

To: [REDACTED]
From: Stuart Katzoff
Sent: Wed 4/7/2004 4:47:57 PM
Subject: RE: Hyatt H20

G MAX

How are you? Can you please give me Tom's proper address and title? I am almost finished with the letter but I would like to have his address and title. Thanks I will send you a draft soon.

All the best,

Smk

-----Original Message-----

From: G. Max [REDACTED]
Sent: Friday, April 02, 2004 1:40 PM
To: Stuart Katzoff
Subject: Re: Hyatt H20

Stuart - Tom sd I should just write a generic letter as he has no idea re the quantities etc -
call me so we can discuss - [REDACTED]

G

At 03:24 PM 3/30/2004 -0500, you wrote:

Ghislaine,

Great work with Hyatt. There are a few key questions that we need to get answered before we can make a formal bid. I probably wouldn't bother Tom Pritzker with these but perhaps he can give you to the head of food/beverage to get these answered. The key questions are:

- 1) How many cases do they purchase a year?
- 2) Who is their food service distributor? In each region of the country.
- 3) What do they pay per case of H2O?
- 4) What size bottle do they want to offer? What package size? might be 24 oz sport pack - or half liter?
- 5) Are they working with any cooperative buying groups? it sounds like they are but the more we know about them the better.
- 6) Is there a marketing group that Hyatt is associated with currently and what is the association?

Thanks and look forward to your response. If you need me to get on the phone with the appropriate Hyatt contact I am happy to do so. Have a great rest of your holiday.

All the best,

Stuart