

## David I. Harris

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**From:** Ad Verkuylen <av@nohbell.com>  
**Sent:** Wednesday, February 14, 2018 1:24 PM  
**To:** David I. Harris; Michael F. Goldman  
**Subject:** FW: NoMoVo Proposal  
**Attachments:** 7617-200 C Tank Layout FOR CCWS-SHEET 1.pdf; CCWS NoMoVo Proposal v2 Feb 2018.docx

Guys,

See attached, I just sent this today to CCWS, I apologize it took some time.

David,

I will work on your spreadsheet next.

Ad,

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**From:** Ad Verkuylen  
**Sent:** Wednesday, February 14, 2018 13:13  
**To:** 'Richard Mather' <rmather@thornhillcompanies.com>  
**Cc:** Michael Keneipp <mk@coffeeflour.com>; Dan Belliveau <db@nohbell.com>; Maurice McIntosh <mm@nohbell.com>; Maureen Jansen <mtj@nohbell.com>; Steve Lair (slair@psg-dallas.com) <slair@psg-dallas.com>  
**Subject:** NoMoVo Proposal

Richard,

See attached.

Ad,

-----  
NohBell Corporation  
Ad Verkuylen – VP Engineering  
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February 14, 2018

**Richard Mather**  
Business Manager  
Central Coast Wine Services  
Santa Maria, CA

## **Re: Proposal for NoMoVo Systems for CCWS**

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Richard,

Please find attached our proposal for 9 systems to effectively capture fermentation exhaust gasses.

Within normal operating parameters,

- The units will operate at an efficiency no lower than 67.5% measured over the length of a single fermentation.
- At any random time during the fermentation the units will never perform below 45% efficiency.
- At a large portion of the time during fermentation, the units will operate at 90+% efficiency.

With the above considered and normal winery operation parameters, including temporary opening of the tank hatch for pump-overs and inspections, to cover the complete facility a total of 9 distinct systems will be needed.

The systems will be laid out according to the attached drawing 7617-200 C Tank Layout FOR CCWS-SHEET 1.PDF

Cost for the systems are as follows (table on next page).

Please let us know if you have any questions regarding our proposed services.

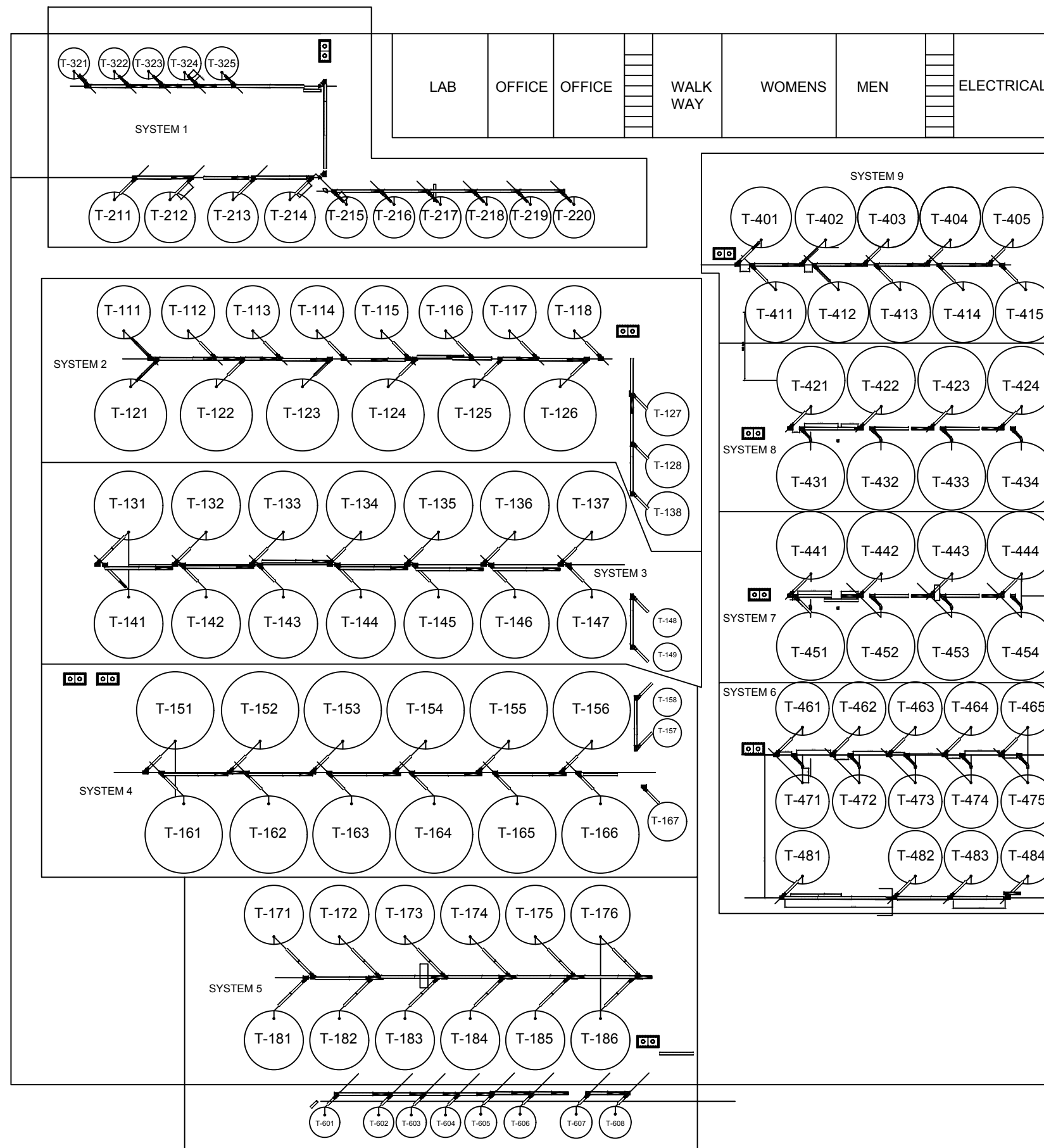
Ad Verkuylen  
VP Engineering,  
NohBell Corporation

## Cost Overview

|                    | Tank Qty | Tube Header | New/Existing | Cost      | Install budget | total budget      |
|--------------------|----------|-------------|--------------|-----------|----------------|-------------------|
| <b>System 1</b>    | 15       | \$ 22,800   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>103,850</b> |
| <b>System 2</b>    | 17       | \$ 26,775   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>107,825</b> |
| <b>System 3</b>    | 16       | \$ 23,675   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>104,725</b> |
| <b>System 4</b>    | 15       | \$ 23,575   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>104,625</b> |
| <b>System 5</b>    | 20       | \$ 26,900   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>107,950</b> |
| <b>System 6</b>    | 14       | \$ 20,300   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>101,350</b> |
| <b>System 7</b>    | 8        | \$ 12,100   | new scrubber | \$ 61,600 | \$ 19,450      | \$ <b>93,150</b>  |
| <b>System 8</b>    | 8        | \$ 12,100   | old scrubber | \$ -      | \$ 19,450      | \$ <b>31,550</b>  |
| <b>System 9</b>    | 10       | \$ 12,150   | old scrubber | \$ -      | \$ 19,450      | \$ <b>31,600</b>  |
|                    |          |             |              |           |                | \$ <b>786,625</b> |
| <b>Profit</b>      | 15%      |             |              |           |                | \$ 117,994        |
| <b>Grand Total</b> |          |             |              |           |                | \$ <b>904,619</b> |

- Note: All systems are including turn-key installation, minus electrical drops where appropriate.





| REV | REVISION DESCRIPTION | DATE | REV | REVISION DESCRIPTION | DATE |
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**PROJECT SERVICES GROUP, INC.**

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| VERIFY SCALE<br>IF NOT 1" ON THIS SHEET, ADJUST SCALE |                  |
|---|------------------|
| DESIGN<br>SL  | DATE<br>12/18/17 |
| CHECKED   | DATE             |
| APPROVED  | DATE             |

|                                       |  |              |           |                        |                        |           |
|---------------------------------------|--|--------------|-----------|------------------------|------------------------|-----------|
| CCWS<br>TANK FARM<br>APPROVAL DRAWING |  | SCALE<br>N/A | SIZE<br>D | DWG NUMBER<br>7617-200 | SHEET NUMBER<br>1 OF 1 | REV.<br>C |
|---------------------------------------|--|--------------|-----------|------------------------|------------------------|-----------|

## David I. Harris

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**From:** Ad Verkuylen <av@nohbell.com>  
**Sent:** Saturday, February 24, 2018 8:03 AM  
**To:** David I. Harris; Michael F. Goldman  
**Cc:** Dan Belliveau  
**Subject:** Is your price quote to CCWS, submitted 2/14/2018, valid for a production level of 8 turnovers of red wine per tank in the series 400 tanks?

Yes!

The system is actually oversized by about 225% to account for fluctuations in gas flow rates.

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