
From: jeffrey E. <jeevacation@gmail.com>
Sent: Thursday, May 25, 2017 9:12 PM
To: Richard Kahn
Subject: Re: Larry G550 flight school with B430 and GIV for Dave & Bill

Pay

On Thu, May 25, 2017 at 5:00 PM=Richard Kahn <[REDACTED]> <mailto:[REDACTED]>>>
wrote:

i was able to negotiate an additional 2,00= discount on larry from 59,400 to 57,400 and an additional 1,900=discount for both dave and bill hammond from 64,500 to 62,600 for a total =iscount of 5,800 or 3.1% total cost 182,600 provided we pr=pay for all

unfortunately information originally presen=ed by Larry on 4/20/2017 was not accurate (see bottom of attached email ch=in) as larry inferred that Syn Vision 4,700 and CPDLC 7,300 were included =n Flight Safety pricing

larry is eager to get dave and bill star=ed on training and securing slots

i am unaware if Simuflight inc=udes these two additional costs and note that Simuflight is 40k for G550 i=itial yet recurrent for GIV is not clear (i have not spoken with vendor as=larry is very firm on using flight safety)

larry mentions that f=ight safety is more rigourous and fails people however when i spoke with g=egg he said failing is rare and it would be hard to fail dave knowing he w=rks on Larry's team

please advise if ok to proceed and w=th or without extras as per pricing below or shall i call simulflight to o=tain an accurate picture of cost differential

thank you

Larry V=/div>
G550 / B430 \$57,400
CPDLC. ♦=AO \$ 7,300
Syn Vision. \$ =,700

Total LV ♦=AO \$69,400

Dave Rodgers
=div>G550 / GIV. \$62,600
CPDLC. =. 7,300
Syn Vision. \$. 4,700

Total =C2♦\$74,600

Bill Hammond
G550 / GIV. =C2♦\$62,600
CPDLC. \$. 7,300</=iv>
Syn Vision. \$. 4,700

Total. \$74,600

Total without CPDLC and Syn Vision 182,600
Total with CPDLC and Syn Vision 218,600

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022

[REDACTED]

<=r class="m_5412757866552739395Apple-interchange-newline">

Begin forwarded message:

From: Larry <[REDACTED]>

Subject: Re: G=50

Date: <=span>May 25, 2017 at 11:13:49 AM EDT

To: Richard Kahn <[REDACTED]>

Rich

Jeffrey asked me the difference between FSI FlightSafety and CAE Simuflite training, since its a \$20k difference between schools.

FSI is a more regimented and harder to pass a pilot with lower than average skills, FSI would not offer a Type Rating class to Nadia due to her experience level. ♦=AO I've seen 3 pilots in my classes held back for more training, I've trained the past 10 years at FSI,. Dave attends CAE,. It's time for all of our pilots to be tested properly. It's the difference between Hard and a Community college.

Here is what I came up with total training, pls advise if approved?

<=iv>Definitions:

CPDLC = Controller-Pilot Data Link Communications.

Syn Vision = Synthetic Vision.

HUD = Head Up Display, included in G550 initial training.

EVS = Enhanced Vision System, Included in G550 initial training.

Larry V
G550 / B430 \$57,400
CPDLC. = \$ 7,300
Syn Vision. \$ 4,700

Total LV = \$69,400

Dave Rodgers
G550 / GIV. \$62,600
CPDLC. \$. =C2♦7,300
Syn Vision. \$. 4,700

Total ♦=A0\$74,600

Bill Hammond
G550 / GIV. ♦=A0\$62,600
CPDLC. \$. 7,300
Syn Vision. \$. 4,700

Total. \$74,600
=div>

Total training with FlightSaftey
\$218,600

Thank you,
Larry
=div>

Sent from my iPad

On May 25, 2017, at 10:31 AM, Richard Kahn <[REDACTED]> wrote:

i did n=t see your response or may have missed it..
can you please be sp=cific on additional training needed along with cost so i can present
to je= total cost
thank you

Richard Kahn
HBRK Associates Inc.
57= Lexington Avenue 4th Floor
New York, NY 10022
t [REDACTED]
[REDACTED]

On May 25, 2017, at 10:28 AM, Larry=Visoski <[REDACTED]>
<mailto:[REDACTED]> > wrote:

Hi Rich,,
I thought I copied you on= my response to Greg in reference to enhanced training,,

Below is=Greg's response and reduce pricing for CODLC,,
HUD and EVS included in initial,,
See below email Trail <=div>

Thx
Larry

Sent from m= iPhone

Begin forwarded message:

From: Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> >
Date= May 25, 2017 at 10:15:32 AM EDT
To: Larry Visoski <[REDACTED]>
S=bject: Re: G550

Yes but you never responded or communicated if any ancillary=courses are needed.

Richard =ahn
HBRK Associates Inc.
=div style="direction:inherit">575 Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]
[REDACTED]
[REDACTED]

On May 25, 2017, at 9:41 AM, Larry Visoski <[REDACTED]>
<mailto:[REDACTED]> > wrote:

=div>

Hi Rich.,
=div>I'd like to get closure on G550 training and pick class dates. ♦=A0
Are you satisfied with Greg's counter offer?

Thx
Larry

Sent from my iPhone

Begin forwarded message:

=div>From: "Williford, Greg" <[REDACTED]>=/a>>
Date: May 23, 2017 at 3:47:25 PM EDT
To: Larry=Visoski <<mailto:[REDACTED]>> [REDACTED]
<mailto:[REDACTED]>
Cc: Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> >, "McCann, =uzanne" <[REDACTED]>
<mailto:[REDACTED]> >
Subject: R=: G550

Hi Larry and Rich,

Her= are your special rates for the G550 Ancillary courses, if needed:<=>

◆=A0 EVS - \$0 (covered in the G550 Initial)

=C2◆ HUD - \$0 (covered in the G550 Initial)

=C2◆ Enhanced Navigation (CPDLC, WAAS, ADS-C) - \$7,300 each

◆=A0 Normally \$9,500 under One Time or Two Event

=C2◆ Gulfstream Synthetic Vision - \$4,700 each ◆=A0 =C2◆

◆=A0 =C2◆ Normally \$7,500 under One Time or Two Event

=C2◆ Gulfstream XM Aviation - \$445 ◆=C2◆ ◆=A0

=C2◆ ◆=A0 =C2◆ Normally \$555 under One Time or Two Event

=span style="font-size:11.0pt;font-family:"Calibri","sans-serif";color:#1f497d">Please advise on which of the above you'=l need based upon your particular serial number and also which account you=E2◆◆d like the training to be on.

A=l the best,

Greg

=C2♦
</=iv>

Greg Williford=u>

Regiona= Sales Director

FlightSafety International

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] <mailto:[REDACTED]>

=C2♦
</=iv>

♦=A0

From: Larry Visoski [ma=Ito:lvjet@aol.com <mailto:[REDACTED]>]
Sent: Tuesday, May 23, 2017 11:47 AM
=b>To: Williford, Greg
Cc: Richard Kahn; McCann, Suzanne
<=>Subject: Re: G550

Ok pls include =special pricing for EVS/HUD and CODLC training for Mr Kahn to
approve

Thx

Larry

Sent from my iPhone

On May 23, 2017,=at 11:40 AM, Williford, Greg
<mailto:[REDACTED]> > wrote:<=>

Hi Larry,

Full Service covers a few of the "nice to know" enrichments like cold weather ops, TAWS, CFIT, etc. and Full Service also gives discounts for many of the ancillary courses. However, the Two Event program is not Full Service and covers two specific events per pilot. That said, with the commitment you and Rich are making to FlightSafety for all three pilots, we may be able to provide the Full Service rates for the ancillary courses like Enhanced Nav and Synthetic Vision, etc.

Attached are fact sheets on Enhanced Nav, Synthetic Vision, XM Aviation Weather and CPDLC eLearning. Let me know if you wish to take any of these or other ancillary courses and I can include your special prices in the Agreement.

I'm available by phone [REDACTED] if you'd like to discuss.

Yes we have HUD and EVS,,

Also need advanced Navigation course for CPDLC as well,, is this done on Line or in Classroom format?

On May 23, 2017, at 11:18 AM, Williford, Greg

<[REDACTED]> wrote:

Hi Mr. Richard,

<=>

Great to speak with you again yesterday and thank you for this opportunity to be of service.<=>

</=>

I have discussed your counter proposal with our team and we are able to come very close to meeting your request=:

1. </=pan>We are able to offer you a G550 Initial with Bell 430 Recurrent within 14 months for Larry at \$57,400 each
2. We are able to offer you G550 Initial with Gulfstream G-IV Recurrent within 14 months for your other two pilots at \$62,600 each
3. We will prepare a contract for all three pilots for your signature. Upon signing, we will create invoices for each pilot and ask that the three invoices be prepaid (\$182,600 total) before the first training session for the first pilot on the schedule.

Our G550 Initial course covers HUD and EVS. Please advise if the unit you have purchased has Enhanced Navigation, Synthetic Vision and/or XM Weather and we can get you pricing for those courses.<=>

Lastly, we have at least three different accounts set up for your current airplanes and will need to consolidate the training for all three pilots onto one. When you are ready to move forward=

please advise which account will be best for the scheduling, contract and=billing and we will send you the Agreement for Training under that account=to cover your special rates.

All the best,
Greg

Greg Williford
Regional Sales Director
FlightSafety International

[REDACTED]
[REDACTED]
[REDACTED] <mailto:[REDACTED]>

<=div>

Begin forwarded=message:

From: "Williford, Greg" <
<mailto:[REDACTED]>

Subject: RE: G550

Date: May 22, 2017 at 8:08:28 AM EDT

To: Richard Kahn <
<mailto:[REDACTED]>

Hi Richard,

I was on vacation Thursday and Friday...=sorry I missed your calls and email. I'm in the office today=and looking forward to speaking with you. Please call me whenever convenient at [REDACTED] or let me know a good time to reach out to you.

All the best,<=>
Greg

Greg Williford
[REDACTED]

</=>
<=>From:=/b> Rich=rd Kahn [mail=o: [REDACTED]]
<mailto:[REDACTED]>]
Sent: Friday, May 19, =017 3:50 PM
To: Williford, Greg
Subject: Re:=G550
=C2◆
i just called your office and cel=
can you please call =e on my cell when you have time so we can hopefully move
forward together<=>
thank you

Richard Kahn
HBRK Associates Inc.
575=Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]
[REDACTED]
[REDACTED]</=>

</=>
On May 18, 2017, at 9:22 AM, Richard Kahn <[REDACTED]> &g=;
wrote:
<=u>
good morning
<=iv>
happy to hear that you and larry have again been=in touch
i am m=eeting with our principal today as he wants to make a decision on this by
t=e end of the week
=/u>
can you please rev=ew your pricing and agree to move forward as follows:
<=div>

Gulfstream G550 Initial with Bell 430 Recurrent within 14 months - \$57,5=0
each pilot
Gulfstream G550 Initial with Gulfstream G-IV =ecurrent within 14 months -
\$62,000 each pilot
</=lockquote>

◆=A0
discount requested 1500 +=2500 + 2500 = 6,900 or 3.66% of 188,400 total cost
<=iv>
i strongly believe we can make this happen =ith above prices
plea=e advise
thank you=/u>

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022

</=>

Begin forwarded message:

From: Larry Visoski <[REDACTED]>=u>
Subject: Fwd: G550 </=iv>
Date: May 15, 2017 at 5:38:52 PM EDT
<=iv>
To: Richard Kahn <[REDACTED]> <mailto:[REDACTED]>
>, Je vacation <jeevacation@gmail.com <mailto:jeevacatio=@gmail.com>><=v>

From FlightSaftey
</=iv>

Sent from my iPhone
=/div>

Begin forwarded message:<=p>

From: "Williford, Greg" <[REDACTED]>, "Parrish,
Vincent&=uot; <[REDACTED]> <mailto:[REDACTED]>>
Subject: RE= G550

Hi Larry,

As you know, we have several pricing options, including the Two Event/13 Month contract (2 sessions=per pilot within 14 months). The Two Event program offers additional=discounts off the One Time pricing by prepaying the two events at the start= of the contract period. We can "mix" aircraft types under=the Two Event pricing option as long as the training and contract is all with one account.

Listed below are your prices for 2017:

TWO EVENT

Gulfstream G550 Initial with Bell =30 Recurrent within 14 months - \$59,400
each pilot

\$64,500 =each pilot

Gulfstr=am G550 Initial with Gulfstream G-IV Recurrent within 14 months -

Please let me know if you have questions and if we can be=of service in any way.

All the best,
Greg

Greg Williford<=r>Regional Sales Director
FlightSafety International
[REDACTED]
[REDACTED]
[REDACTED]>

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

From: Larry V=soski [mailto: [REDACTED] <mailto: [REDACTED]>]
Sent: Sunday, May 14, 2017 3:55 PM
To: Williford, Gre=; McClendon, Woody; Parrish, Vincent; Martinez, Melanie
Subject: G550=C2◆

Hello Greg,,
I have 2 pilots that require;
G550 initial=training,
And GIV Reccurent,,
Can you price this for me?

I ne=d G550 Initial plus Bell 430 recurrent myself,, Can you present a full
pac=age to sign with Flight saftey with above Request?

Thx
Larry Vis=ski
[REDACTED]

Plan D, LLC G550
Jege LLc GIV
Hyperion Ai=, LLc Bell 430

Sent from my iPhone

Rich
Yes Dave, Bill and I have completed =raining in GIV in past 12 months., Greg
Williford is with Flight Saftey, h= didn't realize I trained with simuflite this past year

=/div>
My plan was to send Dave Rodgers to Flight Safety for G550 init=I,
I was planning to send Bill Hammond and myself to=simulflight,. For cost
savings,,
I told Jeffrey that Flight Safety has a more thorough flight training program that
Dave would benefit from,= Plus not everyone passes the course at FlightSafety much more stringent.,=/div>
If we want to save \$20,000 per person in training cost we all co=Id attend
Simuflight if you like?

Larry
Simuflight CAE GIV recurrent training March 2017,. Due GIV in March 20=8.

Dave Rodgers
Simuflight C=E trained Aug 2016,. Is due for recurrent Aug 2017.,

<=iv>William Hammond
Trained FlightSafety
July 201=,. Is due for ReCurrent July 2017.,

Sent from my iPhone

On Apr 25, 201=, at 11:41 AM, Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> > wrote:

ok

larry can you please provide last GIV training=dates (dave, bill and yourself) as i
believe i was told by greg wilford of=flight safety that we may have to do separate training for GIV if GV not d=ne either
within 12 months or 1 month thereafter..

i just inform=d jee of this but did not have dates and need to verify timing
<=r>

<=iv style="word-wrap:break-word">Richard Kahn
HBRK Associates Inc.
=75 Lexington Avenue 4th Floor
New York, NY 10022
[REDACTED]

On Apr 24, 2017, at 6:50 PM, jeffrey E. <jeevacation@gmail.com> wr=te:

i think it best that we wait , until closer to the itme the plae is ready from erics
i dont want dave or larry to=have 4 months between training and flying

On Mon, Apr 24, 2017 at 6:21 PM, Larry V=soski <[REDACTED]>
<mailto:[REDACTED]> wrote:

Rich</=iv>
just spoke with greg and he said you negotiated the best deal p=ssible
list for initial and recurrent is 121,000 which he then reduced=to 91,000 and
then again to 77,500
unfortunately after 2 phone c=lls and almost 2 hours on the phone no such luck
=an you please send me simuflight contact info as well as they are at 65,75= for
initial and recurrent
thanks

=br>
Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue ♦=A04th Floor
New York, NY 10022
[REDACTED]
[REDACTED]

target=" _blank">2=2-320-0381
[REDACTED]

On Apr 21, 2017, =t 9:30 AM, Larry Visoski <[REDACTED]>
<mailto:[REDACTED]> wrote:

For Sure,. De=initely worth a try;
Try this person first.,
Flight Safty sales rep;
Gulfstream Sales training =/div>
Greg Wilford
[REDACTED]>
=div>
Woody McClendon is my Bell 430 Heli sales rep,, and close acquai=tances,, nice
guy,, he understands negotiations [REDACTED]
[REDACTED]
[REDACTED]

Sent from my iPhone

<=iv>

On Apr 21, 2017, at 8:34 AM, Richard Kahn <[REDACTED]>

<mailto:[REDACTED]> > wrote:

Jee wants me to give n=gotiating a shot. Please send me contact info and call to discuss game pla=. Thanks.

Richard Kahn =/div>
HBRK Associates Inc.
575 Lexington Avenue, 4th Floor
New York, NY 10022
[REDACTED]
[REDACTED]

Subject: Fwd: G5=0 training Dave May 1st

make a deal for three pilots. all recuurent wi=h recurrent 430 for larry

----- Fo=warded message -----

From: Larr= <[REDACTED]> <mailto:[REDACTED]>
Date: Thu, Apr 20, 2017 at 6:38 PM
Subject:=Re: G550 training Dave May 1st
To: "jeffrey E." <jeevacation@gmail.com</=>>

All prices quoted from Simuflight or Flight Saf=ty is considering 3 pilots for G550 initial class.

Simuflite Price is \$40k for G550 Init=al class.,
Following year, re-Current train=ng is \$25,750

Bell =30 item,

This was Flight Saftey quote for m=, which included the Bell 430 re-current and G550 initial, price is \$59,40= which is 550 initial and Bell 430 recurrent,. I would need a G550 recurre=t the next year, which is an additional \$25k.,

Sent from my =Pad

On Apr 20, 2017, at 5:44 PM, jeffrey E. <jeevacation@gmail.com>= wrote:

it says bell 430?=C2♦ how much was simuflite and what is the price for 3
peopl=

=n Thu, Apr 20, 2017 at 4:32 PM, Larry Visoski <[REDACTED]> wro=e:

Jeffrey

"Flight Saftey" in Dallas has =tart date May 1st G550 initial class. Ends May 23rd, which includes Check =ide, Advance Navigation course w/CPDLC, and Synthetic Vision class that in=ludes Sim time using HUD "Heads Up Display" and EVS "Enhanc=d Vision System" ops in the Simulator.

Single time event is \$6=,100 for Initial.

Dual event which covers 24 month is \$77,500

After =initial training, the following year Recurrent G550 training is \$25,700
=br>Option

1-Do you want Dave to do Single event Initial for \$62,100

=r

2- the two year program which is G550 Initial and includes Next years=Recurrent training total \$77,500

Option 1 or 2 ?

ThxLarry

Hi Larry,

Congrats on the pending purchase on=the G550 and thanks for your email.

We'd like to amend the prop=sal we sent to you on February 3rd with the following special Two Event pr=ces for 2017:

TWO EVENT AGREEMENT

months=- \$77,500 each pilot

Gulfstream G550 Initial with G550 Recurrent for the same pilot within 13

months - \$59,400 each pilot

Gulfstream G550 Initial with Bell 430=Recurrent for the same pilot within 13

=s discussed, we don't offer G-V with G550 differences and only offer G=50 training in our G550 sims due to safety concerns based on discussions w=th GAC, our customer advisory boards and customers. The prices above=will cover the "type specific" G550 and Bell 430 training.

Please let me and/or Woody know if you have any questions. We look =oward to being of service.

All the best,
Greg

Sent from =y iPad

=/div>

=blockquote class="gmail_quote" style="margin:0px 0px 0px 0.8ex; border-left-width:1px; border-left-color:rgb(204,204,204); border-left-style:solid; padding-left:1ex">

--

</=iv>

--

=C2◆ please note

The information contained in this communication is confidential, may be attorney-client privileged, may constitute inside information, and is intended only for the use of the addressee. It is the property of JEE

Unauthorized use, disclosure or copying of this communication or any part thereof is strictly prohibited and may be unlawful. If

you have received this

communication in error, please notify us immediately by return e-mail or by e-mail to jeevacation@gmail.com</>, and destroy this communication and all copies thereof, including all attachments. copyright -all rights reserved

--94eb2c0433e2b2787005505fadd2-- conversation-id 42900 date-last-viewed 0
date-received 1495746749 flags 8590195713 gmail-label-ids 7 6 remote-id 716903