

From: Larry Visoski <[REDACTED]>
To: Je vacation <[REDACTED]>
Subject: Fwd: LOI for G550 #5173
Date: Mon, 23 Jan 2017 20:27:56 +0000

Josh's response

Sent from my iPhone

Begin forwarded message:

From: Josh Mesinger <[REDACTED]>
Date: January 23, 2017 at 3:16:18 PM EST
To: Larry Visoski <[REDACTED]>
Cc: Jay Mesinger <[REDACTED]>
Subject: RE: LOI for G550 #5173

I am waiting to speak with my client. They have been tied up in an all day meeting. I will be back to you ASAP. I wrote them just a bit ago to say that we need to talk.

*Josh Mesinger, Vice President
Mesinger Jet Sales*



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From: Larry Visoski [[mailto:\[REDACTED\]](mailto:[REDACTED])]
Sent: Monday, January 23, 2017 1:15 PM
To: Josh Mesinger <[REDACTED]>
Cc: Jay Mesinger <[REDACTED]>
Subject: Re: LOI for G550 #5173

Josh,
Where are we?

Sent from my iPhone

On Jan 22, 2017, at 4:47 PM, Josh Mesinger <[REDACTED]> wrote:

Larry,

Thank you. I will followup asap tomorrow. Josh

Josh Mesinger, Vice President
Mesinger Jet Sales

[REDACTED]

On Jan 22, 2017, at 2:31 PM, Larry Visoski <[REDACTED]> wrote:

Josh,

Thank you for your prompt response, yes we can work with your Terms in your email.

However, other G550 offers are dropping their price, as we've been told, their client has said they want to be the next G550 sold,, so if you are truly a seller, [REDACTED] advise to accept my principal's \$16M offer, ie don't counter him.

Best regards,
Larry

Sent from my iPhone

On Jan 22, 2017, at 3:21 PM, Josh Mesinger <[REDACTED]> wrote:

Larry,

Thank you for the offer to purchase Gulfstream G550 s/n 5173. Per our conversation here are a few things that we would like to address now:

- We are waiting on a response from another buyer to a counteroffer that we made them on Friday. They have to tell us if they are moving forward by mid-day Monday. We need to play that out first. We will not ask either party to engage in a bidding war. We will work the first offer to a successful or unsuccessful conclusion first before then potentially moving to you and your offer.
- The final sales price with a formal Gulfstream pre-purchase inspection will need to be closer to a mid-\$16Ms number. Should we respond to your offer we will counter the price and terms.
- The LOI will need to go into more detail about delivery conditions and a timeline for the transaction including a visual inspection. Seller will also provide a first draft of a purchase and sales agreement. These are changes we can make in any response.
- You mentioned going to Europe this week....if we engage in a negotiation we need to have you or someone representing you see the airplane and records this week. That is key to giving everyone the confidence that they need to focus on trying to put together a deal with you and your principal.
- Chevron is trading price for certainty of a sale. As such, they would like a transaction where a buyer's deposit becomes non-refundable at contract signing subject to the seller delivering the aircraft at closing compliant with all of the delivery conditions. The delivery conditions will state that the aircraft must be airworthy, with all systems functioning normally within manufacturer's allowable limits, it will be current on its maintenance with all ADs and mandatory service bulletins (or Gulfstream equivalents) with compliance dates as of closing complied with, etc. (all common and customary fair delivery conditions with cosmetic discrepancies and normal wear and tear excluded). If the seller is unable to deliver the aircraft in accordance with the defined delivery conditions then the buyer would get out of the deal and get the deposit back. If everyone is focused on getting this done it does not take anything away from a buyer.
- Chevron will require knowing who your principal is before engaging in a negotiation for the sale. It will be kept strictly confidential, but they will not negotiate with a buyer without knowing who they are engaging with.

Please let us know if this is all workable. We will let you know tomorrow ASAP where we stand with the first group that made an offer in the end of last week. Assuming we move forward with you, please let us know when you can

fly out to see the airplane this week. Thank you and best regards, Josh

*Josh Mesinger, Vice President
Mesinger Jet Sales*



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<https://www.nbaa.org/events/leadership/2017/>*

From: Larry Visoski [mailto:]
Sent: Sunday, January 22, 2017 9:24 AM
To: Jay Mesinger < >; Josh Mesinger < >
Subject: LOI for G550 #5173

Jay and Josh,
Please find attached LOI for purchase of G550 manufactures serial #5173.

Pls confirm receipt of LOI.

Best Regards,

Larry Visoski
Manager
Plan D, LLC



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