

EXHIBIT 11

From: John Thomas
Sent: Tuesday, March 24, 2020 7:12 PM PDT
To: Wong, Michael@DGS
Subject: Re: Medical Supplies Sheet

Perfect! I'll make sure everything is ready on my end. Assuming you guys need other things like COVID testing kits, face masks, etc, etc , let's talk about those after we get this PO put to bed. Sound good?

Thanks again, Michael. Appreciate all your effort to drive this across the finish line.

Kindest regards,

John

On Tue, Mar 24, 2020 at 7:03 PM Wong, Michael@DGS <Michael.Wong@dgs.ca.gov> wrote:

Yes, we would like a PO for 100M. I'll work the 75% payment piece first thing in the morning.

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov



Beware of Fraudulent Activity! – DGS has recently been made aware of fraudulent Purchase Orders and Spoof emails issued to the vendor community. Always confirm the validity of any Purchase Order by contacting the agency making the request. Do not process any order that appears suspicious. Do not click on any hyperlinks from a suspicious email. A list of State agency contact information is provided on the DGS website located at <http://www.dgs.ca.gov/pd/Programs/Delegated.aspx>. Be vigilant by confirming valid State of California emails and phone numbers at <https://cold.govops.ca.gov/>. Vigilance is everyone's responsibility. For more information please visit <http://www.dgs.ca.gov/pd/Home/FRAUDALERT.aspx>.

From: John Thomas [mailto:john@blueflame.agency]
Sent: Tuesday, March 24, 2020 6:13 PM
To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>
Subject: Re: Medical Supplies Sheet

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Michael,

Here is our STD document to begin this process.

Thanks again,

John

On Tue, Mar 24, 2020 at 4:51 PM John Thomas <john@blueflame.agency> wrote:

Yes absolutely.

Want me to put together a PO? If you give me an hour or so I can find the 100mil order.
Sound good?

On Tue, Mar 24, 2020, 4:45 PM Wong, Michael@DGS <Michael.Wong@dgs.ca.gov> wrote:

Got it, can we execute on this today?

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov

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From: John Thomas [mailto:john@blueflame.agency]
Sent: Tuesday, March 24, 2020 4:40 PM
To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>
Subject: Re: Medical Supplies Sheet

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Understood that's what I figured. The prior production numbers I quoted are just your approved N95's.

Regarding cost, pricing is volatile but the range is from \$3.80-\$4.80 plus shipping, handling and tax for the N95's.

John

On Tue, Mar 24, 2020 at 4:11 PM Wong, Michael@DGS <Michael.Wong@dgs.ca.gov> wrote:

Yes, we can only accept the approve N95 masks (specifically the model numbers I
texted you). How much per unit?

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov

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From: John Thomas [mailto:john@blueflame.agency]
Sent: Tuesday, March 24, 2020 4:02 PM
To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>
Subject: Re: Medical Supplies Sheet

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Michael,

Here's what we can do:

2 million units - Ready in 3 days - arrive to Calif on day 7 - Henry

6 million units - ready immediately - have to ship - SU

25-30 million units - delivered within 30 days - Henry

25 additional units within 30 days - SU

We can deliver 63,000,0000 masks within 30 days for sure.

I assume you cannot accept kn95's?

I can source the other 37 million but I need to hear back from my other manufacturers before I can quote exact capacities.

Thanks,

John

On Tue, Mar 24, 2020 at 3:20 PM John Thomas <john@blueflame.agency> wrote:

Yes will do right away. I'll have mask quantities to you quickly.

On Tue, Mar 24, 2020 at 3:16 PM Wong, Michael@DGS <Michael.Wong@dgs.ca.gov> wrote:

Can you please fill this out (will need it for payment)?

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov

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From: John Thomas [mailto:john@blueflame.agency]
Sent: Tuesday, March 24, 2020 1:34 PM
To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>
Subject: Re: Medical Supplies Sheet

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Hi Michael,

To be transparent, here's our inventory list for one of my many manufacturers. You'll see offerings, and timeline. In terms of payment we need 75% up front and the balance upon delivery. Of course you can inspect/reject and we'll refund payment.

How much inventory do you want? I have access to much more than this but I thought this would be a good starting point.

Also I did source last night a hand sanitizer manufacturer in california as well as a plastic face shield manufacturer. We'll be ready in a few days to send you this product if you're interested.

Thanks,

John

On Tue, Mar 24, 2020 at 1:14 PM Wong, Michael@DGS <Michael.Wong@dgs.ca.gov> wrote:

What quantities are you able to deliver? And what payment terms are there?

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov

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From: John Thomas [mailto:john@blueflame.agency]

Sent: Tuesday, March 24, 2020 9:30 AM

To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>

Subject: Re: Medical Supplies Sheet

CAUTION: This email originated from a NON-State email address. Do not click links or open attachments unless you are certain of the sender's authenticity.

Dear Michael,

Is this what you mean for specs? Please see attached.

Can you provide me with a rough estimate of much and by when you need it I can start shuffling around things on my end now to make sure we can get you what you need?

Thanks!

John

On Mon, Mar 23, 2020 at 9:43 PM John Thomas <john@blueflame.agency> wrote:

Thanks, Michael. Yes I have all the spec sheets I'll package up.

We can do a 75% prepayment and the balance upon receipt. I have to give them prepayment but you have the 48 hour inspection period or you can reject the goods and you get a refund. Also I just got word from my lead manufacturer that we need to place an order for 100mil n95 masks or they will sell them to the UK. I HIGHLY suggest we lock them in now. We can have you place a deposit on the 100mil mask order to make sure the inventory doesn't disappear and then do the usual 75% prepayment per lot that gets shipped over time.

I'm happy to show you the text messages back and forth to this manufacturer. We literally have 9 hours to make this call on the masks. I strongly encourage that you move on this one.

Thanks again. As always i'm available 24/7.

John

On Mon, Mar 23, 2020 at 6:52 PM Wong, Michael@DGS
<Michael.Wong@dgs.ca.gov> wrote:

John, do you have specification sheets for the N95 masks and the COVID19 test kits?

Also, what other options do we have for payment to foreign manufacturers?

Respectfully,

Michael Wong

Contracts Administrator

Phone: 916-441-9619

Email: Michael.Wong@dgs.ca.gov

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From: John Thomas [mailto:john@blueflame.agency]
Sent: Monday, March 23, 2020 6:38 PM
To: Wong, Michael@DGS <Michael.Wong@dgs.ca.gov>
Subject: Medical Supplies Sheet

CAUTION: This email originated from a NON-State email address. Do not click links or open attachments unless you are certain of the sender's authenticity.

Dear Michael,

Pleasure texting with you. Here's our sales sheet for today. I have some inventory in california, some in Mexico and a huge global supply chain that can service any need you have going forward.

Hand sanitizer I just came into a bunch of inventory of hand sanitizer based here in Riverside, California that is 80% alcohol levels. Also we can make children's n95 masks now at about 9 mil units a month. This isn't on the sales sheet.

75,000 6oz units that we can private label.

1 mil bottles of 2oz hand sanitizer.

If you want I can have this moved to you tomorrow.

Please let me know what the next steps are.

Thanks again!

John

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John Thomas

President

Blueflame Strategies

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e. john@blueflame.agency

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