

To: jeevacation@gmail.com[jeevacation@gmail.com]
From: [REDACTED]
Sent: Thur 4/15/2010 5:34:25 PM
Subject: D contract thoughts

Jeffrey,

I sent the email to Darren which contains my thoughts on the D contract price. Personally I feel \$12,120M which is their introductory price to you should be our offer, since I removed a lot of Sikorsky's over priced iPod switching logic and WiFi installation.

Darren,

I'm not sure where we stand on the D contract, here are my comments after reviewing their proposed price of 12.4M for the D model.

-the late delivery penalty they offered to initiate after 60 days after scheduled customer presentation date gives them too much time in my opinion, plus it only offers a \$1,000 per day with a 60K max..for late delivery. that needs to be addressed.

-the reduced equipment modification I have request on the S76D contract should all be standard and NO additional charges, since this has been engineered on the C++ we just completed, I understand there is paper work involved since this is a D model, but it is the same silencer interior that is used in the C++ line.

these are the items they are charging additional above the introductory price of 12,120M.

-four Bose headsets in passenger compartment.

-larger limo window in fwd bulkhead duplicate to serial #750.

-relocating light switches in overhead, same as serial #750.

-wrap around custom bench seats with Mercedes arm rest like our current C++

-3 pilot initial training slots is good, different cockpit avionics package. this is only one additional, since it comes with two from original contract.

-I am willing to eliminate the one extra maintenance training slot they have in their contract, and keep the factory original two slots that come with the S76D helicopter.

-need to confirm that all exterior lights will be LED, their contract does not specify LED.

-Recognition lights

-Position lights

-Landing lights

-Logo lights

-Upper anti collision light will be added, contract only states Bottom or lower light is included.

My position is \$12.120M as completed with current contract mods.

call me if you wish to discuss.

thanks,

Larry