

---

**From:** Richard Kahn [REDACTED]  
**Sent:** Thursday, May 12, 2016 6:53 PM  
**To:** jeffrey E.  
**Subject:** Fwd: Underwater cable - USVI  
**Attachments:** PastedGraphic-1.tiff; Untitled attachment 00073.htm; High Voltage Cable Proposal HV-16049 (3-30-2016).pdf; Untitled attachment 00076.htm; 302G15-K4158.pdf; Untitled attachment 00079.htm

i just received Prysmian's approximate bid for 9000 feet which i am sure is negotiable

2/0 - cable at 370,305 (41.15 per sq ft) plus 20k for reel plus shipping is tbd

4/0 - cable at 411,450 (45.72 per sq ft) plus 20k for reel plus shipping is tbd

Note - write bid size of 2 not 2/0 or 4/0 (which Wapa and denny recommend)

2 - cable at 297,270 or 33.03 per foot (price is delivered to Miami)

2/0 - was not quoted however i assume it would be approx 40 per sq ft or 360,000

4/0 - was not quoted however ed said it would be 45 per sq ft or 405,000

this only confirms how outrageous 90 and 100 per sq ft figures we were quoted by USVI vendors please advise next steps thank you

Richard Kahn  
HBRK Associates Inc.  
575 Lexington Avenue 4th Floor  
New York, NY 10022  
[REDACTED]

Begin forwarded message:

From: /b>"Pease Julian, US" [REDACTED]

Subject: /b>RE: Underwater cable - USVI

Date: May 12, 2016 at 10:58:24 AM EDT

To: Richard Kahn [REDACTED] >

Richard  
Correct

Thanks Julian

-----Original Message-----

From: Richard Kahn [REDACTED]  
Sent: Thursday, May 12, 2016 10:57 AM  
To: Pease Julian, US  
Subject: Re: Underwater cable - USVI

can you please verify my conversions for 9000 feet are accurate:

2/0 = 9000 / 3.28084 (1 meter) = 2,743 x \$135 = 370,305

4/0 = 9000 / 3.28084 (1 meter) = 2,743 x \$150 = 411,450

plus 20,000 for reel plus shipping

thank you

Richard Kahn  
HBRK Associates Inc.  
575 Lexington Avenue 4th Floor  
New York, NY 10022  
[REDACTED]

On May 12, 2016, at 10:44 AM, Pease Julian, US [REDACTED] wrote:

Richard

Our budget exworks price would be around USD 135/m for the 2/0 and USD 150/m for the 4/0 plus say \$20K for the reel.

I will get back to you on the shipping cost.

Thanks  
Julian

-----Original Message-----

From: Richard Kahn [REDACTED]  
Sent: Wednesday, May 11, 2016 12:47 PM  
To: Pease Julian, US

Subject: Underwater cable - USVI

It was nice talking with you earlier. Facts are as follows:

- 1) 9000 feet of 15kv 3 phase underwater cable needed - please quote both 2/0 and 4/0
- 2) transformer will be approximately 300 kW

Please advise what other info you need to provide material pricing.  
Delivery will be to St Thomas, USVI

Thank you

Richard Ahn  
HBRK Associates Inc.  
575 Lexington Avenue 4th Floor  
New York, NY 10022



-----  
PRYSMIAN CABLES AND SYSTEMS USA CONFIDENTIALITY NOTICE

This message and any attachments is intended exclusively for the individual or entity to which it is addressed. This communication may contain information that is proprietary, confidential, legally privileged, or otherwise exempt from disclosure. If you are not the named addressee, you are not authorized to read, print, retain, copy, disseminate or take any action in reliance on this message. The unauthorized use, disclosure, forwarding, or copying of this communication, or any part thereof, is strictly prohibited and may be unlawful. No waiver of confidentiality or any appreciable privilege is intended by any transmission. If you have received this message in error, please notify the sender immediately by e-mail and delete all copies of this message and any attachments.

=