
From: jeffrey E. <jeevacation@gmail.com>
Sent: Thursday, May 25, 2017 9:38 PM
To: Richard Kahn
Subject: Re: Larry G550 flight school with B430 and GIV for Dave & Bill

all

On Thu, May 25, 2017 at 5:13 PM, Richard Kahn <[REDACTED] <mailto:[REDACTED]>> wrote:

ok
start with 182,600 or include=Syn Vision and CPDLC as well for 218,600 cost
please advise=

thanks

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

[REDACTED]
[REDACTED]
[REDACTED]

On May 25, 2017, at 5:12 PM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com>> wrote:

Pay

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

1,900 discount for both dave and bill=hammond from 64,500 to 62,600 for a total discount of 5,800 or 3.1%

<iv> total cost 182,600 provided we prepay for all

=nfortunately information originally presented by Larry on 4/20/2017 was no= accurate (see bottom of attached email chain) as larry inferred that Syn =ision 4,700 and CPDLC 7,300 were included in Flight Safety pricing

larry is eager to get dave and bill started on training and securing slo=s

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

larry mentions that flight safety is more rigourous a=d fails people however when i spoke with gregg he said failing is rare and=it would be hard to fail dave knowing he works on Larry's team

please advise if ok to proceed and with or without extras as per pri=ing below or shall i call simulflight to obtain an accurate picture of cos= differential

thank you

=blockquote type="cite">
Larry V
G550 / B430 \$57,400
CPDLC. =C2◆ \$ 7,300
Syn Vision. \$ 4,700
=div>-----
Total LV =C2◆ \$69,400

Dave Rodgers
G550 / =GIV. \$62,600
CPDLC. \$. 7,=00
Syn Vision. \$. 4,700
-----=-----
Total \$74,6=0

Bill Hammond
G550 / GIV. \$62,60=0
CPDLC. \$. 7,300
Syn=Vision. \$. 4,700

<=iv>Total. \$74,600

Total without CPDLC a=d Syn Vision 182,600
Total with CPDLC and Syn Vision 218,600 <=span>

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

=/div>

Begin forwarded message:

From: Larry <[REDACTED]>

Subject: Re: G550=/b>

Date: =ay 25, 2017 at 11:13:49 AM EDT

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

Rich

Jeffrey asked me the difference between =SI FlightSaftey and CAE Simuflite training, since its a \$20k difference be=ween schools.

FSI is a more Regimented and Harder to pass a pilo= with lower than average skills, FSI would not offer a Type Rating class t= Nadia due to her experience level. 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 test=properly. It's the difference between Harvard and a Community collage.=C2♦

Here is what i come up with total training,=pls advise if approved?

Definitions:

CP=LC = Controller-Pilot Data Link Communication.

Syn Visio= = Synthetic Vision.

HUD = Heads Up Display, included in G55= initial training.

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

Larry V

G550=/ B430 \$57,400

CPDLC. \$ ♦=A07,300

Syn Vision. \$ 4,700

Total LV \$69,40=

Dave Rodgers

G550 / GIV. \$62,600=/div>

CPDLC. \$. 7,300

Syn V=sion. \$. 4,700

Total. \$74,600

</=iv>

Bill Hammond

G550 / GIV. \$62,600

CPDLC. =C2♦ \$. 7,300

Syn Vision. \$. =C2♦4,700

Total. =C2♦ \$74,600

Total training with FlightSaftey

\$218,600

<=div>

Thank you,

Larry

Sent from my iPad

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

<=div>

i did not see your response or may=have missed it..
can you please be specific on additional traini=g needed along with cost so i can
present to jee total cost
than= you

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

=/div>

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

Hi Rich.,
I t=ought I copied you on my response to Greg in reference to enhanced
trainin=,,

Below is Greg's response and reduce pricing for
HUD and EVS included in initial.,,
See be=ow email Trail

Thx
Larry♦=A0

Sent from my iPhone

Begin forwarded message:

From: Richard Kahn <[REDACTED]>
Date: May 25, 2017 at 10:15:32 AM EDT

To: Larry Visoski <[REDACTED]<mailto:[REDACTED]>>
Subject: Re: G550

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

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

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

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

Thx
Larry <=r>
Sent from my iPhone

Begin forwarded message:

</=iv>

From: "Williford, Greg" <[REDACTED]>
<mailto:[REDACTED]>>
Date: May 23, 2017 at 3:47:25 PM EDT
To: Larry Visoski <[REDACTED]<mailto:[REDACTED]>>
Cc: Richard Kahn &I=;
<mailto:[REDACTED]>>, "McCann, Suzanne" <[REDACTED]>
<mailto:[REDACTED]>>
Subject: RE: G550

Hi Larry and Rich,

Here 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)

◆=A0 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 ◆=C2◆

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

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

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

Please advise on which of the above you'll need based upon your particular serial number and also which account you'd like the training to be on.

All the best,

Greg

Greg Williford

Regional Sales Director

FlightSafety International

[REDACTED]
[REDACTED]
[REDACTED]

=a href="mailto:[REDACTED]"
target="_blank">Greg.Williford@flightsafety.com

=C2◆

From: Larry Visoski [mailto: [REDACTED] <mailto:[REDACTED]>]
Sent: Tuesday, May 23, 2017 11:47 AM
To:
Cc: Richard Kahn; McCann, Suzanne
Subject: Re: G550

<=>

Ok pls include Special pricing for EVS/HUD and CODLC training for Mr Kahn to
approve<=p>

Thx

=arry

Sent from my iPhone

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

Hi Larry,<=>

</=pan>

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. =u>

<=>

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.

All the best,

Greg

From: Larr= Visoski [mailto: [REDACTED] <mailto: [REDACTED]>]
Sent: Tuesday= May 23, 2017 11:24 AM
To: Williford, Greg
Cc: Richard=Kahn; McCann, Suzanne
Subject: Re: G550

=/div>

Thx Greg,,

Y=s we have HUD and EVS,,

=/div>

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

<[REDACTED]> wrote:

Hi Mr. Ric=ard,

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

=/u>

I have discussed your counter prop=sal with our team and we are able to come
very close to meeting your reque=ts:

=u>

1. =/span>We are able to offer you a G550 Initial with Bell 430 Recurr=nt
within 14 months for Larry at \$57,400 each
2. We are =ble to offer you G550 Initial with Gulfstream G-IV Recurrent within
14 mon=hs for your other two pilots at \$62,600 each
3. We will =repare a contract for all three pilots for your signature. Upon
sign=ng, 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 firs= pilot on the schedule.

Our G550 Initial course covers HUD and EVS. Please advise i= 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.

Please let me know if you have questions and if I can be of assistance in any way. We truly appreciate your business.<=div>

All the best,
Greg
=span style="font-size:11pt;font-family:Calibri,sans-serif;color:rgb(31,7=,125)">
Greg Williford
Region=I Sales Director
=lightSafety International
[REDACTED]
[REDACTED] Fax
com <mailto:[REDACTED]>

Begin forwarded message:

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

Subject: RE: G550

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

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

<=iv class="m_-
3684382133456901947m_5412757866552739395WordSection1">

Hi Richard,

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

All the best,
Greg
=C2◆
<=div>
Greg Williford
Regional Sales Director

FlightSafety International=/u>

From: Richard Kahn [mailto: [REDACTED]
<mailto:[REDACTED]>] =C2◆

Sent: Friday, May 19, 2017 3:50 PM

To: ◆=A0Williford, Greg

Subject: Re: G550

i just called your office and cell
can you please call me on my cell when you have time so we can hopefully
move forward together
thank you

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

</=iv>

<=pan style="font-size:18pt;font-family:Helvetica,sans-serif">

<=iv style="margin:0in 0in 0.0001pt;font-size:12pt;font-family:'Times New
Roman',serif">

good morning
happy to hear that you and larry have again been in touch
i am meeting with our principal today as he wants to make a decision on this by
the end of the week

can you please review your pricing and agree to move forward as follows:

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

> =u>

</=iv>

<=r>

Begin forwarded message:

</=iv>

From: Larry Visoski <[REDACTED] <mailto:[REDACTED]>>

Subject: Fwd: G55=

=span style="font-family:Helvetica,sans-serif">Date: May 15, 2017 at 5:38:52

PM EDT=/span>

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

>, Je vacatio= <jeevacatio@gmail.com <mailto:jeevacation@gmail.com>>

=u>

From Flight=aftey

Sent =rom my iPhone

Beg=n forwarded message:

From: "=illiford, Greg" <[REDACTED]

<mailto:[REDACTED] =target=>>

Date= May 15, 2017 at 8:12:36 PM GMT+2

To: Larry Visosk= <[REDACTED] <mailto:[REDACTED]>&=t;

Cc: "McClendon, Woody" <[REDACTED]

>>, "Martinez, Melanie" <[REDACTED]

>>, "Parrish, Vincent" <[REDACTED]>

Subject: RE: G550 </=>

Hi Larry,

Great to hear that t=e G550 deal came through. We look forward to being of service for al= your training needs.

As you know, we have several pricing options,=including the Two Event/13 Month contract (2 sessions per pilot within 14 =onths). The Two Event program offers additional discounts off the On-Time pricing by prepaying the two events at the start of the contract per=od. We can "mix" aircraft types under the Two Event pricin= option as long as the training and contract is all with one account. ♦=A0

Listed below are your prices for 2017:

TWO E=ENT

Gulfstream G550 Initial with Bell 430 Recurrent within=14 months - \$59,400

each pilot

Gulfstream G550 Initial wit= Gulfstream G-IV Recurrent within 14 months -

\$64,500 each pilot

Pl=ase let me know if you have questions and if we can be of service in any w=y.

All the best,

Greg

Greg Williford
Regional Sales Director
FlightSafety International

[REDACTED]
[REDACTED]
[REDACTED] </=>

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

From: Larry Visoski=[<mailto:[REDACTED]>
mailto:[REDACTED] </=>]

Sent: Sunday, May 14, 2017 3:55 PM
To: Williford, Greg; McCendon, Woody; Parrish, Vincent; Martinez, Melanie
Subject: G550
Hello Greg,,
I have 2 pilots that require;
G550 initial trainin=,
And GIV Reccurent,,
Can you price this for me?

I need G550 =initial plus Bell 430 recurrent myself,, Can you present a full package to =ign with Flight saftey with above Request?

Thx
Larry Visoski
=a href="tel:[REDACTED]5" target="_blank">9=7-
[REDACTED] <mailto:[REDACTED]>

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

Sent from my iPhone

<=div>

Rich
Yes Dave, Bill and I have completed Train=ng in GIV in past 12 months,. Greg Williford is with Flight Saftey, he did=t realize I trained with simuflite this past year

My plan was to send Dave Rodgers to Flight Saftey for G550 initial,=C2◆
I was planning to send Bill Hammond and myself to si=uflight,. For cost savings,, I told Jeffrey that Flight Saftey h=s a more thorough flight training program that Dave would benefit from,. P=us not everyone passes the course at FlightSafety much more stringent,.

If we want to save \$20,000 per person in training cost we all could=attend Simuflite if you like?

Larry
Simuflite CAE GIV recurrent training March 2017,. Due GIV in March 2018.=C2◆

Dave Rodgers
Simuflite CAE =trained Aug 2016,. Is due for recurrent Aug 2017.,

Trained FlightSatfey
July 2016,.=Is due for ReCurrent July 2017.,

=div>

Sent from my iPhone

On Apr 25, 2017, at 11:41 AM, Richard Kahn <[REDACTED]>
<mailto:[REDACTED]> > wrote:

ok

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

i just informed =ee of this but did not have dates and need to verify timing

=/div>

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

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

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

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

Rich
CAE Simuflite offered G550 initial at \$40k each.,
Here is Contract info;

</=iv>
Brian Laird - CAE
[REDACTED] <tel:[REDACTED]>

Thx
Larry

Sent from my iPhone

On Apr 24, 2017, at 5:34 PM, Richard Kahn <[REDACTED]/>>

wrote:

just spoke with g=eg and he said you negotiated the best deal possible
list for initial =nd recurrent is 121,000 which he then reduced to 91,000 and
then again to =7,500
unfortunately after 2 phone calls and almost 2 hours on th= phone no such luck
can you please send me simufl=ght contact info as well as they are at 65,750 for
initial and recurrent</=iv>
thanks

Richard Kahn
H=RK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY =0022
tel [REDACTED] <tel:[REDACTED]>
fax [REDACTED] <tel:[REDACTED]>
cell =a href="tel:[REDACTED]"

target="_blank">[REDACTED]

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

For Sure., Definitely worth a try;
=try this person first.,
Flight Safety sales rep;
Gulfstream Sales training
Greg Wilford

<tel:[REDACTED]>

Woody McClendon is my Bell =30 Heli sales rep., and close acquaintances,, nice guy,, he understands negotiatio[REDACTED]

[REDACTED]> cell

Sent from my iPhone

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

Jee wants me to give negotiating a shot. Please send me co=tact info and call to discuss game plan. Thanks.

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue, 4th Floor
New York, NY 100-2
Phone [REDACTED] <tel:[REDACTED]>
Fax [REDACTED] <tel:[REDACTED]>
Cell [REDACTED] <tel:[REDACTED]>

Begin forw=rded message:

From:♦=A0"jeffrey E." <jeevacation@gmail.com>
Date: April 20, =017 at 6:44:37 PM EDT
To: Richard Kahn <[REDACTED]>=br/>Subject: Fwd: G550 training Dave May 1st

make a deal for t=ree pilots. all recuurent with recurrent 430 for larry

----- Forwarded message -----

From:♦=A0Larry <[REDACTED]>
Date: Thu= Apr 20, 2017 at 6:38 PM
Subject: Re: G550 training Dave May 1st
To:="jeffrey E." <jeevacation@gmail.com <mailto:jeevacation@gmail.com> >

All prices q=oted from Simuflight or Flight Safety is considering 3 pilots for G550 ini=ial class.

=div id="m_-
3684382133456901947m_5412757866552739395m_7941238824000058017=_-
3133108388165347953AppleMailSignature">Simuflite Price is \$40k for G550 initial class,,
Follow=ng year, re-Current training is \$25,750

Bell 430 i=em,

This was Flight S=ftey quote for me, which included the Bell 430 re-current and G550 initial= price is \$59,400 which is 550 initial and Bell 430 recurrent,. I would ne=d a G550 recurrent the next year, which is an additional \$25k.,

Sent =rom my iPad

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

it says b=ll 430? how much was simuflite and what is the price for=3 people

On Thu, Apr 20, 2017 at 4:32 PM, Larry Visoski <████████=C2♦wrote:

Jeffrey

"Flight Saftey" in Da=las has start date May 1st G550 initial class. Ends May 23rd, which includ=s Check Ride, Advance Navigation course w/CPDLC, and Synthetic Vision clas= that includes Sim time using HUD "Heads Up Display" and EVS &qu=t;Enhanced Vision System" ops in the Simulator.

Single time ev=nt is \$62,100 for Initial.

Dual event which covers 24 month is \$77,500<=r>After Initial training, the following year Recurrent G550 training is \$2=,700

Option

1-Do you want Dave to do Single event Initial for \$6=,100

Or

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

Option 1 or 2 ?

=br>Thx

Larry

Hi Larry,

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

We'd like to amend=the proposal we sent to you on February 3rd with the following special Two=Event prices for 2017:

within=13 months - \$77,500 each pilot
months - \$59,400 each pil=

TWO EVENT AGREEMENT
=C2◆Gulfstream G550 Initial with G550 Recurrent for the same pilot

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

As discussed, we don't offer G-V with G550 differences and on=y offer G550 training in our G550 sims due to safety concerns based on dis=ussions with GAC, our customer advisory boards and customers. The pr=ces above will cover the "type specific" G550 and Bell 430 train=ng.

Please let me and/or Woody know if you have any questions.◆=A0 We look forward to being of service.

All the best,
Greg
Sent from my iPad

=/div>

--

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please note

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<<mailto:jeevacation@gmail.com>> , and

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plea=e note

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--001a114f2af810f0fb05506009e2-- conversation-id 42900 date-last-viewed 0
date-received 1495748282 flags 8590195713 gmail-label-ids 7 remote-id 716908