
From: Larry [REDACTED]
Sent: Monday, January 16, 2017 8:51 PM
To: Je vacation
Subject: Fwd: GV offer

Message from Susan and Justin,.

<=iv id="AppleMailSignature">Justin will adjust the quote taking into account using our fuel in St Thomas,.should have his quote later today, I Arrive in Brunswick today at 9pm,. I'll h=ve better update ref GIV Pressurization repair.

Jeffrey, this is m= estimate for GV demo,. Taking into account using our fuel in St Thomas for=your review,. Please see email from Susan below regarding their price: = Should I offer \$25k all in for demo, o= do you want to adjust?

Pls Advise?
Thx=Larry

Jeffrey, This is my estimate: they have to clear customs in Buffalo,=fuel price is high there, I was quoted \$6.43 per gallon.
Ontario to Buffalo .5 fuel 300 gallons \$6.43 per gallon ==\$1,929.00
BUF - TIST 3.5 fuel 1600 gallons \$6.43 per gallon = \$10,288.00
TIST - TEB. = 4.0 My fuel in STT you can tanker to get you home.,
TEB - D= area. 1.0 I'll fuel 2300 gallons in St Thomas, </=pan>
Total flight time 9.0 hours x 3000lbs per hour 27,000 lbs = 400= gallons

Hotel Marriott STT using my Discount code TVL = \$382.00 per night Pilot & CoCapt Pay \$1,300 each Sent from my iPad
</=iv>

Sent from my iPad

Begin forwarded message:

Susan Kopacz [REDACTED]
Date: January 16, 2017 at 2:40:11 PM ES=
To: Larry <[REDACTED]>
Cc: Justin Jenkins <[REDACTED]>
Subject: Re: GV offer </=>

Dear Larry=

Pursuant to our phone conversation today w= are able to make the aircraft and crew available for the demo flight on We=nesday morning.

The cost would be t=ice fuel plus any airport/landings/overflight fees and crew expenses. =We estimate the cost to be between \$40k and \$50k depending on how much fuel=we take on which as discussed is well below charter rate.

<=span>

Therefore please wire \$40k and we will either refund or invoice for the balance once all costs are finalized. I will send wire instructions momentarily.

As discussed we have just dramatically reduced the price from \$12.995M to \$11.995M making it the best value on the market, after extrapolating key value points and the downtime associated with the factory fresh prebuy, new paint, new interior and other inspections recently completed. We may have further flexibility in the pricing depending on the terms and conditions of your offer but we have had a tremendous uptick in interest in the last week. I feel it is a combination of the elections and the holidays being behind us, as well of the lack of availability of aircraft comparable to ours.

If we are able to reach an accord on price and terms, we will credit half the trip costs towards the purchase price at closing.

<=r>Thank you for your interest and we look forward to working with you

Sincerely
Susan

_____/span>
Susan Kopacz
President



On Jan 16, 2017, at 5:31 AM, Larry [REDACTED] >

<=r>

Hello Susan and Justin,

My boss would like you to counter his offer to buy your GV., no trade, straight purchase.
=/blockquote>

Wednesday?

Is your GV on line?,,,if so, could my boss do demo flight from St Thomas to TEB for

=/blockquote>

Price

<=lockquote type="cite">

Thx,

Larry=

Sent from my iPad

Larry

</=lockquote>

=span>Thank you very much for your email and sending the photos and basic
information on your G-IV.

We are struggling with the unique value points of your aircraft an= applying

fair value for the avionics upgrades that histo=ically only receive 50 cents

on the dollar as a resale ch=racteristic. This is even more challenging

given th= early vintage of your aircraft and fact that it does not have
</=lockquote>

=span>ASC-190, which makes it a desirable domestic aircraft but unfortunatel=

eliminates a large percentage of the G-IV buyers. A= you know it's the only

major difference between your air=raft and the G-IVSP.

=blockquote type="cite">

Having said that we did take another unique aircraft in trade on the last

G-IV which we owned (SN 510) so maybe we can find some common ground as it

is

clear that you take very good care of your aircraft from the cosmetic

condition and the fact that you do heavy maintenance at Gulfstream PBI.

<=blockquote>

We are a little concerned that your aircraft is getting close to the 10000

hours/5000 cycle mark which results in several heavy/expensive maintenance

checks have exceeded \$1M on like-kind we have traded. Would you please let

us know if by chance you did the 10,000 inspections and gear overhaul early?

</=lockquote>

=br>

When you asked me to provide a true value of your G-IV, we looked at the

actual sale prices over the last 6 months which are as follows:

In the last 6 months only four G-IV's sold. The highest selling price was

SN=1046 in the mid \$2's. The aircraft had 7880 hours and 3603

landings.

The engines were on RRCC The paint & interior was 9 years old, Mods

included ASC-190 & the -150 APU. Two G-IV's sold under \$2M, both ASC-

aircraft, one with 11,000 hours and the other with 18,000 hours. I don't

SN 672 in the mid \$11's, no RRCC, needed paint/interior and needing a

192-month

SN 687 just under \$12M, w/ RRCC, needed interior and needing a 192-month i=

2018

SN 629 between \$10.6 & \$10.8 w/out RRCC (I know they had multiple offers but

not sure which offer they eventually took)

SN 660, Ask was \$14.9M but couldn't confirm a selling price.

SN 668 at \$10.6M as is w/ no pre-buy w/out RRCC (\$2.7M per engine RRCC

buyin, \$5.4M total).

SN 510 which we sold, taking a G-IVSP in trade=

SN 552 which we purchased.

SN 601 & 631, both high time NETJETS owned aircraft, only G-V's we heard to

sell around \$9M & \$9.6M.

<=lockquote type="cite">

SN 516, very nice aircraft, asking \$11.975M which we just missed. This is

typically the aircraft most qualified buyers perceived as the best value i=

the last year, as we felt the same but it's gone. <=span>

To give you an idea of our experience, w= recently closed the following

Gulfstream transactions:</=pan>

G-IVSP SN 1227 sold

G-IV, SN 1098 leased<=span>

G-V, SN 518 leased

G-V, SN 510 sold

G-IV, SN 1052 leased

=/blockquote>

going<=span>

In su=mary, we respectfully decline the \$5M trade offer. We would be

from a very active G-V market with multiple qualified buye=s & lessee's to a

offer as well.

<=r>

We are the only brokerage firm in the world owning two G-V's and a=G-IVSP in

the last 6 months so I'd be happy to discuss ou= thoughts with your

approach may be for us to aggressively market the G-IV for a short period of

=blockquote type="cite">

time to facilitate a retail sale in an effort bridge the gap.

<=pan>Sincerely,

confidential and/or privileged information and may be legally protected from

=blockquote type="cite">

disclosure. If you are not the intended recipient of this message or their

agent, or if this message has been addressed to you in error, please

immediately alert the sender by reply email and then delete this message and

any attachments. If you are not the intended recipient, you are hereby

notified that any use, dissemination, copying, or storage of this message or

its attachments is strictly prohibited.

<=pan>

<=pan>-----Original Message-----

From: Larry Visoski [REDACTED]

Sen=: Saturday, December 31, 2016 9:46 AM

<=lockquote type="cite">

To: Susan Kopac [REDACTED]
[REDACTED]

Subject: GV offer

S=san

I've been authorized to offer the following: <=r>

Our GIV serial 1085 plus \$5M USD for your GV s=rial 552.

Please confirm you receive,=

I look fwd to your thoughts

Happy New Y=ar.

Thank you,

Larry Visoski

Chief Pilot

Jege, LLC

3800 Southern Blvd suite 2=4

West Palm Beach Fl 33406

<=blockquote>

[REDACTED]

[REDACTED]

Sent from my iPhone<=span>

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