

From: Richard Kahn <[REDACTED]>
To: Jeffrey Epstein <jeevacation@gmail.com>
Subject: Fwd: Update
Date: Sat, 09 Dec 2017 14:16:19 +0000

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

Begin forwarded message:

From: "Igelbrink, Anne" <[REDACTED]>
Subject: Re: Update
Date: December 9, 2017 at 9:04:00 AM EST
To: Richard Kahn <[REDACTED]>
Cc: "[REDACTED]" <[REDACTED]>

Dear Richard

We have not forgotten about Mr. Epstein's plat but the market for them remains challenging with a very small pool of potential buyers. The comparable example in the October single owner sale I mentioned below which had a presale estimate of \$300,000-500,000 sold to a single bidder who came in at the last minute for \$200,000 hammer (\$250,000 with premium). When this desk last sold at auction in October 2002 when it was part of the Estate of Ogden Phipps, it made \$834,500 with premium so a very considerable drop in value.

This is not an isolated incident but a reflection of the market for bureau plats at all levels of value. Out of curiosity, I did a search for bureau plats sold in 2017 both at Christie's and Sotheby's. Half failed to sell and those that did, largely sold on reserve or at the low estimate.

Please be assured that I am still seeking a way to sell it on his behalf, either by private sale or auction. I am watching how all of our sales shape up internationally to see if the right opportunity presents itself and monitoring our buyer wish lists. We may have a potential consignment of French furniture here in New York for the spring and if we win the business, it would present the best opportunity so far to reoffer Mr. Epstein's bureau plat. I will update you once I have word but in the meantime, please don't hesitate to contact me if you wish to discuss this further.

Anne

Sent from my iPhone

On Dec 8, 2017, at 5:07 PM, Richard Kahn <[REDACTED]> wrote:

can you please update me on the sale of the desk
thank you

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

On Aug 11, 2017, at 10:04 AM, Igelbrink, Anne <[REDACTED]> wrote:

Rich

Will do, but just want to make sure I understand Mr. Epstein's priorities. Is it most important that he sells the desk by the end of the year or would he rather wait if there is a better sale or opportunity in early 2018 for him to realize a potentially higher price?

We have a single owner collection sale this October of largely French furniture which includes a similar desk. It is by a different maker but the form and decoration will appeal to the same client base. The reception and interest on that desk will be a good barometer and also could flush out new prospective buyers for Mr. Epstein's desk for us to pursue for potential private sale.

The head of the Paris furniture department will be here in New York next week and I will speak to him about his thoughts of offering the desk either there or in London.

Anne

From: Richard Kahn [mailto:[REDACTED]]
Sent: Thursday, August 10, 2017 5:00 PM
To: Igelbrink, Anne <[REDACTED]>
Subject: Re: Update

please keep us updated on October sale
thank you

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

fax [REDACTED]
cell [REDACTED]

On Aug 4, 2017, at 4:59 PM, Igelbrink, Anne <[REDACTED]> wrote:

I am happy to discuss that with my European colleagues. I know some are currently on holiday so I may not be able to get an immediate response.

We have a sale this October in New York but it has more of a concentration of English furniture. If we were to sell the desk in New York, I'd rather wait until we had a critical mass of good French furniture so that Mr Epstein's desk would get the best exposure.

Anne

Sent from my iPhone

On Aug 4, 2017, at 12:45 PM, Richard Kahn <[REDACTED]> wrote:

should we consider a london sale
please advise what is upcoming on calendar
thanks

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

On Jul 21, 2017, at 5:26 PM, Igelbrink, Anne <[REDACTED]> wrote:

Richard

Still working on it but everything really slows down in July and August with clients and colleagues on vacation, particularly in Europe. However, I wanted to reassure you that it is still very much on my mind.

Anne

Sent from my iPhone

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