

iMessage
6/25/17, 8:45 AM

Happy birthday!

6/25/17, 10:29 AM

Thank you sir. Airbnb person got in. All good

8/25/22, 5:37 PM

Leg is making progress. Able to play golf again... mostly

Just signed up at Sittler to get fit for new clubs again in October. Have to get my swing back after that mess with my knee

8/25/22, 8:41 PM

Nice! Glad to hear it

Let's ball out

9/4/22, 9:50 AM

*Attachment stored in iCloud:
IMG_7121.mov (Video)*

Holy shit

That's amazing

Color me impressed

10/7/22, 3:24 PM

Hey buddy are you around bethlehem ?

10/7/22, 9:23 PM

Bad luck tonight

*Attachment stored in iCloud:
IMG_7224.heic (Image)*

Deer jumped in front of my car on the way home

10/8/22, 1:06 AM

Dang man. Driveable?

Sorry late text here. I'll be free in the morning around 9 to head to Bethlehem. Want to hit up a diner before the Pi tour?

Not really drivable, had to 4way all the way home

I'll see if I can get a ride

Wanna just do breakfast out near you and skip the tour bc then afterwards it's right on my way out 22 to 476 back home to philly assuming you're still out near mall?

Or schedule another time

No need to force. I'm in Cooper's burg now for the night too

Not sure how far that is

Up to you man, I have no issue breakfast up here

Im by the mall still of course

Ok let me check the driving and my timeline to get home in the am

Not sure how far

I'll text you in Am

10/8/22, 6:42 AM

I can make it to soltech if you want to meet there still

My neighbor had my motorcycle stored in his garage. I was able to get it from him this morning

10/8/22, 9:05 AM

Hey bud. Getting a later start than planned and too rushed for tour and driving back. Def want to reschedule and catch up. What's your calendar like these days in general?

Mostly working til about 5. Wednesday evening is teaching class

Do you still teach a Delaware

Yup

That's awesome

They have my leading the online classes

Since the pandemic

Do you ever go back to campus?

Same pay no travel

Not for the past 2 years

If they stop the online classes, I may have to stop

Makes sense

Was thinking if you were doing that drive could always stop by in philly where we live now

But can find a meeting time place soon regardless

Yea, sounds good

10/15/22, 3:32 PM

Hey bud...can we set up a meeting time for me to come to Soltech and meet with you and the fellas? Not sure when they will be back in the office

10/15/22, 4:43 PM

Everyone got back this week. You can come up anytime I presume, I'll talk to the guys to make sure when would be good so we are all there at once

Nice I appreciate it.

Guys said we can make almost any day work

Only one major meeting coming up Tuesday that can't be moved, but most anything else we can make work

Have any dates in mind?

Ok I'll be in touch . Not just yet but I will

Ok, that will give some of the guys a chance to check work calendars. On Monday

Liked "Ok, that will give some of the guys a chance to check work calendars. On Monday"

We are entering our busy season. We ramped up to 600 units per week, we got stuff all over lol

Haha love it can't wait to see where the magic happens

So you're selling 600 products a week?

It's based on projections mostly according to sales flow at this time of year. Fall into winter everyone buys to grow plants during the cold months. Our last few sales exceeded projections by a lot, so we are trying to play catch up for anticipation of Black Friday

600 per week is less than we might need. We keep an eye on the market and world news too, all that affects what could be happening over the next few weeks

I keep getting units made and the guys keep selling. Any surplus I built up for the end of the year has been mostly sold already

We sold out on prime day in 2 hours

I wish more of our sales were predictable by contract with larger companies who require minimum orders yearly, but the guys have been squeezing every ounce of life in the life cycle of this product. That's why I've been working on new products customers have been begging for. You'll see when you come up

Impressive. In full transparency I'm doing some research around e-commerce. I'm exploring taking on another side client who embeds extended warranty protection upsells at the time of purchase and takes on all the claim management and insurance for e-commerce stores that sell physical products like electronics, furniture, or things like home goods like Soltech products. It's impressive. Average shopping carts size increase by 14 percent on average. Higher increase for more expensive checkouts. Furniture and home goods lead the pack.

It's a "free money" play. All the big e-commerce stores like Best Buy and peloton have it, but this company is targeting smaller e-commerce stores with around \$10M in annual sales

I'm doing customer discovery interviews to learn more and understand the obstacles stores face

We have talked about extended warranties before. Definitely something they guys would be open to hearing about. I've seen a lot of the chain stores like dicks sporting good use it as an up sell. They push is on almost all their products

I think they are just happy to see you, I'm sure they will be fine answering questions

Yup. Fun fact. Extended warranty made for 2 percent of Best Buy's TOTAL revenue and 40 percent of their profitability .

Yea I wanna see you and the guys and realized I could kill two birds one stone. Not selling anything, haven't even signed with this company. But can lend insights to help for sure

I won't say anything about it to them. I'll let you introduce it how you want so I don't butcher your intent or prime anything you don't want primed in their minds.

Yea I appreciate that. I'll be upfront

In the mean time, we need to plan one round of golf before the season ends. It's getting close

I'm thinking of doing a winter leave, but those are on the screen

League

Does Paul or Clark play right?

Foursome?

Sort of, I'm sure they would though

Clark got heavy into frisbee golf but I'm sure we could get a foursome

I'll bring it up

It'll depend on the day for Paul. He says "I don't think you'll have patience for my game" lol

Haha

Classic

10/22/22, 5:43 PM

Hey bud how about Tuesday afternoon for a visit? I can be there 3pm

Just waiting to hear back from Paul, but so far so good

Awesome thank you

Got to go for a ride in a plane a do some aerobatics

Haha

*Attachment stored in iCloud:
IMG_7258.heic (Image)*

*Attachment stored in iCloud:
IMG_7259.heic (Image)*

Wait

That looks amazing

Whose flying

Tom Beamer

He flies corporate jets

Those planes are so cool. Been going to air shows the last five years weirdly enough. From Boston to ocean city Maryland

I love air shows

We got to do some flips and spins. Was pretty cool

Hell yea

What a rush

Definitely

Didn't know you were into air shows

I wasn't haha

That was at the golden age air museum near cabelas

An obsessed friend invited me and now I got to 1-4 a year

And museums where I can

Sweet

10/23/22, 4:24 PM

Paul is in

I'll try to make sure Ali is in too

Great. See y'all then. 3pm

Ali has a house and his wife is having a baby in December already

Guys moves fast!

10/24/22, 1:28 PM

In the event I had to move to Wednesday 3pm instead of tomorrow, Tuesday, would that work the same for you guys? I have a big purchase package being delivered to my building and I have to be here to sign for it

Read 10/24/22

Wednesday at 3 will work too

10/25/22, 9:36 AM

Package arrives today I have to be here to sign. New computer. Can't miss it. I'll be there tomorrow 3pm! Thanks for being flexible

10/26/22, 8:17 AM

See you fellas at 3pm

All set

10/26/22, 11:21 AM

Pet friendly office by chance?

Yea

Just have to be careful with Loki. I can hide him a bit.

Don't have to force it. Could be a distraction. I can leave Lucy in my parents I'm bringing her up for the ride tho

He's been too protective since my knee

We can try. If Loki is an ass, I can just toss him in one of the rooms

10/26/22, 5:33 PM

Is this Paul's number?

+1 (570) 593-0067

Yes

Ok just checking . Good seeing you man . Can we not let 4 years go by again? Wanna come hang in philly? Got a room for you any time

Yea man, the dogs seemed to get along too after a few min. We should get them together.

Want to go golfing down by you?

Yea can't this weekend but otherwise good

Next Sunday morning?

10/27/22, 9:07 AM

Don't see any issue with golf next Sunday!

I'm not familiar with courses down that way, I'll let you decide where we can go

11/3/22, 7:10 AM

Still good for Sunday ?

Yup

Any time?

Yea

I'm just going to be painting my apartment Sunday, so I can plan around whatever

11/3/22, 9:33 AM

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IMG_7368.PNG (Image)*

Either one works for me

I'm usually up by 530

*Attachment stored in iCloud:
Screenshot 2022-11-03 at 9.55.08 AM.png (Image)*

That other tee time booked so it was unavailable. I booked Linfield National for 1:20pm \$51 each including cart

Perfect

See you there

11/4/22, 6:27 PM

Be glad I didn't get my new irons yet

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IMG_7294.heic (Image)*

*Attachment stored in iCloud:
IMG_7296.heic (Image)*

This last one was full efficiency

Attachment stored in iCloud:
IMG_7293.heic (Image)

My 7 iron with new clubs are nuts

That's nuts

11/5/22, 2:54 PM

Hey Steve, I'm going to have to cancel tomorrow unless we can find an earlier tee time. I have an obligation that got moved to an earlier time

My cousin is running for office and she needs me to get their earlier than expected to help get ready for the election

11/5/22, 4:38 PM

I'll call you in a bit all good man we can reschedule. I have wife plans in the am

12/22/22, 10:31 AM

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IMG_7633.JPG (Image)

Emphasized an image

Awesome

Merry Christmas man

Love having a sick nameplate

I hope it continues to bring you the same level of excitement. Keep ya motivated

1/13/23, 7:33 PM

Attachment stored in iCloud:
Screenshot 2023-01-13 at 6.32.19 PM.JPEG (Image)

Was this last night!?

They raised money!

25 lakhs for 7.5% equity and 50 lakhs debt at 10% interest, ...so \$2.5M!

1/13/23, 9:31 PM

Yea

Didn't know about this

Maybe now I can ask for that money they owe me and Joe lol

I haven't been able to tell you what went down with Prat, you and will have to talk

Yea I'm intrigued now

1/8/24, 7:38 PM

<https://www.youtube.com/watch?v=knGJ0T477UM>

Delivered

That's pretty cool