

**From:** [REDACTED]

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**Subject:** S76 update

**Date:** Wed, 10 Feb 2010 03:01:03 +0000

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Jeffrey,

Chris Shurkus told me that Sikorsky could not offer us a Fuel credit of 50K in the New York / Teterboro area, AAG Helicopters ferry fuel from their home base of Poughkeepsie NY to the NY city area for charters.

I had a long discussion with Chris tonight regarding our final closing discount.

He told me in confidence, that Sikorsky is reluctant to offer you a price discount, since we are currently marketing this helicopter for sale, and would rather offer concessions for you to keep and operate this helicopter for minimal cost for the first two years. They feel that we are brokering their machines for our gain, and Sikorsky has three green helicopters ready for completion in their inventory. Chris's superiors at Sikorsky accused him of siding on our behalf, as oppose to Sikorsky. Chris had to argue with his completion center for the additional \$60,000 of engineering fees that Keystone charged to Sikorsky for the redesign of the audio switching panel and the Mercedes fold down arm rest to accommodate our completion. I told Chris that it was Sikorsky's design department problem and not our concern.

At this time we have the following:

100K parts credit

75K in AAG money for Maintenance Labor, AAG Helicopter charter Hours, Flight Safety Training or additional Parts from AAG if we desire.

Additions:

Chris and I discussed the possible addition of the following items:

-AAG money credit to be valid for 48 months, which would give us one year past our three year factory warranty.

-AAG Charter hours to be billed at \$2,500 per hour in the New York area, flight time only charge.

-Two round trip fuel credits from St. Thomas to Poughkeepsie New York, AAG maintenance facility for annual inspections. Value is \$30,600.00 in fuel expense, based on 68 hours of total flight time, 6,800 gallons of fuel at average price of \$4.50 per gallon.

The Helicopter should be finished tomorrow by noon.

please advise if you would be willing to accept this proposal?

Thank you,

Larry