

From: Larry Visoski <[REDACTED]>
Subject: BBJ update from Sean
Sent: Monday, December 8, 2014 4:02:19 PM
To: Je vacation <jeevacation@gmail.com>
[image001.gif](#)

Sent from my iPhone

Begin forwarded message:

From: "Sean J. Lancaster" <[REDACTED]>
Date: December 8, 2014 at 10:45:05 AM EST
To: "Larry Visoski" <[REDACTED]>
Subject: RE: GIV gear update
Reply-To: <[REDACTED]>

This BBJ market is tough. This market has had me confused for the last two years. Similar markets like Collectible Transportation, Fine Art, Fine Jewelry and even Luxury Real Estate have all recovered. The business aircraft market has not and in fact may still be declining in many segments. For the last four years you have had about a 10% gap between asking prices and selling prices. Today it could be 15% and you have to at least try. Here are a couple of points as it pertains to the BBJ markets and those brokers.

- You are likely the only real buyer they have seen in six months.
- RUN an AD?SB out for 60 months before making any offer. There are many AD's that will cost a lot of money. Won't stop you from buying the aircraft but be careful.
- Financing is still very hard and while the brokers will tell you they have many real buyers they don't.
- Middle East is slowing and China/Eurasia wants only new aircraft.
- Russia and Europe are very slow
- Avjet folks are very professional and good sales people be careful not to give them too much data. They will exaggerate activity.
- Freestream you need to be very careful here, it is reported they chain title in deals as well.

Best regards,

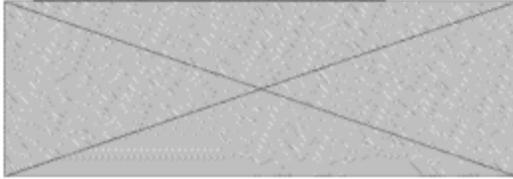
Sean J. Lancaster

[REDACTED]



[Redacted email address]

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