

**From:** Don Bass <[REDACTED]>  
**To:** Je vacation <jeevacation@gmail.com>  
**CC:** "[REDACTED]" <[REDACTED]>  
**Subject:** FW: Boeing 727-100 REW SN 20115  
**Date:** Thu, 22 Dec 2011 22:04:48 +0000

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Jeffrey,

I received the attached email this morning from Mohammed Dobashi.

They are still interested in the 727, although it appears that they are all out at 3.7M.

I recall our conversation and understand the strategy from a negotiation standpoint that we are taking with the buyer.

Our last counter offer was 4M, so we are 300K away from a deal. What are your thoughts about splitting the difference and agreeing to sell the plane at a price of 3.85M.

I am pleasantly surprised that we have been able to locate a buyer with an interest level at very close to 4M. Our best assessment of the market, and recent comparable sales confirm that the majority of these aircraft are selling between 2M to 3M.

There is no question that Aamal Company is the right buyer for this aircraft. I am concerned that if we are not able to complete this deal with them – that we may not be able to attain this type of pricing with any subsequent buyer, possibly by several hundred thousand.

What are your thoughts about the proposed counter.

Best Regards,

Don Bass

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**From:** Mohamed Dobashi [mailto:[REDACTED]]  
**Sent:** Thursday, December 22, 2011 10:13 AM  
**To:** Don Bass  
**Subject:** Re: Boeing 727-100 REW SN 20115

Hi Don,

We are still interested in the plane at \$4.2M. Let me know if you want to proceed.

Best regards,  
Mohamed Dobashi

On Dec 15, 2011, at 9:36 PM, "Don Bass" <[REDACTED]> wrote:

Dear Tarek,

The owner of the Boeing has agreed to further reduce the price of the aircraft to 4.5 million without DirecTV, however, including all of the other items listed on Exhibit A of our offer dated December 8<sup>th</sup>, 2011 and attached hereto, including four monitors.

I look forward to completing this transaction with you.

Yours Sincerely,

Don Bass

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**From:** Tarek Elsayed [mailto: ]  
**Sent:** Wednesday, December 14, 2011 12:40 AM  
**To:** Don Bass  
**Cc:** Mohamed Dobashi; Mohamed Althani-Extrnal  
**Subject:** RE: Boeing 727-100 REW SN 20115

Dear Don

Thanks for your email on the other hand our Maximum figure is 4.2 Million \$ , We are waiting for your reply by Maximum 2 days .

**With best regards / Mit freundlichen Grüßen**

**Tarek M El Sayed**

**Aamal Company Q.S.C**  
**Managing Director**

**Tel:+** [redacted]  
**Fax:** [redacted]  
P.O Box 22477 Doha Qatar  
[www.aamal.com.qa](http://www.aamal.com.qa)  
<image001.jpg>



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**Key of Success:**

'Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.'

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**From:** Don Bass [mailto: ]  
**Sent:** Wednesday, December 14, 2011 12:09 AM  
**To:** Tarek Elsayed  
**Cc:** Mohamed Dobashi  
**Subject:** RE: Boeing 727-100 REW SN 20115

Dear Tarek,

Thank you for your increased offer to purchase Boeing Super 727-100 REW SN 20115.

Accordingly, we would agree to sell the aircraft at a reduced purchase price of 4.6M, excluding DirecTV, however, including four monitors, the full C2C inspection, and all of the other items previously identified in Exhibit A that was attached to our offer dated December 8<sup>th</sup>, 2011.

As you may know, we are beginning the C2C inspection this week.

We trust that you understand the quality and value of this aircraft.

Yours sincerely,

Don Bass

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**From:** Tarek Elsayed [mailto: ]  
**Sent:** Tuesday, December 13, 2011 7:06 AM  
**To:** Don Bass  
**Cc:** Mohamed Dobashi; Larry Visoski; Mohammed Althani  
**Subject:** RE: Boeing 727-100 REW SN 20115

Pls we still waiting for your reply in-order to see the Next step.  
On the other hand we have some other alternatives, we hold it till we receive your reply

**With best regards / Mit freundlichen Grüßen**

**Tarek M El Sayed**

**Aamal Company Q.S.C**  
**Managing Director**

**Tel:** [REDACTED]  
**Fax:** [REDACTED]  
P.O Box 22477 Doha Qatar  
[www.aamal.com.qa](http://www.aamal.com.qa)  
<image001.jpg>

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**From:** Tarek Elsayed  
**Sent:** Sunday, December 11, 2011 10:51 AM  
**To:** 'Don Bass'  
**Cc:** Mohamed Dobashi; Larry Visoski; Mohammed Althani  
**Subject:** RE: Boeing 727-100 REW SN 20115

Dear Don

**Thanks for your email & we would like to inform that we can offer 4 Million \$ with the exclude of the Direct T.V but to be included  
airshow with four TV monitors in Fwd salon, round room, bed room and office**

**Thanks for your support & understanding**

**Waiting to hear from you**

**With best regards / Mit freundlichen Grüßen**

**Tarek M El Sayed**

**Aamal Company Q.S.C  
Managing Director**

**Tel:** [REDACTED]  
**Fax:** [REDACTED]  
P.O Box 22477 Doha Qatar  
[www.aamal.com.qa](http://www.aamal.com.qa)  
<image001.jpg>

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**From:** Don Bass [mailto:[REDACTED]]  
**Sent:** Friday, December 09, 2011 3:22 AM  
**To:** Tarek Elsayed  
**Cc:** Mohamed Dobashi; Larry Visoski  
**Subject:** Boeing 727-100 REW SN 20115

Dear Tarek,

On behalf of the owner of the above referenced aircraft, JEGE, Inc., we appreciate your interest in the aircraft and the offer that you have made.

As we have discussed, this aircraft represents the highest level of modification that is possible to the Boeing 727-100 airframe.

The engines, airframe, fuel tanks, interior, and avionics have all been upgraded as follows:

Pratt & Whitney Valsan Engine Conversion: A 35% increase in sea level thrust comes from the installation of new, zero time, fuel efficient Pratt & Whitney 219 engines. This includes newly designed, aerodynamic engine pylons, the

conversion to hydraulic from pneumatic thrust reversers on the Number 1 and Number 3 engines as well as a Stage 3 hushkit for the Number 2 engine. The modification has a cost of **14,000,000M**.

Quiet Wing Technology Winglets: are installed providing a 5% increase in range while improving climb performance and reducing specific fuel consumption. The current Boeing Business Jet is equipped with similar winglets. This modification has a cost of **\$750,000**.

Rogerson Fuel Tanks: Increase the range of the aircraft by almost 100%. Originally the aircraft had a range of 4.0 to 4.5 hours. With these Long Range Fuel Tanks the range is increased to 8.0 hours. The cost to install these tanks is **1,200,000M**.

The Industry Leading Page Avjet Interior and Avionics Modification: offers significant improvements to the interior in terms of cabin noise levels, interior design and function improvements as well as improved access for maintenance thus reducing labor costs significantly.

The industry leading ISO – Mount technology literally suspends the interior shell of the aircraft reducing noise and vibration levels by as much as 30%.

Additionally, the aircraft offers other “Passive Noise Cancelling Technology” including attenuation of the Number 1 and Number 2 hydraulic systems originally designed by Otto Probanco of Allied Department Stores.

Included in the Page Avjet Interior STC modification was the Honeywell 4 Tube EFIS System. EFIS reduces cockpit workload and improves safety and reliability.

This interior and avionics modification has a total cost of **\$6,800,000**.

Forward Executive Airstair Modification: This modification provides “one touch” deployment and retraction of the forward executive airstair. This allows V.I.P. access without the use of the rear airstair or a ground based mobile stairway. This modification has a cost of **\$750,000** and makes SN 20115 one of the few aircraft to offer this capability.

As you are aware, the ownership history of a pre-owned aircraft has a significant impact on the value of the aircraft from a residual value standpoint.

This aircraft has had only four owners. All of these owners have a long history of operating aircraft with no financial limitations on ensuring proper maintenance and incorporating all of the latest product improvements.

With over **23,000,000M** invested in technological improvements to the aircraft and with an asking price of **10,000,000M** as recently as July of this year, we are confident of the value associated with a purchase of this aircraft at a price of 6.0M.

However, in the interest of completing a sale to you, Tarek, and to His Highness Sheikh Al-Thani, we would agree to a further reduced selling price of **5,000,000M** – to include the **1,000,000M** in improvements as per the attached Exhibit A, that you have requested.

In addition, we will further include delivery of the aircraft to you with a fresh C2C inspection. A cost to the Seller of an additional **400,000**.

I am certain that you will not find a higher quality – nor a more attractively priced, comparable aircraft on the market today.

We certainly understand that there are lesser quality aircraft available at lower acquisition prices should you decide to move in that direction.

Yours Sincerely,

Don Bass  
Managing Partner

*AVPRO Inc.*

900 Bestgate Road, Suite 412

Annapolis, MD 21401

[Redacted] 

[Redacted]

[www.avprojets.com](http://www.avprojets.com)

<Exhibit A (2).pdf>