
From: Larry Visoski <[REDACTED]>
Sent: Tuesday, May 31, 2016 1:00 AM
To: Je vacation
Subject: B727

Jeffrey

Gary believes Jaffe the buyer is using the engine issue as a bargaining tool to lower the price.

Gary recommends playing the game, return his deposit tomorrow, Gary will speak to Jaffe tomorrow afternoon, and say, "sorry this deal didn't work" so we don't look desperate,, then he will ask Jaffe if a deal could be negotiated if we lower the price approx \$200k total to include the engine repair, if he would close fast.

Current quote doesn't include removing Engines I'll get that estimate tomorrow, Repair is \$65k and \$58k Total \$123k ,. There is still unknown once they open the engine for repair,, and findings would be additional cost.

Guess \$30k for Engine change labor,
discount \$50k

Estimate \$1.3m for the plane?

What do you think?

I told Gary, we would prefer to close before any repairs, Does this sound ok?

Thx

Larry

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