
From: Richard Kahn [REDACTED]
Sent: Thursday, May 25, 2017 9:01 PM
To: jeffrey E.
Subject: Larry G550 flight school with B430 and GIV for Dave & Bill

i was able to negotiate an additional 2,000 discount on larry from 59,400 to 57,400 and an additional 1,900 discount for both dave and bill hammond from 64,500 to 62,600 for a total discount of 5,800 or 3.1% total cost 182,600 provided we prepay for all

unfortunately information originally presented by Larry on 4/20/2017 was not accurate (see bottom of attached email chain) as larry inferred that Syn Vision 4,700 and CPDLC 7,300 were included in Flight Safety pricing larry is eager to get dave and bill started on training and securing slots i am unaware if Simuflight includes these two additional costs and note that Simuflight is 40k for G550 initial yet recurrent for GIV is not clear (i have not spoken with vendor as larry is very firm on using flight safety) larry mentions that flight safety is more rigorous and fails people however when i spoke with gregg he said failing is rare and it would be hard to fail dave knowing he works on Larry's team please advise if ok to proceed and with or without extras as per pricing below or shall i call simuflight to obtain an accurate picture of cost differential thank you

Larry V
G550 / B430 \$57,400
CPDLC. \$ 7,300
Syn Vision. \$ 4,700

Total LV \$69,400

Dave Rodgers
G550 / GIV. \$62,600
CPDLC. \$ 7,300
Syn Vision. \$ 4,700

Total \$74,600

Bill Hammond
G550 / GIV. \$62,600
CPDLC. \$ 7,300
Syn Vision. \$ 4,700

Total. \$74,600

Total without CPDLC and Syn Vision \$182,600 Total with CPDLC and Syn Vision \$218,600

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor

Begin forwarded message:

From: =/b>Larry [REDACTED]

Subject: =/b>Re: G550

Date: =/b>May 25, 2017 at 11:13:49 AM =DT

To: =/b>Richard Kahn [REDACTED]

Rich

Jeffrey asked me =he difference between FSI FlightSaftey and CAE Simuflite training, =ince its a \$20k difference between schools.

FSI is = more Regimented and Harder to pass a pilot with lower than average =kills, FSI would not offer a Type Rating class to Nadia due to her =xperience level. I've seen 3 pilots in my classes held =ack for more training, I've trained the past 10 years at FSI,. Dave =ttends CAE,. It's time for all of our pilots to be test properly. It's =he difference between Harvard and a Community collage.

Here is what i come up =ith total training, pls advise if approved?

Definitions:

CPDLC =3D Controller-Pilot Data Link Communication.

Syn Vision = Synthetic Vision.

HUD = =eads Up Display, included in G550 initial training.

EVS = Enhanced Vision System, Included in G550 initial =raining.

Larry =

G550 / B430 \$57,400

CPDLC. =nbsp; \$ 7,300

Syn =ision. \$ 4,700

Total LV =nbsp; \$69,400

Dave Rodgers

G550 = GIV. \$62,600

CPDLC. =nbsp;\$. 7,300

Syn Vision. \$. =,700

Total =nbsp;\$74,600

Bill Hammond

G550 / GIV. =nbsp;\$62,600
CPDLC. \$. =nbsp;7,300
Syn Vision. \$. =nbsp;4,700

Total. =74,600

Total training with =lightSaftey
\$218,600

Thank you,
Larry

Sent from my iPad

On May 25, 2017, at 10:31 AM, Richard Kahn
wrote:

i did not see your response =r may have missed it..
can you please be specific =n additional training needed along with cost so i can present to jee =otal cost
thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, =Y 10022

On May 25, 2017, at 10:28 AM, Larry Visoski wrote:

Hi =ich,,
I thought I copied you on my response =o Greg in reference to enhanced training,,
Below =s Greg's response and reduce pricing for
CODLC,,
HUD and EVS included in =nitial,,
See below email Trail

Thx
Larry

Sent from my iPhone

Begin forwarded message:

From: Richard Kahn [REDACTED]
Date: May 25, 2017 at 10:15:32 AM EDT
To: Larry Visoski [REDACTED]
Subject: =b class="">Re: G550

Yes but you never responded =r communicated if any ancillary courses are needed.

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]

On May 25, 2017, at 9:41 AM, Larry Visoski [REDACTED] wrote:

Hi Rich,.
I'd like to get closure on G550 training and pick class =ates.
Are you satisfied with Greg's counter =ffer?

Thx
Larry

Sent from my iPhone

Begin =orwarded message:

<mailto:[REDACTED]>
From: =Williford, Greg" [REDACTED]
Date: May 23, 2017 at 3:47:25 PM EDT
To: Larry Visoski [REDACTED]
Cc: =ichard Kahn [REDACTED]
<mailto:richardkahn12@gmail.com> >, "McCann, Suzanne" [REDACTED]
Subject: RE: G550

Hi Larry and Rich,

Here are your special rates for the =550 Ancillary courses, if needed:

&nb=p; EVS - \$0 (covered in the G550 Initial)

&nb=p; HUD - \$0 (covered in the G550 Initial)

&nb=p; Enhanced Navigation (CPDLC, WAAS, ADS-C) - \$7,300 =ach
=ormally \$9,500 under One Time or Two Event

&nb=p; Gulfstream Synthetic Vision - \$4,700 =ach &nbs=;
=nbsp; &n=sp; Normally \$7,500 under One Time =r Two Event

&nb=p; Gulfstream XM Aviation - =445 &nbs=; =nbsp;
&n=sp; &nbs=; =nbsp; Normally \$555 under One Time or Two Event

Please advise on which of the above =ou'll need based upon your particular
serial number and also =hich account you'd like the training to be on.

All the best,

Greg

Greg Williford

Regional Sales Director

FlightSafety International



[REDACTED]

From: Larry Visoski [REDACTED]
Sent: Tuesday, May 23, 2017 11:47 AM
To: Williford, Greg
Cc: Richard Kahn; McCann, Suzanne
Subject: Re: G550

approve

Ok pls include Special pricing for EVS/HUD and CODLC training for Mr Kahn to

Thx

Larry

Sent from my iPhone

On May 23, 2017, at 11:40 AM, Williford, Greg

<[REDACTED]> wrote:

Hi Larry,

Full Service covers a few of the "E2 nice to know" enrichments like cold weather ops, TAWS, FIT, etc. and Full Service also gives discounts for many of the ancillary courses. However, the Two Event program is not Full Service and covers two specific events per pilot. That said, with the commitment you and Rich are making to FlightSafety for all three pilots, we may be able to provide the Full Service rates for the ancillary courses like Enhanced Nav and Synthetic Vision, etc.

Attached are fact sheets on Enhanced Nav, Synthetic Vision, XM Aviation Weather and CPDLC eLearning. Let me know if you wish to take any of these or other ancillary courses and I can include your special prices in the Agreement.

I'm available by phone [REDACTED] if you'd like to discuss.

All the best,

Greg

From: Larry Visoski [mailto:[REDACTED]]
Sent: Tuesday, May 3, 2017 11:24 AM
To: Williford, Greg
Cc: Richard Kahn; McCann, Suzanne
Subject: Re: G550

Thx =reg,,

Yes we have HUD and EVS,,

Also =eed advanced Navigation course for CPDLC as well,, is this done on Line =r
in Classroom format?

On May 23, 2017, at 11:18 AM, Williford, Greg [REDACTED] wrote:

Hi Mr. Richard,

Great to speak with you again yesterday =nd thank you for this opportunity to be of service.

I have discussed your counter proposal =ith our team and we are able to come very close to meeting
your =equests:

1. We are able to offer you a G550 Initial =ith Bell 430 Recurrent within 14 months for Larry at \$57,400 =ach
2. We are able to offer you G550 Initial with Gulfstream G-IV =ecurrent within 14 months for your other two pilots at \$62,600 =ach
3. We will prepare a contract for all three pilots for your =ignature. Upon signing, we will create invoices for each pilot =nd ask that the three invoices be prepaid (\$182,600 total) before the =irst training session for the first pilot on the =chedule.

Our G550 Initial course =overs HUD and EVS. Please advise if the unit you have purchased =as Enhanced Navigation, Synthetic Vision and/or XM Weather and we can =et you pricing for those courses.

Lastly, we have at =east three different accounts set up for your current airplanes and =ill need to consolidate the training for all three pilots onto =ne. When you are ready to move forward, please advise which =ccount

will be best for the scheduling, contract and billing and we will send you the Agreement for Training under that account to cover our special rates.

Please let me know if you have questions and if I can be of assistance in any way. We truly appreciate your business.

All the best,
Greg

Greg Williford
Regional Sales Director
FlightSafety International



Begin forwarded message:


From: "Williford, Greg" 

Subject: RE: G550

Date: May 22, 2017 at 8:08:28 AM EDT


To: Richard Kahn 

Hi Richard,

I was on vacation Thursday and Friday....sorry I missed your calls and email. I'm in the office today and looking forward to speaking with you. Please call me whenever convenient at  or let me know a good time to reach out to you.

All the best,
Greg

Greg Williford
Regional Sales Director
FlightSafety International



From: Richard Kahn [mailto:[REDACTED]]
Sent: Friday, May 19, 2017 3:50 PM
To: Williford, Greg
Subject: Re: G550

i just called your office and cell
can you please call me on my cell when you have time so we can hopefully move forward together
thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]

On May 18, 2017, at 9:22 AM, Richard Kahn [REDACTED] wrote:

good morning
happy to hear that you and larry have again been in touch
i am meeting with our principal today as he wants to make a decision on this by the end of the week

can you please review your pricing and agree to move forward as follows:

Gulfstream G550 Initial with Bell 430 recurrent within 14 months - \$57,500 each pilot
Gulfstream G550 Initial with Gulfstream G-IV Recurrent within 14 months -

\$62,000 each pilot

discount requested $1500 + 2500 + 2500 = 6,900$ or $\approx .66\%$ of 188,400 total cost
i strongly believe we can make this happen with above prices
please advise
thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022



Begin forwarded message:

From: Larry Visoski [REDACTED]
Subject: Fwd: G550
Date: May 15, 2017 at 5:38:52 PM =DT
To: Rich Kahn =l [REDACTED]mailto:[REDACTED], Je vacation
<jeevacation@gmail.com>

From =lightSaftey

Sent from my iPhone

Begin forwarded message:

From: "Williford, Greg" [REDACTED]
Date: May 15, 2017 at 8:12:36 PM GMT+2
To: Larry Visoski [REDACTED]
Cc: "McClendon, Woody" [REDACTED] Martinez, Melanie"
= [REDACTED] >, "Parrish, Vincent"

Subject: RE: G550

Hi Larry,

Great to hear =hat the G550 deal came through. We look forward to being of =ervice for all your training needs.

As you =now, we have several pricing options, including the Two Event/13 Month =ontract (2 sessions per pilot within 14 months). The Two Event =rogram offers additional discounts off the One Time pricing by =repaying the two events at the start of the contract period. We =an "mix" aircraft types under the Two Event pricing option as long as =he training and contract is all with one account.

Listed below are your prices for 2017:

TWO EVENT

=nbsp;Gulfstream G550 Initial with Bell 430 Recurrent within 14 months - =59,400 each pilot
Gulfstream G550 Initial =ith Gulfstream G-IV Recurrent within 14 months - \$64,500 each pilot

Please let me know if you have questions and =f we can be of service in any way.

All the =est,

Greg

Greg Williford
Regional Sales Director
FlightSafety International



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

From: Larry Visoski <mailto:[REDACTED]>

Sent: Sunday, May 14, 2017 3:55 PM

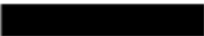
To: Williford, Greg; McClendon, Moody; Parrish, Vincent; Martinez, Melanie

Subject: G550

Hello Greg,,
I have 2 pilots that require;
G550 initial training,
And GIV Recurrent,,
Can you price this for me?

I need G550 Initial plus Bell 430 recurrent myself,, Can you present a full package to sign with
Flight Safety with above Request?

Thx
Larry Visoski



Plan D, LLC G550
Jege LLC GIV
Hyperion Air, LLC Bell 430

Sent from my iPhone

Rich

Yes I have, Bill and I have completed Training in GIV in past 12 months,. Greg Williford is with Flight Safety, he
didn't realize I trained with simuflight this past year

My plan was to send Dave Rodgers to Flight Safety for G550 initial,
I was planning to send Bill Hammond and myself to simuflight,. For cost savings,,
I told Jeffrey that Flight Safety has a more thorough flight training program that Dave would benefit from,. Plus
not everyone passes the course at FlightSafety much more stringent,.
If we want to save \$20,000 per person in training cost we all could attend simuflight if you like?

Larry
Simuflite CAE GIV recurrent training March 2017,. Due GIV in March 2018.

Dave Rodgers
Simuflite CAE trained Aug 2016,. Is due for recurrent Aug 2017.,

William Hammond
Trained FlightSafety
July 2016,. is due for ReCurrent July 2017.,

Sent from my iPhone

On Apr 25, 2017, at 1:41 AM, Richard Kahn [REDACTED]
wrote:

ok

Larry can you please provide last GIV training dates (dave, Bill and yourself) as I believe I was told by Greg Wilford of flight safety that we may have to do separate training for GIV if GV not done either within 12 months or 1 month thereafter..

I was informed of this but did not have dates and need to verify timing

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
[REDACTED]

On Apr 4, 2017, at 6:50 PM, Jeffrey E. <jeevacation@gmail.com> wrote:

I think it best that we wait, until closer to the time the plane is ready from Eric's. I don't want Dave or Larry to have 4 months between training and flying

On Mon, Apr 24, 2017 at 6:21 PM, Larry Isoski [REDACTED] wrote:

Rich
CAE Simuflite offered G550 initial at \$40k each.,

Here is contract info;

Brian Laird - AE

Thx
Larry

Sent from my iPhone

On Apr 24, 2017, at 5:34 PM, Richard Kahn <mailto:[REDACTED]> wrote:

just spoke with greg and he said you negotiated the best deal possible
list for initial and recurrent is 121,000 which he then reduced to 91,000 and
then again to 77,500
initial and recurrent
unfortunately after 2 phone calls and almost 2 hours on the phone no such luck
can you please send me simuflight contact info as well as they are at 65,750 for
thanks

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022

On Apr 21, 2017, at 9:30 AM, Larry Visoski <[REDACTED]> wrote:

For Sure,, definitely worth a try;
Try this person first,
Flight Safety sales rep;
Gulfstream Sales training
Greg Wilford

Woody McClendon is my Bell 430 Heli sales rep,, and close acquaintances,, nice
guy,, he understands negotiations and helps me out,,

Sent from my iPhone

On Apr 21, 2017, at 8:34 AM, Richard Kahn [REDACTED] wrote:

Jee wants me to give negotiating a shot. Please send me contact info and call to discuss game plan. Thanks.

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]

Begin forwarded message:

From: "jeffrey E." <jeevacation@gmail.com>
Date: April 20, 2017 at 6:44:37 PM EDT
To: Richard Kahn [REDACTED]
Subject: Fwd: G550 training Dave May =st

make = deal for three pilots. all recurrent with recurrent 430 =or larry

----- Forwarded message -----

From: Larry [REDACTED]
Date: Thu, Apr 20, 2017 at 6:38 PM
Subject: Re: =550 training Dave May 1st
To: "jeffrey E." <jeevacation@gmail.com>

All prices =uoted from Simuflight or Flight Safety is considering 3 pilots for G550 =nitial class.

Simuflite Price is \$40k for G550 Initial =lass,.
Following year, re-Current training is \$25,750

Bell 430 item,

This was Flight Saftey quote for me, which included the Bell =30 re-current and G550 initial, price is \$59,400 which is 550 initial =nd Bell 430 recurrent,. I would need a G550 recurrent the next year, =hich is an additional \$25k.,

Sent from my iPad

On Apr 20, 2017, at 5:44 PM, jeffrey E. <jeevacation@gmail.com> wrote:

it says bell 430? how much was =imuflite and what is the price for 3 people

On Thu, Apr 20, 2017 at 4:32 PM, Larry =isoski [REDACTED] wrote:

Jeffrey

"Flight Saftey" in Dallas has start date May 1st G550 initial =lass. Ends May 23rd, which includes Check Ride, Advance Navigation =ourse w/CPDLC, and Synthetic Vision class that includes Sim time using =UD "Heads Up Display" and EVS "Enhanced Vision System" ops in the =imulator.

Single time event is \$62,100 for =nitial.

Dual event which covers 24 month is \$77,500

After Initial training, the following year Recurrent G550 =raining is \$25,700

Option

1-Do=you want Dave to do Single event Initial for \$62,100

Or

2- the two year program which is G550 Initial and includes =ext years Recurrent

training total \$77,500

Option 1 or 2 ?

Thx

Larry

Hi Larry,

Congrats on the =ending purchase on the G550 and thanks for your email.

We'd like to amend the proposal we sent to you on February =rd with the following special Two Event prices for 2017:

TWO EVENT AGREEMENT

months - \$77,500 each pilot

Gulfstream G550 Initial with G550 Recurrent for =he same pilot within 13

13 months - \$59,400 each pilot

=nbsp;Gulfstream G550 Initial with Bell 430 Recurrent for the same pilot =ithin

As =iscussed, we don't offer G-V with G550 differences and only offer G550 =raining in our G550 sims due to safety concerns based on discussions =ith GAC, our customer advisory boards and customers. The prices =bove will cover the "type specific" G550 and Bell 430 training.

to being of service.

Please let me and/or Woody know if you have any questions. We look forward

All the best,
Greg

Sent from my iPad

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=/blockquote>

=