
From: jeffrey E. <jeevacation@gmail.com>
Sent: Monday, August 7, 2017 7:53 PM
To: Barry J. Cohen
Subject: Re: Engine Plans

not only cost , but you are at the back of the line. =C2 why take a plane that has no program , first second or t=ird

On =on, Aug 7, 2017 at 3:51 PM, Barry J. Cohen <[REDACTED]>= /span> wrote:

I would have thought it's just a matter of c=st, but if you're saying the discount on Pearlman planes is more t=an the RR program catch up payment, I guess I'm wrong.</=>

From: jeffrey E. [mailto:jeevacation@gmail.com <mailto:je=vacation@gmail.com>]
Sent: Monday, August 07, 2017 3:49 PM
To: Barry J. Cohen <[REDACTED]> <mailto:[REDACTED]> >
Subject: Re: Engine Plans

nonsense , look at ron perlman's pl=nes. no buyers at realistic prices and the excuse is no progra=. on his planes , there are always alternati=e planes so you take one with the program

On Mon, Aug 7, 2017 at 3:45 PM, Barry J. Cohen <<= href="mailto:[REDACTED]" target="_blank">[REDACTED]</=>> wrote:

Banks don't require it. But they incre=se the amortization on the loan with no program. Our consultants say=they agree with you on the RR program helping to boost the owner to the top of the list when it comes to service and repairs. However, t=ey have not observed that prospective buyers have concerns about planes wh=se owners don't take the program. They say as long as the ow=er is US corporate or US very high net worth, they will ask questions about not being on the program, but provided the answer= are appropriate, it doesn't impact value.

Nonetheless, I think we should take it, because espe=ially as the plane ages, the odds are you recoup the expenditure on resale=

The gift tax case was a from a brief mention in a ta= publication that someone was reading. We're trying to track=it down.

From: jeffrey E. [mailto:jeevacation@gmail.com <mailto:je=vacation@gmail.com>]
Sent: Monday, August 07, 2017 3:39 PM
To: Barry J. Cohen <[REDACTED]> <mailto:[REDACTED]> >
Subject: Re: FW: Honeywell APU Maintenance Plan (MSP)<=p>

i also thought . banks usually require engine insurance if they are going to finance in addition have you found the case where the guy paid gift taxes but was charged with fraud . ?

On Mon, Aug 7, 2017 at 3:35 PM, Barry J. Cohen <= href="mailto:[REDACTED]" target="_blank">[REDACTED]</=> wrote:

yup

From: jeffrey E. [mailto:jeevacation@gmail.com <mailto:je=vacation@gmail.com>]
Sent: Monday, August 07, 2017 3:34 PM
To: Barry J. Cohen <[REDACTED]> <mailto:[REDACTED]> >
Subject: Re: FW: Honeywell APU Maintenance Plan (MSP)<=p>

exactly , take it

On Mon, Aug 7, 2017 at 3:29 PM, Barry J. Cohen <= href="mailto:[REDACTED]" target="_blank">[REDACTED]</=> wrote:

FYI

From: Tom Mitchell [mailto:[REDACTED]
<mailto:[REDACTED]>]
Sent: Monday, August 07, 2017 2:55 PM
To: Barry J. Cohen <[REDACTED]> <mailto:[REDACTED]> >; John
Castrucci <[REDACTED]> <=r> Cc: Lee Rohde <[REDACTED]> <mailto:[REDACTED]>
>; Laurie Nutter <[REDACTED]>
Subject: Honeywell APU Maintenance Plan (MSP)

Hi Barry and John,

The Honeywell Auxiliary Power Unit (APU), which you probably know is a mini-turbine engine, has a similar maintenance program as Rolls Royce. The name of the program is "MSP" which stands for Maintenance Service Plan. MSP has mirrored most other programs including Rolls Royce. I have listed bullet items for you to consider and will of course be happy to answer additional questions you might have.

=C2* The current Buy-In for this APU is \$60,000 which includes a 2% discount being offered by Honeywell.

=C2* MSP essentially covers all the labor and parts costs required of an APU during a shop visit (shop visit = equals major disassembly) along with a rental APU.

=C2* The current (basic) MSP cost is \$100.62/hour and subject to an annual CPI escalator.

=C2* MSP Gold adds removal and installation labor coverage plus routine inspections for an additional \$13.56/hour. (MSP Gold = \$114.18/hour)

=C2* MSP Gold plus Logistical Support adds road trip logistical support coverage for an additional \$6.19/hour. MSP Gold with Logistical support = \$120.37/hour

General information:

=C2* If APU utilization stayed consistent with the GV, it would generate approximately ½ hour use for every flight hour.

=C2* The APU is "on-condition" meaning its performance is monitored to require a shop visit.

=C2* Historically, APUs do require shop visits between 2,500 hours and 4,000 hours due to normal wear and tear.

=C2* The cost of a normal shop visit would vary from \$150,000 - \$450,000

=C2* Unscheduled APU failures can occur and repair costs tend to run \$200,000 - \$850,000 (maximum but not common).

Regards,

Tom

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please no=e

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