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**From:** jeffrey E. <jeevacation@gmail.com>  
**Sent:** Sunday, May 1, 2016 10:46 AM  
**To:** Richard Kahn  
**Subject:** Re: Great St James

my client is very island centric. no insult me=nt at all, and i apologize if felt slighted. can you give me =our best and final price so that i may once again review all alternatives=C2 and apples to apples analysis.

<=r>

On Sun, May 1, 2016 at 5:10 AM, Richard Kahn =span dir="ltr"> [REDACTED]

[REDACTED] > wrote:

Richard Kahn  
HBRK Associat=s Inc.  
575 Lexington Avenue, 4th Floor  
New York, NY 10=22  
[REDACTED]

Begin forwarded message:

From: Hugo Hodge <[REDACTED]>  
April 30, 2016 at 8:38:50 PM EDT  
To: Richard Kahn <=a href="[REDACTED]">  
Subject: Re: Great St James

With the great=st respect for you and your client, I'm sorry but HKT will have to res=ectfully decline to accommodate that offer.

\$50k is more than 50% bel=w the proposal and, for lack of better words, quite unacceptable and insul=ing.

Should you run into difficulties with your o=her 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 [REDACTED]

[REDACTED] > wrote:

Thank you for your email. as i told you when we spoke last week I have = bid for 40k. my instructions are to source locally if i can and sav= travel costs. I will increase my offer to you and for =0k we can proceed with your proposal. amy dempsey is being retained=for routing.

Thank you.

HBRK Associates Inc.  
575 Lexington Avenue, 4th =loor  
New York, NY 10022

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

[REDACTED] > wrote:

Good morning Mr.Kahn,  
<=iv>

I have thoroughly reviewed your suggestions for modifica=ions to the bid and given your request great consideration. I honestly bel=eve that the items you requested are important for a successful project. F=r example, the witnessing of the factory acceptance is not a step I would =ecommend 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 co=vinced that these items should be omitted, I am willing to reduce the rema=ning items by 10% resulting in a cost of \$72,000 for the revised scope. </=iv>

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

<=r>  
Best Regards,

Hugo Hodge Jr

On Thu, Apr 28= 2016 at 12:32 PM, Richard Kahn [REDACTED]

[REDACTED] > wrote:

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

- a) conceptual design on cable routes - ok to keep - ple=se revisit pricing
- b) detailed cable specs and preparation o= bid docs - ok to keep - please revisit pricing
- c) d=tailed switch and meter design and prep of all switches and metering devic= - ok to keep - please revisit pricing
- d) review all=switch and cable bid submittals and submit to Wapa for approval - =k to keep - please revisit pricing
- e) witness factory accept=nce test - not necessary as all we need is for you to review test from =anufacturer and should be included in d) above

pricing

f) complete final design to include civil and electrical drawings - ok to keep - please revisit

g) witness installation and test electrical devices - not needed

h) complete as built - <=>not needed

afternoon

i appreciate your effort in revisiting your pricing and look forward to hearing back from you this

thank you

Richard Kahn  
HBRK Associates Inc.

New York, NY 10022



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please note

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