



Danna Castellon <dcastellon@bajacontract.com>

RE: PO ATTACHED - Project 2964 Drapery, YNP Mammoth

3 mensajes

Casey Cain <casey@hubbardcontract.com>

11 de agosto de 2025, 8:28

Para: Abel Salazar <asalazar@bajacontract.com>, Orderentry BajaContract <orderentry@bajacontract.com>

Cc: Victorio Alfaro <valfaro@bajacontract.com>, Quotes BajaContract <quotes@bajacontract.com>, Andrea Hubbard <andrea@hubbardcontract.com>

Order Entry Team-

Good Morning.

Please find the attached PO and drapery worksheet for 2964, YNP Mammoth. Please let us know if there are ANY questions w/in 48 business hours.

Please also confirm the order w/in 48 business hours. Please send the PI upon order review.

Thank you.

Casey T Cain

Hubbard Contract

[4653 Nall Rd](#)

[Dallas, TX 75244](#)

214-814-4105 - O

214-418-9681 - C

<https://hubbardcontract.com/>



From: Abel Salazar <asalazar@bajacontract.com>

Sent: Wednesday, August 6, 2025 10:49 AM

To: Andrea Hubbard <andrea@hubbardcontract.com>

Cc: Casey Cain <casey@hubbardcontract.com>; Victorio Alfaro <valfaro@bajacontract.com>; Quotes BajaContract <quotes@bajacontract.com>

Subject: Re: Project 2964 Drapery

Hello Andrea

Attached are the revised quotes per the updated measurements, in options with the COM fabric and the fabric provided by BC.

Let me know if you have any questions

Best Regards

On Tue, Aug 5, 2025 at 11:02 AM Andrea Hubbard <andrea@hubbardcontract.com> wrote:

Hi Abel, one small change. They would like a wrapped hem bar. Thanks.

Andrea G. Hubbard

Hubbard Contract - Textiles for Hospitality

Office: 214-814-4105

Cell: 479-970-2329

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From: Abel Salazar <asalazar@bajacontract.com>

Sent: Monday, August 4, 2025 4:45:57 PM

To: Andrea Hubbard <andrea@hubbardcontract.com>

Cc: Casey Cain <casey@hubbardcontract.com>; Victorio Alfaro <valfaro@bajacontract.com>; Quotes BajaContract <quotes@bajacontract.com>

Subject: Re: Project 2964 Drapery

Hello Andrea.

Well noted.

I will prepare the blackout draperies quote options for your review.

On Mon, Aug 4, 2025 at 2:28 PM Andrea Hubbard <andrea@hubbardcontract.com> wrote:

Hi Abel and quotes!

This project is back on. We need to requote now that it's been measured. Please see notes and questions below...

Please quote two ways..

1. Baja to provide Ivory/Ecru blackout lining, either from Mexico or from another country, which ever is less expensive.
2. COM, Hubbard Contract to provide blackout from China

129 pairs @ 110"W x 63"L

1 pair @ 110"W x 60"L

1 pair @ 110"W x 57"L

116 pairs @ 77"W x 63"L

3 pairs @ 77"W x 57"L

12 panels (right stack) @ 38"W x 46"L

1 panel (right stack) @ 38"W x 48"L

1 pair @ 31"W x 44"L

- Pinch pleat (~190% fullness so the 110" pairs are 4 widths and the 77" pairs are 3 widths) unlined blackouts using your Ivory/Ecru - Darker side of fabric to be "face" of the drapery, lighter side to be the "back" of the drapery). Is there a price difference for using 110" vs 54" lining. Would it be possible to use 110" goods on the 110" pairs and 54" on the 77" pairs? Does this save any money? Or how do we use the least amount of fabric?
- Double 1" side hems
- Double 1" bottom hems
- 3.5" returns and overlaps

No hardware or sheer fabrication.

Andrea G. Hubbard

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From: Abel Salazar <asalazar@bajacontract.com>

Sent: Friday, May 9, 2025 10:58 AM

To: Casey Cain <casey@hubbardcontract.com>

Cc: Victorio Alfaro <valfaro@bajacontract.com>; Quotes BajaContract <quotes@bajacontract.com>; Julian Higuera <jhiguera@bajacontract.com>; Andrea Hubbard <andrea@hubbardcontract.com>

Subject: Re: Project 2964 Drapery

Hello Casey

On quote 38913, I miss the request on the blackout fabric to be railroaded using 1" bottom hems. Attached is the quote with railroaded blackout fabric and yardage accordingly. Quote 38977 has different cost considerations than quote 38913, which was originally quoted a month ago, with tariff rates based on that date. As the tariff situation hasn't changed to date, both quotes will be considered with the same conditions, and for further quotes, the pricing considerations will be the same as the attached quotes, unless the import-export laws have changed during the quoting, importation of COM fabric, or exportation of finished goods.

If we know for sure the COM fabric cost, we could send you a more accurate quote over the duties amounts, as we are considering high rates so you can see the worst case scenario, the duties amount over exportations are accounted for down payment request, they are going to be charged at the time of the exportations if the declared fabric cost is lower the duties amount will also be considerable less.

Attached are the revised quotes for your reference.

On Fri, May 9, 2025 at 7:59 AM Casey Cain <casey@hubbardcontract.com> wrote:

Abel/Vico-

Thanks for the time yesterday. After further review, we still are not certain the tariff line (Line 6) on both quotes are accurate.

Quote 38977 – Has approx. \$27,000 in labor sell price to us. Fabric assumption \$ of \$8.50 and \$4.50. Tariff rates on item 6 are approx. \$16,000.

Quote 38913 – Has approx. \$32,000 in labor sell price to us. Fabric assumption \$ of \$8.50 and \$4.50. Tariff rates on item 6 are approx. \$13,000. (\$3K less on almost \$5K more in "cost/price")

We have accounted for the yardage/yields, which accounts for only about \$1K in difference.

Please help us understand the math. What are missing?

If we need to chat, we can hop on WhatsApp.

Casey T Cain

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From: Abel Salazar <asalazar@bajacontract.com>

Sent: Tuesday, May 6, 2025 2:20 PM

To: Andrea Hubbard <andrea@hubbardcontract.com>

Cc: Quotes BajaContract <quotes@bajacontract.com>; Julian Higuera <jhiguera@bajacontract.com>;

Casey Cain <casey@hubbardcontract.com>; Victorio Alfaro <valfaro@bajacontract.com>

Subject: Re: Project 2964 Drapery

I'm applying the 25% to the total product cost, including the cost of the fabrics, which comes to a cost of \$41,971 $((\$8.5 \times 3862) + (\$4.5 \times 2032))$, then the duty amount is 10,492.75 of duties just on the fabric amount, this duty is different from line item 4, which is a duty about the temporary importation of COM fabrics, the remaining amount to get the total on line item 6 corresponds on the other cost, labor, raw materials etc.

On Tue, May 6, 2025 at 11:57 AM Andrea Hubbard <andrea@hubbardcontract.com> wrote:

Hi Abel,

Thank you for the quote.

Can you tell share how you are getting \$16242 on line 6? What all are you applying the 25% to?

At a glance, it would seem you are applying 25% to all line items, including the 10% COM fabric line, and the 25% alum/steel line.

Can you confirm?

Thanks,

Andrea

Andrea G. Hubbard

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From: Abel Salazar <asalazar@bajacontract.com>

Sent: Tuesday, May 6, 2025 10:43 AM

To: Andrea Hubbard <andrea@hubbardcontract.com>

Cc: Quotes BajaContract <quotes@bajacontract.com>; Julian Higuera <jhiguera@bajacontract.com>; Casey Cain <casey@hubbardcontract.com>; Victorio Alfaro <valfaro@bajacontract.com>

Subject: Re: Project 2964 Drapery

Hello Andrea.

Attached you will find the quote 38977 as requested

Let me know if you have any questions

Best Regards

On Thu, May 1, 2025 at 12:31 PM Abel Salazar <asalazar@bajacontract.com> wrote:

Hello Andrea

RFQ well received

On Thu, May 1, 2025 at 10:51 AM Andrea Hubbard <andrea@hubbardcontract.com> wrote:

Hello,

Please see the quote request below.

Please quote blackout and sheers, separately.

The sheers will be a COM.

The drapery will be a blackout lining only. We will provide and ship to you in bond from China to Mexico.

Qty	238	10
Item	PP BO Liner	PP BO Liner
Fullness	200%	200%
Width	120	36
Length	80	80

For quoting: 4" double bottom hem, 1 or 1.5" double side hems. Quote all as pairs

Andrea G. Hubbard

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2 adjuntos



Purchase Order 1061 Baja.pdf

55K



WORK ORDER YNP Mammoth Cabin Blackout Liners HUBBARD.xls

90K

Abel Salazar <asalazar@bajacontract.com>

11 de agosto de 2025, 8:36

Para: Orderentry BajaContract <orderentry@bajacontract.com>

Buen día

Adjunto la cotización 38977 rev.A para el PO 1061,

Tomar como válida la línea de \$772.83 por concepto de duties para importación de la tela del PO.

[El texto citado está oculto]



BWS QTE. 38977 rev.A PROJECT 2964 DRAPERY (AUG-06-25).pdf
236K

Danna Castellon <dcastellon@bajacontract.com>

11 de agosto de 2025, 14:12

Para: Casey Cain <casey@hubbardcontract.com>

Cc: Abel Salazar <asalazar@bajacontract.com>, Orderentry BajaContract <orderentry@bajacontract.com>, Victorio Alfaro <valfaro@bajacontract.com>, Quotes BajaContract <quotes@bajacontract.com>, Andrea Hubbard <andrea@hubbardcontract.com>

Hi Casey

We confirm receipt of the PO.

Thank you.

[El texto citado está oculto]

--

Danna Castellon

Order Entry Department.

Baja Window Shading, S. de R.L. de C.V. / Di Calabria Industries, Inc.

For new Orders and revised orders please submit to orderentry@bws.com.mx