

**To:** Richard Kahn [REDACTED]; lvjet [REDACTED]  
**From:** Jeffrey Epstein  
**Sent:** Wed 9/18/2013 8:37:33 PM  
**Subject:** Re: GIIB Update

lets try to sell it

On Wed, Sep 18, 2013 at 3:42 PM, Richard Kahn <[REDACTED]> wrote:

Attached is email from Gary our broker on GIIB potential buyer  
Pursuant to Engines we have identified the following engines (all located in CA) to purchase:

- a) ESN 8965 cal due 10/1/2014 - \$115,000
- b) ESN 8994 cal due 3/1/2015 - \$115,000
- c) ESN 8914 cal due 10/1/2015 - \$140,000
- d) ESN 8964 cal due 10/31/2015 - \$145,000
- e) ESN 8949 cal due 10/1/2017 - \$230,000

Estimated costs associated with engine install if we purchase any of above engines are as follows:

shipping new and old engines 17,000  
engine remove and replace 43,000  
misc unknowns 5,000  
total estimated additional install costs 65,000  
(big unknown will be how many isolators need to be replaced)

Other factors to consider for sale of GIIB vs purchase of new engine are as follows:

- a) Annual Fixed Cost for GIIB is 100,000 (insurance 40k, training 30k & parking 30k)  
Please note that this does not include Maintenance which is our big variable
- b) October 2014 - 24 month maintenance due estimated at 100,000
- c) July 2015 - other GIIB engine purchased calendars out
- d) December 2015 - Stage 2 Ban will require hush kits at estimated cost of 750,000  
attached are links provided by Larry which talk about stage 3 and hush kits  
[http://www.qtaerospace.com/noise\\_report.htm](http://www.qtaerospace.com/noise_report.htm)  
<http://www.ainonline.com/aviation-news/aviation-international-news/2013-08-04/faa-stage-2-noise-ban-rule-bars-older-jets-us>
- e) Gary commission on sale of GIIB will be 40,000
- f) Per LV we can park GIIB in Milville, NJ (Dallas Airmotive facility) and they are also capable of doing engine r&r so plane will not have to move once we make our decision

Please advise on how to proceed with sale of GIIB vs purchase of engines

Richard Kahn

HBRK Associates Inc.  
575 Lexington Avenue, 4th Floor,  
New York, New York 10022  
tel: [REDACTED]  
fax: [REDACTED]  
cell: [REDACTED]

Begin forwarded message:

**From:** Gary Anzalone <[REDACTED]>  
**Date:** September 18, 2013 2:33:25 PM EDT  
**To:** [REDACTED]  
**Cc:** Rich Kahn <[REDACTED]>  
**Subject:** Re: RR spey

Larry,  
I just met with the GIIB buyer.  
They are very interested in the Aircraft, but they are not where we  
want them on the numbers.  
They are looking at GIII sn 300 which is stage III compliant, and they  
are also still trying to unload the part-out trade.

I will continue to work them, and a couple other prospects, but I also  
believe that we need to run a price reduction ad.  
\$799k is too high in consideration of the pending engine, and it is  
actually too high with one of the replacement engines.  
We should really be running ads at \$499K as-is.  
We are better off to advertise aggressively and then offer smaller  
concessions. If we are priced to high we are not going to get  
the calls!

What do you think?

*Gary Anzalone - Managing Partner*  
*Equus Global Aviation, LLC*  
[REDACTED] (M)  
[REDACTED] (O)

On Wed, Sep 18, 2013 at 4:29 PM, <[REDACTED]> wrote:

Gary said he is still working the buyer,  
Gary is there an offer as is before we purchase this engine?  
Pls copy Richard Kahn CFO on this email.  
Need update today

Thx  
Larry  
Sent via BlackBerry by AT&T

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**From:** Richard Kahn <[REDACTED]>  
**Date:** Tue, 17 Sep 2013 14:43:12 -0400  
**To:** <[REDACTED]>  
**Subject:** Re: RR spey

i hope to reach out to him later today or tomorrow  
any word on GII 400k+ offer?

Richard Kahn  
HBRK Associates Inc.  
575 Lexington Avenue, 4th Floor,  
New York, New York 10022  
tel [REDACTED]  
fax [REDACTED]  
cell [REDACTED]

On Sep 17, 2013, at 1:46 PM, [REDACTED] wrote:

He's pushy  
Sent via BlackBerry by AT&T

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**From:** "Norm Hill" <[REDACTED]>  
**Date:** Tue, 17 Sep 2013 10:39:38 -0700  
**To:** <[REDACTED]>  
**Subject:** RR spey

At this low price for ESN 8994, you should make a deposit, because it is  
getting a lot of interest now. How are you doing on your end?  
Thanks Larry, Norm

<image003.jpg>  
5999 Curtis Pl  
California City, CA 93505  
[REDACTED] Office  
[REDACTED] Cell  
[REDACTED] Fax

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