

From: [Bill Mars](#)
To: [Brett Bettinger](#); [Joaquin Mavares](#); [Omar Petit](#)
Subject: FW: HV proposals
Date: Monday, September 27, 2010 9:04:39 AM
Attachments: [Derwick Morichal Relay Protection Proposal \(710-3650 Rev 2\).docx](#)
[Derwick Amana Substation Proposal \(710-3647 Rev 2\).docx](#)
[Derwick Jusepin I Substation Proposal \(710-3648 Rev2\).docx](#)
[Derwick Jusepin II Substation Proposal \(710-3649 Rev 2\).docx](#)

Anything on these? This is going to get nasty when the plant is done but there isn't the right protection in place!

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From: Brett Bettinger
Sent: Friday, September 10, 2010 1:54 PM
To: Iker Candina; ptrebbau@derwickassociates.com; Alejandro Betancourt; Edgard Romero Lazo
Cc: Bill Mars; Sherri Meyer; Joaquin Mavares
Subject: HV proposals

Pedro,

Attached are the 4 HV proposals with minor modifications. Derwick had requested EPS consider moving some of the monies from the front end closer to the back end of the works and additionally requested EPS review opportunities to apply a portion of the contracts in BsF versus all in USD.

We have lowered the down payment from 40% to 35%, lowered the payment at time of delivery of drawings from 30% to 25%, raised the mobilization to site payment from 20% to 25% and raised the payment at completion from 10% to 15%.

Upon review of the potential to have a portion of the proposals transferred to BsF versus USD we are unable to change from 100% USD. Two factors driving this conclusion; first and most prominent is we estimate 98% of the costs of these proposals are USD generated (engineering, materials, and labor) and secondly we would prefer to transfer the proposal under PES versus EPS should BsF portions be utilized (a practice we will put in motion in the future should the situation of BsF invoicing be required).

Best Regards,

Brett Bettinger
Vice President

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