

From: "jeffrey E." <jeevacation@gmail.com>
To: Richard Kahn <[REDACTED]>
Subject: Re: ABC Nursery - April 22, 2015
Date: Wed, 22 Apr 2015 21:29:40 +0000

ok

On Wed, Apr 22, 2015 at 5:23 PM, Richard Kahn <[REDACTED]> wrote:

original quote was	8,480.00
additional items bought not on quote	<u>2,025.00</u>
revised total before plant sizes were increased	10,505.00

settlement amount proposed by cliff	16,219.75
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please advise if ok to propose we settle final balance for 15,000 which would be a 30% discount off their increased invoice amount of 21,435
thank you

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

Begin forwarded message:

Date: April 22, 2015 at 11:24:06 AM EDT
Subject: ABC Nursery - April 22, 2015
From: Daphne Wallace <[REDACTED]>
To: Rich Kahn <[REDACTED]>, ann rodriquez <[REDACTED]>

Greetings Rich,

I spoke with Cliff of ABC Nursery about the quote vs. the actual for the large order of plants recommended by John Schiller.

Cliff had previously discounted 15% or \$3,215.25 off of the \$21,435 total.

Cliff is willing to take an additional \$2,000 off of the current balance - \$18,219.75, bringing the new balance to \$16,219.75.

Overall, that is a discount of 24.3% off.

I asked Cliff again about the sizes - that looking at the information on paper, the sizes - in gallons - were either the same, or not much larger, as the prices increased significantly.

Cliff explained that it was not a change in the gallon size, but in girth and height of the plants.

Chris' directive to Cliff was to obtain the fullest plants he could find. Cliff was not familiar with many of the plants, but discovered in visiting the nurseries searching for the plants that some are slow growers, and could take years to reach optimum size.

He was trying to avoid purchasing samples that were slim to begin with, and would probably arrive as "sticks", or anything that was under-sized.

He is now fully aware that once a quote goes out, if there are any changes, verbal or otherwise, we, through me, must be notified immediately so our Principal is aware and can make the decision to proceed or hold.

Your thoughts, DW

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please note

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