

From: "jeffrey E." <jeevacation@gmail.com>
To: Richard Kahn <[REDACTED]>
Subject: Re: Great St James
Date: Sat, 30 Apr 2016 15:30:12 +0000

as i told you 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 . ok your work. amy dempsey is being retained for routing.

On Sat, Apr 30, 2016 at 11:23 AM, Richard Kahn <[REDACTED]> wrote:

Sent from my iPhone

Begin forwarded message:

From: Hugo Hodge <[REDACTED]>
Date: April 30, 2016 at 10:27:08 AM EDT
To: Richard Kahn <[REDACTED]>
Subject: Re: Great St James

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:

- 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*
- f) complete final design to include civil and electrical drawings - *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
HBRK Associates Inc

[REDACTED]
New York, NY 10022

tel [REDACTED]

fax [REDACTED]

cell [REDACTED]

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please note

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