

From: [Matthew King](#)
To: [Lancellotti, Romina](#)
Cc: [Dean Beitler](#)
Subject: Tropical Shipping - P2 Activity Update
Date: Friday, February 26, 2021 9:00:15 AM
Attachments: [Tropical Interim Letter.pdf](#)
[Production Delay Letter.docx](#)
[Tropical Shipping e4.pdf](#)
[Tropical Shipping eLXD.pdf](#)
Importance: High

Romina

Thanks for speaking with me earlier this week. As part of our discussion I have supplied the status letter and accompanied documents/pictures in order to illustrate our current P2 project status. We will continue working to closure with your support. Please feel free to reach out to me if I can provide further updates or information.

Respectfully,

Matthew S. King, CSP, SMS | Health, Safety & Environmental Manager | Tropical Shipping | Mailstop: MLK 01-12 | 501 Avenue P | Riviera Beach, FL 33404 | Office: (561) 882-2556 | mking@tropical.com



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Tropical Shipping USA, LLC
501 Ave P
Riviera Beach, FL 33404
2/24/2021

Romina Lancellotti
Florida Department of Environmental Protection
Southeast District – West Palm Beach
3301 Gun Club Road, MSC 7210-1
West Palm Beach, FL 33406

Romina,

Thank you for taking the time to speak with me this week regarding the Tropical Shipping 2020 P2 Project. As discussed, we are well on our way to completing the P2 project but are experiencing delays beyond our control, therefore I am sharing our progress. Below please find our current expenses.

- 2 - Leviton Level 2 dual head EV charging stations
 - *Total incurred cost: \$14,081.01*
- 1 - GEM EV (e4)
- 1 - GEM EV (eLXD)
 - *Total incurred cost: \$45,564.79*

Combined total incurred costs: \$59,645.88

Tropical currently has completed the installation of the two (2) - Leviton Level 2 dual head EV charging stations and have attached pictures of the completed project. Before completing the project, it was decided to make a further investment into our environmental commitment by installing expansion ports to easily allow the addition of more EV charging stations in the future.

The GEM EV e4 and eLXD vehicles have been purchased but are experiencing delays from the factory beyond our control. We are monitoring the situation and are in contact with the dealer to ensure delivery of these remaining units. I have attached a copy of the letter provided to better explain the current delay as well as the invoices. As soon as we are in possession of the two (2) EVs we will begin work on finalizing the closure report and forward to your attention.

Respectfully,



Matthew S. King, CSP, SMS
Health, Safety & Environmental Manager



2/19/2021

Peter,

As discussed in several of our conversations we are facing significant headwinds with the current production of our GEM vehicles. These challenges come in a wide variety, from the holiday's, Covid distancing and Covid absenteeism reducing our ability to produce vehicles on a timely basis, we also are experiencing many component shortages ranging for electronics, plastic body panels, wheels and tires, and various other components shortages that come and go.

Unfortunately, we have little control over these shortages as they arise from vendor supply side issues, shipping delays with ships waiting weeks offshore to enter the ports and offload needed components, and vendors missing target delivery dates.

I want you and your customers to know that we appreciate your support and patience through these difficult times, and that we remain committed to deliver a quality vehicle as quickly as possible as we work to resolve the issues stated above

Peter, as has been the case I will continue to keep you updated as information becomes available

Respectfully

A handwritten signature in black ink that reads "Lenny Szabo".

Lenny Szabo
Polaris – Southeastern Channel Account Manager

Gulf Atlantic Vehicles, Inc.

P.O. Box 930
New Smyrna Beach, FL 32170

SALES PROPOSAL - ORDER

Company Phone #
386-427-9778

NUMBER

15934

Located At: 3298 Pioneer Trail, New Smyrna Bch., FL 32168
Factory Authorized E-Z-GO, Club Car, & GEM Dealer
Our Family Serving The Area Since 1965

DATE
10/15/2020

REP
JGW

NAME / ADDRESS

Quotes- Sales

Ship To

Miguel Lourenco
Tropical Shipping and Construction

MFGCODE/SN		TERMS	Customer Phone:
		Upon Delivery	Customer Email:
QTY	ITEM CODE	DESCRIPTION	Item Total
1	New GEM	New 2021 GEM e4, white in color, on board charger, 2 year limited warranty	13,049.00T
		subtotal	13,049.00
1	New Gem Option	Light Bar	648.00T
1	New Gem Option	White doors and windows with defrost	3,989.00T
1	New Gem Option	Windshield washer kit	163.00T
1	New Gem Option	Distance AGM batteries	1,298.00T
1	New Gem Option	S Bed	757.00T
1	New Gem Option	Front and rear rugged bumpers	757.00T
1	New Gem Option	Premium LED headlights	103.00T
1	New Gem Option	Rubber floor mats	98.00T
1	New Gem Option	Sun Visor	100.00T
		subtotal	7,913.00
	Discount-13% ...	13% Discount on car accessories at time of car sale	-1,028.69
4	ET	Environmental fee: Fl requires a \$1.00 fee for each nt sold. Fee goes to State of FL.	4.00T
8	eb	Environmental fee: Fl requires a \$1.50 fee for each nb sold. Fee goes to State of FL	12.00T
		Sales Tax Cap for Palm Beach County 1% up to \$5000 Sale	50.00
1	Destination CC	Destination Charge on New GEM vehicles from CA to FL	1,200.00T
1	prt	Delivery to Riviera Beach	400.00T
1	Tag/Title Fees	Tag/title: Title only	100.00

Customer Signature _____

Quote good for 30 Days. We gladly accept cash or check (with proper I.D.) for all transactions. We also accept Visa, Mastercard or Discover; however, a 3% service charge will be added to any credit card transaction over \$1500.00.

Subtotal	\$21,699.31
Sales Tax (6.0%)	\$1,292.96
Total	\$22,992.27

Fax #

386-427-2580

Web Site

www.GulfAtlanticVehicles.com

Gulf Atlantic Vehicles, Inc.

SALES PROPOSAL - ORDER

P.O. Box 930
New Smyrna Beach, FL 32170

Company Phone #
386-427-9778

NUMBER

15935

Located At: 3298 Pioneer Trail, New Smyrna Bch., FL 32168
Factory Authorized E-Z-GO, Club Car, & GEM Dealer
Our Family Serving The Area Since 1965

DATE
10/15/2020

REP
JGW

NAME / ADDRESS

Quotes- Sales

Ship To

Miguel Lourenco
Tropical Shipping and Construction

MFGCODE/SN		TERMS	Customer Phone:
		Upon Delivery	Customer Email:
QTY	ITEM CODE	DESCRIPTION	Item Total
1	New GEM	New 2021 GEM eLXD, white in color, on board charger, 2 year limited warranty	14,049.00T
		subtotal	14,049.00
1	New Gem Option	Light bar	648.00T
1	New Gem Option	White doors w/ standard windows	2,162.00T
1	New Gem Option	Windshield washer kit	163.00T
1	New Gem Option	Distance AGM batteries	808.00T
1	New Gem Option	Front and rear rugged bumpers	800.00T
1	New Gem Option	Box sides	1,297.00T
1	New Gem Option	Premium LED headlights	103.00T
1	New Gem Option	Rubber Floor Mat	55.00T
1	New Gem Option	Sun visor	100.00T
		subtotal	6,136.00
	Discount-13% ...	13% Discount on car accessories at time of car sale	-797.68
4	ET	Environmental fee: FL requires a \$1.00 fee for each nt sold. Fee goes to State of FL.	4.00T
8	eb	Environmental fee: FL requires a \$1.50 fee for each nb sold. Fee goes to State of FL	12.00T
		Sales Tax Cap for Palm Beach County 1% up to \$5000 Sale	50.00
1	Destination CC	Destination Charge on New GEM vehicles from CA to FL	1,350.00T
1	prt	Delivery to Riviera Beach	400.00T
1	Tag/Title Fees	Tag and/or title Fees: title only	100.00

Customer Signature _____

Quote good for 30 Days. We gladly accept cash or check (with proper I.D.) for all transactions. We also accept Visa, Mastercard or Discover; however, a 3% service charge will be added to any credit card transaction over \$1500.00.

Subtotal	\$21,303.32
Sales Tax (6.0%)	\$1,269.20
Total	\$22,572.52

Fax #

386-427-2580

Web Site

www.GulfAtlanticVehicles.com





CHARGING STATION
ELECTRIC VEHICLES ONLY
NO OTHER VEHICLES

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NO OTHER VEHICLES

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ELECTRIC VEHICLES ONLY
NO OTHER VEHICLES

ATTENTION!
The following is a list of the
parking spaces that are reserved for
EV charging only. Please do not
park in these spaces.

EV CHARGING STATION

EV CHARGING STATION

EV CHARGING STATION

EV CHARGING STATION

ELECTRIC VEHICLES ONLY

ELECTRIC VEHICLES ONLY

ELECTRIC VEHICLES ONLY

ELECTRIC VEHICLES ONLY