
From: Larry Visoski <[REDACTED]>
Sent: Monday, April 24, 2017 8:19 PM
To: Je vacation; Rich Kahn
Subject: Savannah Paint

Jeffrey

Just spoke to Rusty Cramer my Gulfstream Sales rep,, he quotes Paint, maintenance & avionics etc. for us.
I Tried to ask if there was any room for additional discount for Pearl paint=, Rusty informed no further discounts, also said the warrantee would not ap=ly to pearl paint but he would confirm this for us, Pearl paint does not ho=d up well in direct sun environment, best when aircraft is hangared.

Rusty is also quoting airshow 4000 upgrade Rev II for us.,

I told Rusty on Friday we wanted the May 24th paint slot,, I signed the quot= this morn for \$275k plus the \$10k discount to be applied \$265k for High so=id paint, but told him we are thinking of Pearl paint,,,in order to reserve=the date, Now that you prefer Pearl paint, I agree the price is to extravagant,,
Rusty told me he went to bat for us, getting the \$10,000 discount from vice p=esidents and sales managers in Savannah, in other words he really stuck his=neck out for us, if I switch to Midcoast he said he will catch hell for thi=., other sales reps are fighting for these last three paint slots in Savann=h to which I locked in May 24 at this time,, I told Rusty I would give him a=firm answer tomorrow to your decision if we will utilize Savannah Paint shop=or go elsewhere,,

At the end of the day doesn't matter to me, I just don't want to burn my bri=ge with Rusty.

I'll have Price quote from Goderich in

Just FYI,

Thx
Larry

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