



Felix Schulte <schulte.felix@gmail.com>

Resellership

Felix Schulte <schulte@studdex.com>

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To: "Sales@assassinmoth.com" <sales@assassinmoth.com>, hol <holly@fastcraft.co.nz>

Dear Darren, dear Holly,

I have thought a lot about our relationship and have to admit that I am really frustrated. This is no excuse for my bad communication this spring but it is a reason.

I am currently dealing with customers that call me twice a week and I even have to deal with a mother who threatens legal action. Thus I have slowed down my sales efforts and currently don't promote your boats as heavily as I did during summer (I have cancelled AdWords for example).

In addition to all the shit I get from customers this whole thing is also really unrewarding for me financially, as I have invested some serious money (website, advertising etc) and won't get any money as long as those boats are shipped.

The other thing I hate is the relationship between us:

- I can work with my customers and tell them why something is delayed. But I cannot forward them emails from you with multiple delivery dates that are never kept.
- I cannot ask my customers for money and then wait 3 month till shipment
- It cannot be that you develop new features (Assassin ECO) and don't tell me about it. It can also not be that you decide to sell foils on their own and I learn all this stuff from your website.
- The other thing that I can't accept is when you talk to my customers directly (Frederik), as it took a long time to straighten things out afterwards.
- Finally I am still amazed how you can ask the british webmaster to remove the foilermoth link with the explanation that I am "not a reseller anymore". This stuff spreads like crazy and I had worried customers calling me and was losing my face. I cannot understand why you have lied about such a serious matter instead of telling the truth.

Last but not least I was really upset that your answer about this whole issues was just that you decided to take away my territory.

After all this preface I come to two conclusions:

- 1st) I still like the Assassin and its design (even though I still haven't sailed it due to ice) and I still believe I can sell it easily if shipment is taken care of. Thus I suggest I keep my territory and we set up a new contract that eliminates some of the risk above.
- 2nd) We find a fair way to part and go our own ways.

One of the above needs to be done, as I am not willing to go on like we have since October.

Please let me know what you think

best

Felix

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