

---

**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 Tue, 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

Unfortunately information originally presented by Larry on 4/20/2017 was not accurate (see bottom of attached email chain) as Larry inferred that Syn Vision 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 slots

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=  
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

-----  
Tot=l \$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 training 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 thought I copied you on my response to Greg in reference to enhanced  
training,,

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

Thx  
Larry [REDACTED] =AO

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]>  
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

<div style="direction:inherit">

<mailto:[REDACTED]> wrote:

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

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 <[REDACTED]>  
Sent from my iPhone

Begin forwarded message:

</div>

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 &[REDACTED]

<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

<=>

approve<=p>

Ok pls include Special pricing for EVS/HUD and CODLC training for Mr Kahn to

Thx

=arry

Sent from my iPhone

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

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 discount= 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  
discus.

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, contracting 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.

All the best,

Greg

Greg Williford

Regional Sales Director

Flight Safety International

[REDACTED]  
[REDACTED]  
[REDACTED] Fax  
com <mailto:[REDACTED]>

Begin forwarded message:

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

Subject: RE: G550

Date: May 22, 2017 at 8:08:38 AM EDT

To: Richard Kahn <[REDACTED]>  
<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

C2

Greg Williford

Regional Sales Director

FlightSafety International=/u>

[REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]

<mailto:[REDACTED]> ]=C2  
From: Richard Kahn [mailto:[REDACTED]]  
Sent: Friday, May 19, 2017 3:50 PM  
To: [REDACTED]=A0Williford, Greg  
Subject: Re: G550

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

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

[REDACTED]  
[REDACTED]  
[REDACTED] </=iv>  
<=pan style="font-size:18pt;font-family:Helvetica,sans-serif">

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

good m=rning  
happy to hear that yo= and larry have again been in touch  
i am meeting with our principal today as he wants to m=ke a decision on this by  
the end of the week

can you please review your pricing and agree to move forward as fo=llows:

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

[REDACTED]  
[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

</=>

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

mailto: </=>]

From: Larry Visoski[ <mailto: >

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 training,

And GIV Recurrent,,

Can you price this for me?

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

Thx

Larry Visoski

=a href="tel: " target="\_blank">9=7-

<mailto: >

Plan D, LLC G550

Jege LLC GIV

Hyperion Air, LLC Bell 430

Sent from my iPhone

<=div>

Rich

Yes Dave, Bill and I have completed Training in GIV in past 12 months,. Greg Williford is with Flight Safety, he didn't realize I trained with simuflight this past year

My plan was to send Dave Rodgers to Flight Safety for G550 initial,=C2?

I was planning to send Bill Hammond and myself to simuflight,. 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,.

Simuflite if you like?

If we want to save \$20,000 per person in training cost we all could=attend

Larry

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

Dave Rodgers

Simuflite CAE =rained 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  
<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;  
=ry this person first,.  
Flight Saftey 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 ne=otiation [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 forwarded message:

<mailto:jeevacation@gmail.com> >  
From: [REDACTED] "A0"jeffrey E." <jeevacation@gmail.com>  
Date: April 20, 2017 at 6:44:37 PM EDT  
To: Richard Kahn <[REDACTED]>=  
Subject: Fwd: G550 training Dave May 1st

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

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

From: [REDACTED] "A0"Larry <[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,.  
Following year, re-Current training is \$25,750

Bell 430 is em,  
This was Flight Safety 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 need a G550 recurrent the next year,  
which is an additional \$25k.,

Sent from my iPad

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

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

On Thu, Apr 20, 2017 at 4:32 PM, Larry Visoski <[REDACTED]>=C2 wrote:

Jeffrey  
"Flight Safety" in Dallas has start date May 1st G550 initial class. Ends May  
23rd, which includes Check Ride, Advance Navigation course w/CPDLC, and Synthetic Vision class that includes Sim time  
using HUD "Heads Up Display" and EVS & "Enhanced Vision System" ops in the Simulator.

Single time event is \$62,100 for Initial.  
Dual event which covers 24 month is \$77,500 After Initial training, the  
following year Recurrent G550 training is \$25,700

Option  
1-Do you want Dave to do Single event Initial for \$62,100  
Or  
2- the two year program which is G550 Initial and includes Next years Recurrent  
training total \$77,500

Option 1 or 2 ?  
Thx  
Larry

Hi Larry,

Congrats on the pending purchase 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:



TWO EVENT AGREEMENT

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

As discussed, we don't offer G-V with G550 differences and only offer G550 training in our G550 sims due to safety concerns based on discussions with 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 forward to being of service.

All the best,  
Greg  
Sent from my iPad

=/div>

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please 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