
From: jeffrey E. <jeevacation@gmail.com>
Sent: Monday, January 16, 2017 8:56 PM
To: Larry
Subject: Re: GV offer

offer 25

On Mon, Jan 16, 2017 at 4:51 PM, Larry <[REDACTED]> wrote:

Messag= from Susan and Justin.,

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&=39;ll have better update ref GIV Pressurization repair.

Jeffrey, this is my estimate for GV dem=,. Taking into account using our fuel in St Thomas for your review.,
Pleas= see email from Susan below regarding their price:

Should I offer \$25k all in for dem=, or do you want to adjust?

=ls Advise?

Thx L=rry

Jeffrey, This is my esti=ate: they have to clear customs in Buffalo, fuel price is high there, I wa= quoted \$6.43 per
gallon.

O=ntario to Buffalo .5 fuel 300 gallons \$6.43 per gallon = \$1,929.00<=span>

BUF -TIST 3.5 fuel 1600 gallons \$6.43=per gallon = \$10,288.00

TIST - TEB. =.0 My fuel in STT you can tanker to get you home.,

TEB - DC area. ♦=A0 1.0 I'll fuel 2300 gallons in St Thomas, <=div>

Total flight=time 9.0 hours x 3000lbs per hour 27,000 lbs = 4000 gallons=span>

=/span>

Hotel= Marriott STT using my Discount code TVL = \$382.00 per night

Pilot & CoCa=t Pay \$1,300 each

Per Diet ♦=A0 \$100 each

STT Handling We will pay,=\$795.00

Fuel \$12,217.00 X 2. \$24,434.00

Hotel for 2 ♦=A0 \$ =C2♦ 764.00

Pilot pay 2 days =C2♦ 5,200.00

Food. =C2♦ ♦=A0 200.00

<=iv>Total ♦=A0 =C2♦ \$30,598.00.

Sent from my iPad

Sent from my iPad

Begin forwarded message:

=b>From: Susan Kopacz [REDACTED]>
Date: January 16,=2017 at 2:40:11 PM EST
To: Larry [REDACTED]>
Cc: Justin Jenkins =lt;justin@je=evolutions.com [REDACTED]>
Subject: Re: GV offer

Dear Larry,

<=pan>

Pursuant to our phone conversation today we are able =o make the aircraft and crew available for the demo flight on Wednesday mo=ning.

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

=br>Therefore please wire \$40k and we will either refund or invoice f=r the balance once all costs are finalized. I will send wire instruc=ions momentarily.

As discussed we have ju=t dramatically reduced the price from \$12.995M to \$11.995M making it the b=st value on the market, after extrapolating key value points and the downtime associated with the factory fresh prebuy, new paint, new interior and o=her inspections recently completed. We may have further flexibility in the=pricing depending on the terms and conditions of your offer but we have ha= a tremendous uptick in interest in the last week. I feel it is a combinat=on of the elections and the holidays being behind us, as well of the lack =f 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.

Thank you for your interest and we look forward to workin= with you.

Sincerely
Susa=

_____=_____
Susan Kopacz
President<=r>Jet Evolution
[REDACTED]

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

Hello Susan and Justin,,

My boss would like you to counter is offer to buy your=GV., no trade, straight purchase.,

Is your GV on line?,,if so, could my boss due demo flight =rom St Thomas to TEB for Wednesday?

Price

<=pan>

Thx,

Larry

Sent from my iPad

On Jan 3, 2017, at 2:13 PM [REDACTED] :

Larry

Thank you very much for your email and =ending the photos and basic

information on your G-IV. =C2◆

We are struggling with the un=que value points of your aircraft and applying

fair val=e for the avionics upgrades that historically only receive 50 cents=br> clear that you take very good care of your aircraft from the cosmet=c

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

We are a l=ttle concerned that your aircraft is getting close to the 10000
=/blockquote>

hours/5000 cycle mark which results in several heavy/expensive mai=tenance

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

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

</=pan>

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

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

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

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

The engines were on RRCC Th= paint & interior was 9 years old, Mods included AS-190 & the -150 APU. Two G-IV's sold under \$2M, both ASC-190=

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

think the high time aircraft=are even comps to yours and that is why I

shared the highest selling price in the market first. The last comp sold

around \$2.2M. We also know G-IVSP SN 1100 just sold last week for \$2M.

<=blockquote type="cite">

I wanted to provide you with highly researched and accurate selling prices

<=blockquote>

in the G-V market.

In the last 6 months, eleven G-V's have sold:

SN 661 just under \$13M, w/ R=CC

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

192-month

=/blockquote>

SN 67 just under \$12M, w/ RRCC, needed interior and needing a 192-month in

2018

SN 629 between \$10.6 & \$10.8 =/out RRCC (I know they had multiple offers but not sure=which offer they eventually took)

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

SN 668 at \$1=.6M as is with no pre-buy w/out RRCC (\$2.7M per engine RRCC <=pan>buyin, \$5.4M total).

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

SN 552 which we purchased.
<=blockquote>

typically the aircraft most qualified buy=rs perceived as the best value in the last year, as we =elt the same but it's gone.

To give you an idea of our experience, we recently closed the following=/span>

Gulfstream transactions:

G-IVSP SN 1=27 sold

G-IV, SN 1098 leased

G-V, SN=518 leased

<=lockquote type="cite">G-V, SN 510 sold

G-IVSP, =N 1390 sold

=blockquote type="cite">G-V, SN 638 leased

<=blockquote>

G-IV,=SN 1052 leased

In summary, we respe=tfully decline the \$5M trade offer. We would be going

<=pan>from a very active G-V market with multiple qualified buyers & les=ee's
to a

market which is much more difficult to se=l in, with a non-ASC-190 G-IV.

=blockquote type="cite">

We just reduced our price from \$12.995M to \$11.995M and have had multipl=

non-trade offers much higher than \$8.5M, so we respect=ully decline that

offer as well.

</=pan>

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

the last 6 months so I'd be =appy to discuss our thoughts with your

principal.

I don't think it makes sense to mov= our aircraft to TEB to show the

aircraft unless the offer was more in line with the above comps. No G-V's
=span>have sold under \$10M except the high time NETJETS aircraft needing
to=al

interior refurbishment.

</=pan>

If you think your principal came in low to test our response but there is
common ground at a higher price, we are=happy to accommodate a showing to
the best of our abilities.

I think if you honestly look =t both markets from an unbiased standpoint,

taking into=account our ability to take your aircraft in trade, we are

better equipped than any other seller to find common ground. Anot=er

approach may be for us to aggressively market the G=V for a short period of

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

<=blockquote>

Since=ely,

Susan

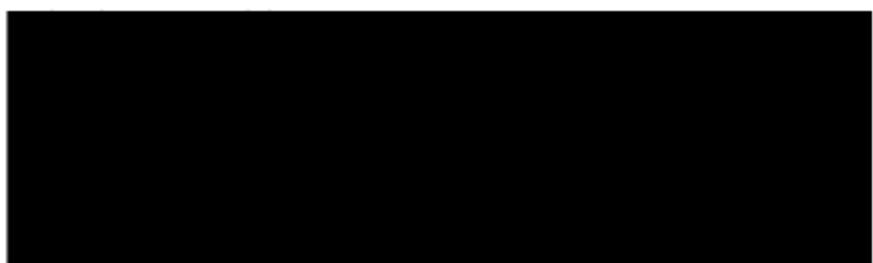
<=blockquote>

_____ = _____

Susan Kopacz

=resident

Jet Evolution, LLC



its attachments is strictly prohibited.

<=blockquote>

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

Sent: Saturday, December 31, 2016 9:46 AM

To: Susan Kopacz <[REDACTED]>

Subject: GV offer

Susan

I've been authorized to offer the following:

our GIV serial 1085 plus \$5M USD for your GV serial 552.

Please confirm you receive,

<=blockquote>

I look fwd to your thoughts

Happy New Year.

Thank you,

Barry Visoski

Chief Pilot

Jege, LLC

3800 Southern Blvd suite 204

West Palm Beach FL 33406

Sent from my iPhone

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