

---

**From:** Richard Kahn <[REDACTED]>  
**Sent:** Tuesday, May 3, 2016 5:22 PM  
**To:** Jeffrey E.  
**Subject:** LSJ Cable  
**Attachments:** image001.jpg; Untitled attachment 00037.htm; doc00292720160503081953.pdf; Untitled attachment 00040.htm

a few updates:

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

please advise on Hugo =esponse  
thank you

MaryAnn Daley  
Inside =ales Manager  
IEC, Crane, Mining, Industrial & =pecialties Prysmian Group

=