

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:

Message 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'll have better update re: GIV Pressurization repair.

Jeffrey, this is my estimate for GV dem, 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 dem, or do you want to adjust?

Is 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. 1.0 My fuel in STT you can tanker to get you home.,

TEB - DC area. 1.0 I'll fuel 2300 gallons in St Thomas,

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

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

Pilot & Co-Pilot Pay \$1,300 each

Per Diet \$100 each

STT Handling We will pay, \$795.00

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

Hotel for 2 \$764.00

Pilot pay 2 days 5,200.00

Food. 200.00

Total \$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 [mailto:justin@je=evolutions.com] [REDACTED]
Subject: Re: GV offer

Dear Larry,
<=pan>

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

The cost would be twice 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.

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 as 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.

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

Sincerely
Susan

Susan Kopacz
President 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]
[REDACTED] :

Larry

Thank you very much for your email and sending the photos and basic

information on your G-IV. C2

We are struggling with the unique value points of your aircraft and applying fair value for the avionics upgrades that historically only receive 50 cents 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.

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?

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.

190=

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- aircraft, one with 11,000 hours and the other with 18,0=0 hours. I don't think the high time aircraft=are even comps to yours and that it why I shared the hi=hest selling price in the market first. The last comp sold around \$2.2M. We also know G-IVSP SN 1100 just sold last we=k for \$2M.

<=lockquote type="cite">

I wanted to provide you =ith highly researched and accurate selling prices

<=blockquote>

in th= G-V market.

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

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

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

192-month

=/blockquote>

SN 6=7 just under \$12M, w/ RRCC, needed interior and needing a 192-month in

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 \$14.9= 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 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 buyers perceived as the best value in the last year, as we felt the same but it's gone.

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

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 respectfully 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

to=al

aircraft unless the offer was more in line with the above comps. No G-V's

have sold under \$10M except the high time NETJETS aircraft needing

interior refurbishment.

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 at 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. Another

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

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

Since I am,

Susan

<=blockquote>

_____=_____

Susan Kopacz

=resident

Jet Evolution, LLC



its attachments is strictly prohibit=d.

<=blockquote>

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

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

To: Sus=n Kopacz <[REDACTED]>

<[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,

Harry Visoski

Chief Pilot

Jege, LLC

3800 Southern Blvd suite 204

West Palm Beach FL 33406

[REDACTED]

[REDACTED]

Sent from my iPhone

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please n=te

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