

1 BRIAN POTASHNIK (POTASHNIK): ...situation is with
2 all this and I'm, you know, happy to always do
3 whatever I'm permitted to do, so. You know, if
4 ahh, if this is about ANDREA, and her bidding on
5 jobs, just tell her to get with MATT, and ahh, we
6 can set her up with a couple contracts on anything
7 that, you know, we can make work, that's
8 competitive. I mean, it's really that simple.

9 D'ANGELO LEE (LEE): Okay.

10 POTASHNIK: I mean, I don't have, again, it, it's
11 just exactly the way it's always been. We just
12 have to be obviously, you know, within, what
13 anybody would construe to be a reasonable amount of
14 where we're getting our other bids. And if, if
15 that's not the case, we cannot under any
16 circumstances take a contract.

17 LEE: Okay. Is it, is it possible that on, on
18 whatever is coming down the pipeline, or whatever
19 is available, if there's a number that you need to
20 hit, that you will let me know.

21 POTASHNIK: Yeah, I mean, I've, I've been doing
22 that. I mean, that, I shouldn't even be doing
23 that, because it's not fair to the other bids.
24 But, you know, I've been trying to, you know, get...

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1 LEE: I know.

2 POTASHNIK: ...get the work as, as much as I can,
3 over to her, if she's competitive.

4 LEE: Yeah, I, I know.

5 POTASHNIK: That's why I'm giving her the
6 numbers you know? I mean it's...

7 LEE: And that's, see on this one ahh on, on this
8 deal (stuttering) I didn't even ask, I forgot, I
9 mean, I really just didn't ask you what the, so we
10 just, just kinda went on blind faith on that. Just
11 kinda coughed it out, just according to what, you
12 know, the ahh, the cost was. So, I didn't know
13 what the number was, so that was my bad.

14 POTASHNIK: What, you mean in terms of the other,
15 the other con....., the other bids that were coming in?

16 LEE: Yeah, yeah, the concrete deals, I didn't do
17 that. They didn't know, 'cause I just, I figured
18 that they had, you know, just went to the market,
19 and did what it would cost to get done in the market.
20 And that's how the bid went. I never asked what
21 the number was, and try to hit the number, so that
22 was my bad. I, I just didn't...

23 POTASHNIK: I mean, we're getting, I was telling
24 DON this, like, on a, you know, 2 million dollar
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1 contract, we, we have 3 bids that are within 10
2 or \$20,000 of one another.

3 LEE: Well, if you can just, I mean, whatever's
4 coming down the pipeline.

5 POTASHNIK: I mean, it's just really tight. You
6 know? And the deals are very tight. It's just the
7 nature of the business right now. You know, with
8 the material costs going up, and these deals, you
9 know, being as difficult as they are, it's just
10 extremely tight. But...

11 LEE: (UI)..the window, I mean...

12 POTASHNIK: ...you know, if, if we can get the
13 numbers to line up, so that when somebody starts
14 looking up my skirt with a microscope, which is
15 inevitable, I can justify it.

16 LEE: Well, absolutely. And you know, whatever
17 those numbers, it's just, you know, say this is
18 the number I'm, I'm at. This is where it needs
19 to be, and then if you can hit it, hit it. If
20 you can't, then you can't.

21 POTASHNIK: But, you know, as I told you and DON
22 before, I can help them by getting them involved in
23 other trades, and mentoring them, and using them to
24 either broker, or to kinda be a pass through on the

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1 contract, so that they can get engaged in, you
2 know, doing other things. That doesn't have to
3 just be concrete.
4 LEE: That's fine, that's fine, I mean, you know?
5 POTASHNIK: So.
6 LEE: We're open to that.
7 POTASHNIK: I'm gonna get, ahh, and I want to
8 sit ANDREA down with the construction guys, myself
9 personally, and see if we can't figure out, you
10 know, exactly what we can have her start working
11 on, and I'll, I'll set that up for next week.
12 LEE: I appreciate it.
13 POTASHNIK: Okay.
14 LEE: Alright, man, thank you.
15 POTASHNIK: Alright, you're welcome.
16 LEE: Have a safe trip.
17 POTASHNIK: Okay.
18 END OF TAPE
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Target:	DAngelo Lee
Line:	214-729-3484
Session:	11404
Date:	5/18/2005
Start Time:	18:23:41 CDT
Duration:	00:04:18
Direction:	Incoming