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| **From:** | Larry Visoski < ██████████ |
| **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

Sent from my iPhone=<?xml version=.0" encoding=TF-8"?> <!DOCTYPE plist PUBLIC "-//Apple//DTD PLIST 1.0//EN" "http://www.apple.com/DTDs/PropertyList-1.0.dtd">

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