
From: Richard Joslin [REDACTED]
Sent: Wednesday, January 7, 2015 7:20 PM
To: jeffrey E.
Subject: FW: BBJ SN 30751 Offer

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

From: Jon P. Conlon [REDACTED]
Sent: Wednesday, January 07, 2015 2:17 PM
To: Richard Joslin
Subject: RE: BBJ SN 30751 Offer

Richard,

Thanks for your patience. The seller was away on travels and it took us some time to reach back out to him. While we acknowledge that a recent sale occurred below \$30MM (Steve Wynn's BBJ) our BBJ had less total time (about 50 hours) and a much newer and modern interior. In 2011 the seller invested well over \$2MM into the interior with new soft goods and a brand new cabin entertainment system. Mr. Wynn's BBJ had an interior dating back to 2007 that looks heavily dated now. Also in Wynn's case, the quick sale at below \$30M was in part tied to the deal on his replacement G650 which created a greater motivation to move the BBJ. Prior to the G650 deal Wynn turned down several similar offers last summer.

We've given the seller our own internal data points for two recent sales (Wynn's BBJ) as well as our own recent sale of Occidental Petroleum's BBJ which we sold in May at just above \$30M. That aircraft had slightly less time than 30751 but also had a very dated (original interior).

While there is certainly justification that 30751 should trade lower than their current counter of \$33M I think the interior work performed and the superior quality of interior need to be taken into account.

We are in active discussions with the seller at present over recent data points and if there is any change on their end I will notify you.

As stated previously we appreciate your offer and patience.

Kind Regards,

Jon P. Conlon
Senior Market Analyst

Dulles International Airport
23411 Autopilot Drive
Dulles Virginia 20166
[REDACTED]

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

From: Richard Joslin [REDACTED]
Sent: Tuesday, December 30, 2014 12:03 PM
To: Jon P. Conlon; Bryan Dunnigan
Subject: RE: BBJ SN 30751 Offer

Jon/ Bryan:

In a previous communication, I indicated that the market was under \$30MM and cited recent activity in support. I do not wish to waste each other's time nor engage in a protracted negotiation that ends up going nowhere. If you= client is not a real seller, that is fine. If that is incorrect, I would=suggest a more serious counter offer. Otherwise, we will discontinue to =ngage.

RJ

Richard Joslin
CFO
Elysium Management LLC
445 Park Ave
Ste. 1401
New York, NY 10022
[REDACTED]

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

From: Jon P. Conlon [REDACTED]
Sent: Monday, December 29, 2014 11:24 AM
To: Richard Joslin
Cc: Bryan Dunnigan
Subject: BBJ SN 30751 Offer

Mr. Joslin,

On behalf of our seller, we thank you for submitting an offer on our BBJ SN=30751. The seller has reviewed your offer and has authorized us to present=a counter offer at \$33,000,000.

If this counter offer is acceptable we can engage our attorney's and begin =rafting a purchase agreement.

We look forward to your feedback.

Kind Regards,

Jon P. Conlon
Senior Market Analyst

[Avjet]

Dulles International Airport

23800 Wind Sock Drive, Suite 250
Dulles, VA 20166

www.avjet.com<http://www.avjet.com/>

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