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**From:** jeffrey E. <jeevacation@gmail.com>  
**Sent:** Sunday, May 1, 2016 7:35 PM  
**To:** Richard Kahn  
**Subject:** Re: FW: Great St James

if I understand you will do the entire program minus the complete as builts and installation witness for 72 k- 10k=3D or a total of 62k. if so I will recommend for approval

On Sun, May 1, 2016 at 3:17 PM, Richard Kahn <[REDACTED]@[REDACTED].com> wrote:

slowly chipping away..  
Please advise  
Thank you

From: "Hugo Hodge Jr=" <[REDACTED]@[REDACTED].com> >  
Date: =Sunday, May 1, 2016 at 3:09 PM  
To: Richard Kahn <[REDACTED]@[REDACTED].com>  
Re: Great St James

Good afternoon Mr. Kahn,

On May 1, 2016,=at 1:55 PM, Richard Kahn <[REDACTED]@[REDACTED].com> wrote:

my client is very island centric. no insult meant at all= and i apologize if you felt slighted. can you give me your best and final price so that i may once again review all alternatives and then prepare one final apples to apples analysis. Thank you.

Rich

Sent from my iPhone

On Apr 30, 2016, at 8:38 PM, Hugo Hodge <[REDACTED]@[REDACTED].com> wrote:

With the greatest respect for you and your client, I'm sorry but HKT will have to respectfully decline to accommodate that offer.

Appar=ntly you have someone off island, unaware of the local requirements and ho=efully the cost you are expecting to pay will not increase when they acqui=e that knowledge.

\$50k is more than 50% below the=proposal and, for lack of better words, quite unacceptable and insulting.<=div>

Should you run into difficulties with your other o=tion HKT stands prepared to deliver first class results as described in ou= written and verbal communication.

On Apr 30, 2016, at 4:04 =M, Richard Kahn [REDACTED]  
<mailto:[REDACTED]> > wrote:

Th=nk you for your email. as i told you when we spoke last week I have a bid =or 40k. my instructions are to source locally if i can and save trav=l costs. I will increase my offer to you and for 50k we=can proceed with your proposal. amy dempsey is being retained for r=uting.

Thank you.

Richa=d Kahn  
HBRK Associates Inc.  
575 Lexington Avenue, 4th Floor<=div>  
New York, NY 10022  
Tel 212-971-1306 <tel:212-971-130=>  
Fax =a href="tel:646-350-0954" value="+16463500954" target="\_blank">646-3=0-0954  
[REDACTED]

On Apr 30, 2016,=at 10:27 AM, Hugo Hodge [REDACTED]  
<mailto:[REDACTED]> > wrote:

Good morning Mr.Kahn,

I have thoroughly reviewed your suggestions for modifications =o the bid and given your request great consideration. I honestly believe t=at the items you requested are important for a successful project. For exa=ple, the witnessing of the factory acceptance is not a step I would recomm=nd omitting.

With that said, the items you sugge=ted to remove total \$23,000. To ensure the integrity of this project I am =illing to do the project with the entire scope at the original price less =23,000 for a total of \$80,000. If you decline this option and are convince= that these items should be omitted, I am willing to reduce the remaining =tems by 10% resulting in a cost of \$72,000 for the revised scope.

I strongly recommend you consider the first option but I =m willing to discuss this further with you if necessary.

Best Regards,

Hugo Hodge Jr

Thu, Apr 28, 2016=at 12:32 PM, Richard Kahn <[REDACTED]@[REDACTED].com> > w=ote:

a) conceptual design on cable routes - ok to keep - please re=isit pricing  
b) detailed cable specs and preparation of bid =ocs - ok to keep - please revisit  
pricing  
c) detaile= switch and meter design and prep of all switches and metering  
device -♦=A0ok to keep - please revisit pricing  
d) review all switc= and cable bid submittals and submit to Wapa for approval -  
ok to =eep - please revisit pricing  
e) witness factory acceptance t=st - not necessary as all we need is for you to  
review test from manufa=turer and should be included in d) above  
f) complete final d=sign to include civil and electrical drawings - ok to keep -  
pleas= revisit pricing  
g) witness installation and test electrical=devices - not needed  
h) complete as builts - not =eeded

i appreciate your effort in revis=tting your pricing and look forward to hearing  
back from you this afternoon=/div>  
thank you

Richard Kahn  
HBRK Associates Inc.  
575 =exington Avenue 4th Floor  
New York, NY 10022  
tel 212-971-1306  
=46-350-0954 <tel:646-350-0954>  
~~cell 917 414 7584 <tel:917 414 7584>~~

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please =ote

The information contained in this communication is  
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the use of the addressee. It is the propert= of  
JEE

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