

**From:** Tannin, Matthew (Exchange)  
**Sent:** Sunday, May 13, 2007 11:09 PM  
**To:** Cioffi, Ralph (Exchange); 'Ray McGarrigal'  
**Subject:** RE: GS and the tranches

Great idea.

-----Original Message-----

**From:** Cioffi, Ralph (Exchange)  
**Sent:** Sunday, May 13, 2007 09:36 PM Eastern Standard Time  
**To:** 'Ray McGarrigal'; Tannin, Matthew (Exchange)  
**Subject:** RE: GS and the tranches

As I think about all the CDO managers out there we probably have the best infrastructure systems and technology and with our credit model in full gear certainly one of the best credit models in the market. I think if the EHGS fund has to be liquidated which seems to be somewhat certain given the redemption activity we should try and make one of our businesses a traditional cdo manager business.

JPM thinks that we should pro-actively market ourselves and they would love to take us global on that front. They feel that so many cdo managers blew them selves up or are going to that, that we would be entering a market that would welcome us as a manager. One of our weaknesses is that we have not marketed ourselves so most of the foreign cdo investors do not know us.

It would be a shame not to leverage that aspect of our business.

What I would like to do is to demo our credit models and surveillance system to Greg Quental John Geissing and the two new heads of marketing.

Ill try and arrange that this week.

Mr. Ralph Cioffi  
Senior Managing Director  
Bear Stearns Asset Management  
383 Madison Ave. NYC 10167  
212 272 3498  
rcioffi@bear.com

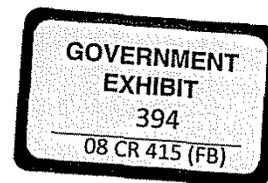
-----Original Message-----

**From:** Ray McGarrigal [<mailto:rmcgarrigal@mac.com>]  
**Sent:** Sunday, May 13, 2007 7:46 PM  
**To:** Cioffi, Ralph (Exchange)  
**Subject:** GS and the tranches

Ralph,  
We did not execute on the tranches as the 06-1 BBB- moved and I was not sure when you struck the prices on the 20-30 and the 25-30. Obviously, those are up big on the move from Friday. They need to re-price the tranches and then we can execute. Do you remember the price on 06-1 when you agreed to the trade?  
Ray

276833

BS-SEC0743973



SEC\_ENF\_FCIC\_020827