

From: [WT Stewart](#)
To: [Craig Dewees](#); [David Whisenhunt](#); [Kent McAllister](#); terry.stewart@edginternational.net
Cc: [Joaquin Mavares](#); [Omar Petit](#)
Subject: RE: ANACO revised proposal
Date: Monday, September 27, 2010 2:12:43 PM

I think we should set up for the Owner or GE to furnish. It takes a lot of heat off of us.

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From: Craig Dewees
Sent: Monday, September 27, 2010 1:49 PM
To: Craig Dewees; David Whisenhunt; Kent McAllister; WT Stewart; terry.stewart@edginternational.net
Cc: Joaquin Mavares; Omar Petit
Subject: RE: ANACO revised proposal

Guys,

I forgot a few additional item:

- We need to make sure we call out the client will provide GE technical support for start-up or we can price separately. Being new 7FAs, I would think we want GE involved in start-up to maintain warranty.
- We need to note GE to provide the fuel gas heater since they are providing the units and fuel gas compressors. We know these are NG, DLN units and will be required for top end performance. We can bid the heaters if we want to just make sure we price and call out.

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From: Craig Dewees

Sent: Monday, September 27, 2010 1:35 PM

To: David Whisenhunt; Kent McAllister; WT Stewart; terry.stewart@edginternational.net

Cc: Joaquin Mavares; Omar Petit

Subject: ANACO revised proposal

Here were the bullet points and summary of action items from the meeting with Efacec management:

- Client will provide all major equipment (per the noted TSD attached)
- Project will be based on a 2 year time frame starting in Nov. 2010
- Client has completed the plot plan and conceptual drawings
- End client is Cadafe a local state utility

Engineering – We need to provide the following in the revised proposal

- Identify key dates i.e 30,60,90% reviews or other method for drawing submittal; Foundations, electrical, Mechanical
- Break the Structural out of Civil and make it part of mechanical
- List of key documents and drawings for submittal
- Provide a brief write-up or description of the proposed method for document and drawing submittals i.e. SharePoint, FTP server, box.net or whatever EDGI feels works best. Client office will be in Portugal and end user in Venezuela
- Engineering will be in 3D and they want to know what software will be utilized
- Please be very specific of the engineering standards proposed (API, ANSI, ASME, IEC) At first they talked about European standards without the CE and then backed off and said US norms would be acceptable. I think as the battles Terry has gone thru he will know exactly what standards he is willing to utilize for the price. My comment is to bid for the worse case (PDVSA) and call out the US norms
- Include video surveillance system
- Include a concrete “moat” around the exterior of the entire plant for drainage – 15m x 4m x 675m
- Include cost of E&O insurance

Pricing – Client requested the proposal to be broke up at a minimum of the following individual categories and then an overall price if they accept the total package.

- Engineering – Bid man hours - price - US and Bsf
- Construction
 - Civil – Man hours and price (do not include the structural steel as part of civil) – USD and BSF
 - Major Equipment Erection – Man hours and Price – USD and BSF

- Electrical – Same
- Mechanical – include structural steel in this price - Same
- Start-up and commissioning – same
- Project Managements – Same
- Site cost
- Equipment cost

Price will include the following

- Built in Escalation for the 2 year duration
- 1 year warranty with spare parts for those items we provide only
- Additional 1 year warranty and maintenance
- Municipal tax
- IVA or VAT
- Import tax
- E&O insurance
- **No social tax**
- **No Builders Risk**

I explained to the client to expect the individual task prices to be higher due to the risk associated with just going with any single task. We could reduce risk and price if they chose us for all tasks. We should increase the mark-up on each individual task and then reduce make-up on the overall total price for accepting everything. Try to keep them from picking and choosing for certain task and just give us the entire project.

If there are any questions or Omar if I have forgot something please correct me.

Thanks,

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