From Gary
From my conversation with=Gary, it appears Ben is not comfortable with this current deal and feels th= buyer will walk or not honor this purchase agreement See below</=iv> We await tomorrow decision from the owner As mentioned be=ow

Sent from my iPh=ne

Begin forwarded message:

From: Gary Anzalone < ██████████ " < ████████ <mailto ███████ > >
Subject: KZ BBJ demi flight<=r>

Larry,

I just spoke with Ben and explained that we are willing to go t= an LOI but an APA would be impossible because Darren is in the process of m=ving and he is out of pocket all of tomorrow.

He told me that he is only=the broker and cannot make the call, but since our last conversation he has=had mixed emotions over the right decision. He says there is an old car sal=sman gold rule that "you do not drive a sold car" and he would hate to see a=bird strike or a hard landing or anything that could cost his client both o=portunities.

He is also second guessing if they could even enter into a s=cond contract.

That being said he admits he is thinking out loud and he w=ll leave the decision to his client in the morning.

Ben is fully anticip=ting the buyers representative to try and "give him the salami" on Friday a=d what he really prefers is that we work together to compose a proper backu= LOI detailing exactly what we will require with respect to a pre-purchase i=spection scope and location, and how fast we could close. This will g=ve his client the confidence they need to move the deal to us.

If you wa=t to call me at any time this evening to discuss this please do not hesitat=, otherwise lets discuss this in the morning

Sincerely,

=br>
Gary Anzalone - Partner

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