
From: Larry Visoski <[REDACTED]>
Sent: Monday, September 3, 2018 5:15 PM
To: jeffrey E.
Subject: Re: Gulfstream IV Letter of Intent

Gary will relay your counter,
Gary also=said, they will not travel to Paris without agreed price.
W= can wait for their response to your counter.

FYI, T=xt message from Gary:

Let JE know these guys started at \$2.6M=with an export C of A to Isle of Man. I have already worked them up hard to=full retail and as-is, plus making them go N Reg. I hate to push our luck.<=r>

Sent from my iPhone

=n Sep 3, 2018, at 11:49 AM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gm=il.com>> wrote:

Should be attached now

Sent from my iPhone

Begin f=rwarded message:

From: G=ry Anzalone <<[REDACTED]>>, Richard Laggan
<mailto:[REDACTED]>
Subject: Gulfstream IV Letter of Intent</>

Hi Larry,

Attached is the signed LOI for the GIV.

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I=am sorry it took so long but we were verbally working through details all w=ekend.

Overall it looks great except they do have two details which are "deal breakers" to them, which in my opinion frankly are not worth losing the deal over;

Section 2 they want to use a non-US escrow agent. - This is easily managed because AeroTitle has offices in the US and in the UK. Unfortunately we could not reach Jacinda from AeroTitle over the weekend, but this should be easily sorted tomorrow.

Section 8 they are insisting on International Law. - I went ahead and told them to send the LOI (to finally get to paper). We have done numerous deal with English law so I am hopeful that we can still agree to English law, particularly since this is essentially an as-is deal with a quick turn around for performance and closing.

Section 3 they have referenced "the option" to boroscope the loaner engines. I am sure this is to verify no FOD, but I am not sure this is worth their expense if boroscopes are not required upon return when the loaner period is over.

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Section 5 they are saying they will supply the draft APA. I am confident this is not a pride of authorship issue but rather a gesture of motivation to move things along quicker.

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Please take a look at it and lets discuss it in greater detail tomorrow.

=span style="font-size:12.8px">

Sincerely,

Gary Anzalone - &nb;p; Partner

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= please note

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