
From: Richard Kahn <[REDACTED]>
Sent: Tuesday, September 20, 2016 6:08 PM
To: jeffrey E.
Subject: GSJ bids

lets discuss later
thanks

Richard Kahn
HBRK Associates Inc.
575 Lexington =venue 4th Floor
New York, NY 10022
tel = [REDACTED]
fax [REDACTED]
cell = [REDACTED]

Begin forwarded message:

From: =/b>Hugo Hodge <[REDACTED]>
Subject: =/b>Re:
Date: =/b>September 20, 2016 at 11:52:47 =M EDT
To: =/b>Richard Kahn <[REDACTED]>

The 3rd bidder, =konite, was too high.

The Prysmian bid was FOB Norway and the costs to get it to =iami will eat up any savings we see on the surface.

On Tue, =ep 20, 2016 at 11:40 AM, Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> > wrote:

Thank you. Yes still in meeting. What about =rd bidder. Why key rite when costs are 30 percent higher.

Sent from my iPhone

On Sep 20, 2016, at 11:32 =M, Hugo Hodge <[REDACTED]>
<mailto:[REDACTED]> > wrote:

Good morning Mr. Kahn,

Hopefully you are still meeting with Mr. Epstein.

In General....

Prysmian:

Delivery:

- * Delivery 20 Weeks min
- * Ex Works Norway

Price:

- * 2/0 =625,252.10 or \$33.25 per foot
- * 4/0 \$716,3745 or \$38.10 per foot
- * Reel Charges Non refundable
- * Reel #1 =88,860.00
- * Reel# 2 =44,430.00
- * FOB Miami Not included

Insulation:

- * 165 mils Min/205 Mils Max

Aarmor:

- * Galvanized Steel Wires bitumen coated

Experience:

- * Excellent in Europe
- * Marginal in SA

Kerite:

Delivery:

- * Delivery 16 Weeks min 20 Weeks Max
- * FCA Miami

Price:

- * 2/0 \$992,574.20 or \$52.79650 per foot
- * 4/0 =1,104,124.00 or \$58.730 per foot
- * Reel Charges 100% Refundable ;See terms

* Reel #1 =100,000.00 per reel

Note: I requested a cost =or 100% insulation from Kerite.

Insulation:

* 220 Mils

Aarmor:

* Jacketed (45 Mil Black HDPE) Galvanized Steel =ire

Experience:

* Excellent in USA

* Min in =urope

I =ecommend going with Kerite Cable, 2/0 cable appears to be sufficient =or this project. This summary only lists the differences in the two =ids. The other portions of the designs are similar and acceptable. I =ecommend that we get a cost from Kerite to Ship the Cables on a Barge =ith Reels and Rigging from Miami and also another cost to install the =able.

On the other matter, I have confirmed that smart metering =exists for LSJ and will be utilized for GSJ. I still owe you a review of =he account and will do that in short order.

Best,

HH

On Tue, =ep 20, 2016 at 10:08 AM, Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> > wrote:

can also update me on =mart metering for LSJ and GSJ as we previously discussed
thank you

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