
From: Larry Visoski <[REDACTED]>
Sent: Monday, April 24, 2017 8:19 PM
To: Jeffrey
Subject: Je vacation; Rich Kahn
Savanah 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 apply to pearl paint but he would confirm this for us, Pearl paint does not hold 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 quote this morn for \$275k plus the \$10k discount to be applied \$265k for High solid 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 presidents 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 Savannah 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 Savanah 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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