
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 spe=k 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 h= would close fast. Current quote doesn't include removing Enigines I'll get that estimate tomorrow, Repair is \$65k and \$58k Total \$123k . There is still unknown once they open the engine for repair,,=nd 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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