

From: "jeffrey E." [REDACTED] <[REDACTED]>
To: Richard Kahn <[REDACTED]>
Subject: Re: LSJ Cable
Date: Tue, 03 May 2016 18:36:04 +0000

67

On Tue, May 3, 2016 at 1:21 PM, Richard Kahn <[REDACTED]> wrote:
a few updates:

- a) i have attached PDF which overviewed previous analysis from 2002-2003
- b) hugo hodes wants to know if we have a deal at 72k for entire original quote or 67k for alls 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

Linking the Future

[REDACTED]

E [REDACTED]

Prysmian Cables [REDACTED].
700 Industrial Drive
Lexington, SC 29072
USA

[REDACTED]

Richard Kahn
HBRK Associates Inc.

[REDACTED]



With the greatest respect for you and your client [REDACTED] 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 [REDACTED] wrote:

Thank you for your email. as i told you when we spoke last week I have a bid for 40k. 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.

Thank you.

Richard Kahn
HBRK Associates Inc.



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

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 [REDACTED] wrote:

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



jeevacation@gmail.com