
From: [REDACTED]
Sent: Friday, April 20, 2012 2:00 AM
To: Je vacation
Subject: Fw: GIV update

From Fred,
Sent via BlackBerry by AT&T

From: "Fred Wagner" [REDACTED]
Date: Thu, 19 Apr 2012 19:56:21 -0500
To: [REDACTED]
Subject: Re: GIV update

Larry

I can write more tomorrow on a real computer. I got an email a few hours ago from J.Y. Cha...my contact there. They asked for an update and your interest level. JY told me that their intent is to enter an exclusive marketing agreement with Gulfstream unless something works out with you. Not an expert with Gulfstream but if they operate like most manufacturers, once they get the aircraft they will be the only winner.

To be clear, I dont operate like many of the Jet Brokers. If i can help you and them to conclude a sale then I will do so. That said any contract or offer will be with Korea Air...not me. There will be no funny business or back to back transactions with my company stuck in the middle. If you make a competitive offer I will do my best to persuade them to accept it. This is how I make my living and support my family. I dont get paid anything if they turn the airplane over to GS and whatever price they may be inclined to accept today will no doubt change if GS takes over.

Just let me know what you need from me. For what it is worth they are likely to focus on the NUMBER as opposed to some of the things the number might include.

Fred Wagner
Cell: [REDACTED] <tel:[REDACTED]>

Sent from my Motorola ATRIX™ 4G on AT&T

-----Original message-----

From: [REDACTED]
To: Fred Wagner [REDACTED]
Sent: Thu, Apr 19, 2012 23:00:22 GMT+00:00
Subject: GIV update

Fred,

Thank you for your email, I agree dealing with a company in this part of the world poses different challenges, I would like to share our last contract with regard a 1988 GIV serial Number 1030. This aircraft, similar in comparison,

being a standard equipped GIV, non HUD, non EVS, sat phone system and dual FMS aircraft. It is my belief a 20 year old and 25 year old aircraft are in the same category and offer small increase of price if any, when speaking of aircraft of this vintage. Baring this in mind, we had a contract at \$6.2M which included \$200k sellers expense during pre-buy for items found and \$250k worth of shop equipment and spares included in the deal, (aircraft Tug, power cart, high lift stand, spare main and nose tires and wheel assembly's, Hydraulic mule and other parts. Serial #1030 has 3400 hours total time and 6 years remaining until engine overhauls. Actual price would have been \$5.750M. I believe my principal has interest in your aircraft and would like to make an offer. The sale of serial number 1030 set a tone for the GIV market in regards to 20+ year old aircraft. If you are able to share these facts with your client, this may explain and justify our offer in the 5 -6 million range.

I am also aware of the added expense to get this aircraft de-registered from Korea and registered and transported to the USA.

Best regards,

Larry Visoski

[REDACTED] cell

Sent via BlackBerry by AT&T