

To: jeevacation@gmail.com[jeevacation@gmail.com]
From: [REDACTED]
Sent: Tue 3/30/2010 1:51:11 AM
Subject: Fwd: D model

Jeffrey,

I just received this from Marc,,I insinuated to Marc that 12.120M for the D model with my reduced specs would be an appropriate price. I hope I was not out of line with my number, as you see below he is thinking 12.75 +/- 200K, that's absurd in my opinion, with the minimal specs I requested..

thanks,
Larry

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

From: Poland, Marc B SIK <[REDACTED]>
To: [REDACTED]
Cc: Germon, Howard H SIK <[REDACTED]>
Sent: Mon, Mar 29, 2010 9:40 pm
Subject: Re: D model

No, the 12.1 does not cover it. I'm sorry, but this is why I have been trying to bracket the pricing - because I don't have an instant estimating capability. If we're on the same page w.r.t. a package deal (for two a/c), I will have some folks work overnight to develop a customized number, but frankly, I feel like we're chasing a ghost here. (I expect the number will be in the range of 12.75, +/- 200k.)

Tell me this is a two-ship deal and that the accelerated payments are in the mix and I'll jump thru hoops. For a single D, and no payment acceleration, I go back to a calmer process.

Marc Poland
Sikorsky Global Helicopters
Tel (203)386-3301
Fax (860)998-7436

From: [REDACTED]
To: Poland, Marc B SIK
Sent: Mon Mar 29 19:50:27 2010
Subject: Fw: D model

Sorry Marc, not sure if I sent this already, just landed in PBI,
When do you think you will have a firm D price?
Or with my reduced specs, does the 12.1M cover it?
Thanks,
Larry
Sent from my BlackBerry® wireless handheld

From: Jeevacation <jeevacation@gmail.com>
Date: Mon, 29 Mar 2010 16:48:09 -0400
To: [REDACTED]
Subject: Re: D model

I want a d prlce

Sent from my iPhone

On Mar 29, 2010, at 3:22 PM, [REDACTED] wrote:

Marc is asking if we are done? Wants to know if there is a counter offer.

See below

Sent from my BlackBerry® wireless handheld

From: "Poland, Marc B SIK" <[REDACTED]>
Date: Mon, 29 Mar 2010 15:16:34 -0400
To: <[REDACTED]>
Subject: Re: D model

Are we done or is Jeffrey still contemplating a counter?

Marc Poland
Sikorsky Global Helicopters
Tel (203)386-3301
Fax (860)998-7436

From: Poland, Marc B SIK
To: [REDACTED]
Sent: Mon Mar 29 13:30:04 2010
Subject: Re: D model

I know this seems an odd plan, but it works for us and gives Jeffrey lots of benefits.

Marc Poland
Sikorsky Global Helicopters
[REDACTED]
Tel (203)386-3301

From: Poland, Marc B SIK
To: [REDACTED]
Sent: Mon Mar 29 13:25:23 2010
Subject: Re: D model

Yes, if bundled with the C++. With that, he can work down from the 12.9 cap and still get the 12.0 of cash back from the C if 750 doesn't sell.

Marc Poland
Sikorsky Global Helicopters
[REDACTED]

From: [REDACTED]
To: Poland, Marc B SIK
Sent: Mon Mar 29 13:21:45 2010
Subject: Re: D model

Is there any advantage to get deposit money to you before april 1st?
Just a thought,
Larry
Sent from my BlackBerry® wireless handheld

From: "Poland, Marc B SIK" <[REDACTED]>
Date: Mon, 29 Mar 2010 13:18:13 -0400
To: <[REDACTED]> Germon, Howard H SIK<[REDACTED]>
Cc: [REDACTED]
Subject: Re: D model

Happy to quote, but if disconnected from the March deal, it will be an April quote and price.

Marc Poland
Sikorsky Global Helicopters
[REDACTED]

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

From: [REDACTED]
To: Poland, Marc B SIK; Germon, Howard H SIK
Cc: George Reenstra <[REDACTED]>
Sent: Mon Mar 29 13:13:23 2010
Subject: D model

Marc and Howard,
Per my discussion with Jeffrey, here is a spec we would like to get quoted for the S76D model.
Base price VIP executive "S76D" \$12,120,000.00 per the contact we received, to include the following outfitting.
-seat design wrap around seat back with Mercedes style fold down arm rest, like serial #750.
-forward bulk head limo window same size as serial #750.
-light switch location same as serial #750.
-LED landing lights, position lights, recognition lights and rotating beacon upper and lower (this may be standard in Base line price).
-Four Bose headsets only in passenger compartment, connected to cockpit Intercom system, located at each corner of passenger compartment.
-NO entertainment or switching required.
-extra year of warranty to 3 years total. (if memory serves correctly I remember seeing \$79,000.00).

-credit of \$55,000.00 for the 10 hours of charter time from AAG that is included in base line contract pricing.
All of the items I have listed have recently been completed and engineered for Serial #750 and are interior only modifications, and should have minimal if any impact on pricing.

Thank you,
Larry Visoski

Sent from my BlackBerry® wireless handheld

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