

**From:** Larry Visoski <[REDACTED]>  
**To:** "jeffrey E." <jeevacation@gmail.com>  
**Subject:** Re: G550 training Dave May 1st  
**Date:** Mon, 24 Apr 2017 23:13:09 +0000

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From bill Hammond

Larry,

They did not know it was with a broker until they emailed the DOM to get the specs for me. They thought the asking price would be around 20, however they know the market is tuff and it "may go for 16 or 17". (Maybe less) The second 12 year inspection and landing overhaul may not be too far off in the distant future so that should be a factor, all the inspection dates are Listed on the spec sheet

Sent from my iPhone

On Apr 24, 2017, at 6:53 PM, jeffrey E. <jeevacation@gmail.com> wrote:

did bill hammond get a price for his bbj

On Mon, Apr 24, 2017 at 6:21 PM, Larry Visoski <[REDACTED]> wrote:

Rich  
CAE Simuflite offered G550 initial at \$40k each,.  
Here is Contract info;

Brian Laird - CAE  
[REDACTED]

Thx  
Larry

Sent from my iPhone

On Apr 24, 2017, at 5:34 PM, Richard Kahn <[REDACTED]> wrote:

just spoke with greg and he said you negotiated the best deal possible  
list for initial and recurrent is 121,000 which he then reduced to 91,000 and then again to 77,500  
unfortunately after 2 phone calls and almost 2 hours on the phone no such luck

can you please send me simuflight contact info as well as they are at 65,750 for initial and recurrent  
thanks

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

On Apr 21, 2017, at 9:30 AM, Larry Visoski <[REDACTED]> wrote:

For Sure,, Definitely worth a try;  
Try this person first,,  
Flight Saftey sales rep;  
Gulfstream Sales training  
Greg Wilford  
[REDACTED]

Woody McClendon is my Bell 430 Heli sales rep,, and close acquaintances,, nice guy,, he understands negotiations and helps me out,,  
[REDACTED]

Sent from my iPhone

On Apr 21, 2017, at 8:34 AM, Richard Kahn <[REDACTED]> wrote:

Jee wants me to give negotiating a shot. Please send me contact info and call to discuss game plan.  
Thanks.

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

Begin forwarded message:

**From:** "jeffrey E." <[jeevacation@gmail.com](mailto:jeevacation@gmail.com)>  
**Date:** April 20, 2017 at 6:44:37 PM EDT  
**To:** Richard Kahn <[REDACTED]>  
**Subject:** Fwd: G550 training Dave May 1st

make a deal for three pilots. all recuurent with recurrent 430 for larry

----- Forwarded message -----

From: **Larry** <[REDACTED]>  
Date: Thu, Apr 20, 2017 at 6:38 PM  
Subject: Re: G550 training Dave May 1st  
To: "jeffrey E." <[jeevacation@gmail.com](mailto:jeevacation@gmail.com)>

All prices quoted from Simuflight or Flight Safety is considering 3 pilots for G550 initial class.

Simuflite Price is \$40k for G550 Initial class,.  
Following year, re-Current training is \$25,750

Bell 430 item,

This was Flight Saftey quote for me, which included the Bell 430 re-current and G550 initial, price is \$59,400 which is 550 initial and Bell 430 recurrent,. I would need a G550 recurrent the next year, which is an additional \$25k.,

Sent from my iPad

On Apr 20, 2017, at 5:44 PM, jeffrey E. <[jeevacation@gmail.com](mailto:jeevacation@gmail.com)> wrote:

it says bell 430? how much was simuflite and what is the price for 3 people

On Thu, Apr 20, 2017 at 4:32 PM, Larry Visoski <[REDACTED]> wrote:

Jeffrey

"Flight Saftey" in Dallas has start date May 1st G550 initial class. Ends May 23rd, which includes Check Ride, Advance Navigation course w/CPDLC, and Synthetic Vision class that includes Sim time using HUD "Heads Up Display" and EVS "Enhanced Vision System" ops in the Simulator.

Single time event is \$62,100 for Initial.

Dual event which covers 24 month is \$77,500

After Initial training, the following year Recurrent G550 training is \$25,700

Option

1-Do you want Dave to do Single event Initial for \$62,100

Or

2- the two year program which is G550 Initial and includes Next years Recurrent training total \$77,500

Option 1 or 2 ?

Thx

Larry

Hi Larry,

Congrats on the pending purchase on the G550 and thanks for your email.

We'd like to amend the proposal we sent to you on February 3rd with the following special Two Event prices for 2017:

**TWO EVENT AGREEMENT**

Gulfstream G550 Initial with G550 Recurrent for the same pilot within 13 months - \$77,500 each pilot

Gulfstream G550 Initial with Bell 430 Recurrent for the same pilot within 13 months - \$59,400 each pilot

As discussed, we don't offer G-V with G550 differences and only offer G550 training in our G550 sims due to safety concerns based on discussions with GAC, our customer advisory boards and customers. The prices above will cover the "type specific" G550 and Bell 430 training.

Please let me and/or Woody know if you have any questions. We look forward to being of service.

All the best,  
Greg

Sent from my iPad

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