens)

Contrast Ratio

Resolution

Noise  
(dB)

Processor

Power  
Input

Lens  
Quality

Price

## Comments

### CURRENT PROJECTOR

TITAN =080p-700

10,000

2,000:1

= 1080p  
(1920x1080)

~45

3 x 0.95" =MD

100-240VAC

Professional-Grade

N/A

DVI =nput - No HDMI

### HIGHlite PROJECTORS

HIGHlite Cine =080p-740

10,000

2,000:1

= 1080p  
(1920x1080)

39

3 x 0.65" DarkChip DMD

90-240VAC

Consumer-Grade

\$ 31,995.00

HIGHlite Laser WUXGA =D

10,000

2,000:1

= WUXGA  
(1920 x 1200)

48

3 x 0.67" DarkChip DMD

200-240VAC

Consumer-Grade

\$ 49,995.00

Laser Engine results in superior color and lamp life approximately 10 times better than traditional lamps

#### TITAN PROJECTORS

TITAN =080p-660-3D

10,000

2,000:1

= 1080p  
(1920x1080)

45

3 x 0.95" DarkChip=DMD

100-240VAC

Professional-Grade

\$ 59,995.00

TITAN =080p-800-3D

12,000

2,000:1

= 1080p  
(1920x1080)

48

3 x 0.95" DarkChip=DMD

100-240VAC

Professional-Grade

\$ 64,995.00

TITAN =080p-930-3D

14,500

2,000:1

= 1080p  
(1920x1080)

48

3 x 0.95" DarkChip=DMD

100-240VAC

Professional-Grade

\$ 69,995.00

LIGHTNING PROJECTOR

LIGHTNING REF =080p-3D

8 - =0,000

5,000:1

1080p  
(1920x1080)

59

3 x 0.96" DarkChip=DMD

200-240VAC

Professional-Grade

\$ =19,995.00

INSIGHT PROJECTOR (Expected Availability: October 2014)

INSIGHT LASER =K

12,000

2,000:1

= 4K  
(4096x2160)

48

3 x 1.38" =arkChip DMD

200-240VAC

Professional-Grade

\$ =20,995.00

Laser =ight Engine results in superior color and lamp life approximately 10 =imes better than traditional lamps

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Shaun Kastner

Senior Engineer

Osbee Industries, Inc.

99 =alvert Street - Suite 100 - Harrison, NY 10528

555 Fifth Ave - 9th FL - New York, NY =0017

 103  
Mobile  
Fax

