

05 JAN 2021SaraBay Marina, LLC'XC'

Government
Exhibit

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History Date	Salesman	Action	Follow-Up Follow-Up	Follow-Up Comments
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03/31/20	Rbrad	FUP	03/30/2020	Casey called in wanted to talk about 40 invincible I ended up with him as he had called second time trying to decide if the boat would work in what he wanted. We went over transducer placement and performance ideas I call the factory to confirm both. We then had issues between sales staff. Last night spoke a couple of times lift will work as he just sold his 39 Yellow Fin and 12 foot beam will be good with him lift is 25000LBS. He has asked for a sea trial of the vessel and wants to build out electronics package. Waiting to decide what next to do
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03/31/20	Rbrad	FUP		Spoke with Gary this morning based on how the day ended yesterday with this as in a stop gap due to fact that customer wants option list called Brian 9:18 am left message to talk about this matter and let us talk. Called Gary one hour later to talk it over as I need to provide information to customer. Gary tried to call and text Brian but no answer so Gary called me back and said run with it. Sending Option list that I made for boat to Casey and going to work on sea trial set up for vessel in time frame that would work for customer
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04/01/20	Rbrad	FUP		Brian has taken over the lead as we talked this over and feel that the salesman's way is the way to go and make this work for now the customer is riding two other boats in the near future one being invincible and freeman and we will wait to hear any more news. He wants to be under 700K and we know that can happen so wait and see...
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04/06/20	Rbrad	FUP		see how he is doing and if he rode out the other boats yet and how is life going? Got email from Brian that he should be reaching out to him as he went fishing on one and loved the boat so we will continue and see where it goes
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04/09/20	Rbrad	E		how you doing spoke with Brian he has the is locked down he is working on quad engine 35 that is at factory that someone cancelled so gave him numbers either way and waiting to see what happens as this week plays out!!!
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04/17/20	Rbrad	FUP		Deal done 35 or 40 ask Brian, just hang in out there waiting to see which boat and seating he chooses looks like it will be the 40 cat in stock at this point but
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History Date	Salesman	Action	Follow Up Follow-Up	Follow-Up Follow-Up	Follow-Up Follow-Up
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you never know

04/30/20	RBRAD	FUP	Spoek with him today he has quetsion on fuel tank was hoping for 800 gallons but we are now re confirming that. Gave him prop sizes on boat and he has slight is sue with head went through operation of it and he has yet to ask about that agai n. Also gave him how to get sirius ID af ter talking with Jeff on how to do it.
05/12/20	RBRAD	FUP	He called late last week just saying ho and talking about fuel tank situation. I had said Brian is working on it and spo ke with factory which he knew. He was a little concerend but seemed ok so far as he really wanted 800 gallons of fuel.
05/28/20	Rbrad	FUP	just said hi to him to see if all is wel l and anything i can help with via text
05/28/20	Rbrad	FUP	been keeping posted on upddtaes with fix ing and working on what we can do. I sen t him extension today and waiting for hi m to sign and send back
06/03/20	Rbrad	FUP	any updatesent email to Angela to ask ab out it

11 Records Listed

EX_1_002