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**From:** jeffrey E. <jeevacation@gmail.com>  
**Sent:** Tuesday, May 3, 2016 6:36 PM  
**To:** Richard Kahn  
**Subject:** Re: LSJ Cable

67

On Tue, May 3, 2016 at 1:21 PM, Richard Kahn <mailto:[REDACTED]>  
target="\_blank">[REDACTED]> wrote:

a few updates:

- a) i have attached PDF which overviewed previous analysis from 2002-2003
- b) hodge wants to know if we have a deal at 72k for entire original quote for 67k for all steps without as built and witnessing installation and testing devices
- c) finally connected with Prysmian Group and am now waiting on their submarine division to contact me so i can give them specifics of what to quote

please advise on Hugo response  
thank you

MaryAnn Daley  
Inside Sales Manager  
IEC, Crane, Mining, Industrial & Specialties  
Prysmian Group

[REDACTED]

Linking to Future

T +0 [REDACTED]  
M + [REDACTED]  
F +0 [REDACTED]

Prysmian Cables N.A.  
700 Industrial Drive  
Lexington, SC 29072  
USA

www.prysmiangroup.com <http://www.prysmiangroup.com>

Richard Kahn  
HBRK Associates Inc.

New York, NY 10022  
tel 212-971-1306  
fax 646-350-0954 <tel:646-350-0954>  
cell 917-414-7584 <tel:917-414-7584>

<=lockquote type="cite">

Begin forwarded message:

<mailto:hugohodgejr@gmail.com> >  
From: "Hugo Hodge Jr." <hugohodgejr@gmail.com>

Subject: Re= Great St James

Date: May 2, 2016 at 8:33:59 =M EDT

<mailto:rich=rdkahn12@gmail.com> >  
To: C2 Richard Kahn <richardkahn12@gmail.com>

<=span>

Good evening,  
<=iv>

I didn't hear back from you. Do we have a deal?

HH

<mailto:hugohodgejr@gmail.com> > wrote:  
On May 1, 2016, at 4:33 PM, Hugo Hodge <hugohodgejr@gmail.com>

No Sir, \$5k off each option. That means \$80k - \$5k for a total of \$75k for the all inclusive scope and \$72k - \$5k for a total of \$67k for the reduced scope.

Date: Sunday, May 1, 2016 at 3:09 PM  
To: Richard Kahn <[REDACTED]>  
Subject: Re: Great St James

Good afternoon Mr. Kahn,

While I must reiterate that I strongly suggest the option for the entire proposal, I can take \$5k off each option.

On May 1, 2016, at 1:55 PM, Richard Kahn <richardkahn12@gmail.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.

<iv>

Rich

Sent from my iPhone

On Apr 30, 2016, at 8:38 PM, Hugo Hodge <hugohodgejr@gmail.com> wrote:

<lockquote type="cite">

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

Apparently you have someone off island, unaware of the local requirements and hopefully the cost you are expecting to pay will not increase when they acquire that knowledge.

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

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

On Apr 30, 2016, at 4:04 PM, Richard Kahn <richardkahn12@gmail.com> wrote:

Thank you for your email. As I told you when we spoke last week I have a bid for 40k. C2 my instructions are to source locally if I can and save travel costs. I will increase my offer to you and for 50k we can proceed with your proposal. Amy Dempsey is being retained for routing. C2

Thank you.

Richard Kahn  
HBRK Associates Inc.  
575 Lexington Avenue, 4th Floor  
New York, NY 10022  
Tel 212-971-1306 <tel:212-971-1306>  
Fax 646-350-0954 <tel:646-350-0954>  
Cell 917-414-7584 <tel:917-414-7584>

On Apr 30, 2016, at 10:27 AM, Hugo Hodge <hugohodgejr@gmail.com>  
<mailto:hugohodgejr@gmail.com> > wrote:

Good morning Mr.Kahn,

I have thoroughly reviewed your suggestions for modifications to the bid and given your request great consideration. I honestly believe that the items you requested are important for a successful project. For example, the witnessing of the factory acceptance is not a step I would recommend omitting.

With that said, the items you suggested to remove total \$23,000. To ensure the integrity of this project I am willing 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 convinced that these items should be omitted, I am willing to reduce the remaining items by 10% resulting in a cost of \$72,000 for the revised scope. C2

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

Best Regards,

Hugo Hodge Jr

On Thu= Apr 28, 2016 at 12:32 PM, Richard Kahn <richardkahn12@gmail.com>  
wrote:

it was a pleasure speaking with you earlier. as discussed the following areas are scopes that will not be needed and my comments:

- pricing
- a) conceptual design on cable routes - ok to keep - please revisit pricing
  - b) detailed cable specs and preparation of bid docs - ok to keep - please revisit pricing
  - c) detailed switch and meter design and prep of all switches and metering device - ok to keep - please revisit pricing
  - d) review all switch and cable bid submittals and submit to Wapa for approval - ok to keep - please revisit pricing
  - e) witness factory acceptance test - not necessary as all we need is for you to review test from manufacturer and should be included in d) above
  - ok to keep - please revisit pricing
  - g) witness installation and test electrical devices - not needed
  - h) complete as built - not needed

i appreciate your effort in revisiting your pricing and look forward to hearing

back from you this afternoon

thank you

Richard Kahn  
HBR Associates Inc.  
575 Lexington Avenue 4th Floor  
New York, NY 10022  
tel 212-971-1306 <tel:212-971-1306>

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Begin forwarded message:

From: hbrkscanner@gmail.com

Date: May 3, 2016 at 9:20:03 AM EDT

To: richardkahn12@gmail.com <mailto:richardkahn12@gmail.com>

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CS 3051ci  
[00:17:c8:25:f3:53]  
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=C2 please note

The information contained in this communication is confidential, may be attorney-client privileged, may constitute inside information, and is intended only for the use of the addressee. It is the property of JEE

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