

From: "jeffrey E." <jeevacation@gmail.com>
To: Larry Visoski <[REDACTED]>
Subject: Re: GIV asking price
Date: Wed, 22 Aug 2018 18:03:25 +0000

ok

On Wed, Aug 22, 2018 at 1:45 PM, Larry Visoski <[REDACTED]> wrote:

Jeffrey,

Gary thinks we should have a \$3.495M ask, I believe that's a good starting point for our aircraft and it's condition, some brokers have indicated the Black Aircraft is a hard sell, of course that's their negotiating tool. We have 9775 total time and 4440 cycles/Landings, (The 5000 landing inspection due at 5000 cycles is also a factor), Rusty said to budget \$1M for the 5000 landing inspection, our annual cycles are 120 annually.

Do you approve of asking price \$3.495M?

Thx

Larry

Comps:

we have a lot of good options including the DU885 mod which cost \$880k we are lacking in other avionics upgrades that will be required by 2020,, other GIV's have already installed,, For starters we only have 5.2 software installed on our flight management system (FMS), we have 3 FMS computers,, upgrade for that alone \$369k + I have the quote from Rusty from a year ago that we canceled since we bought the G550, these upgrades were approximately \$750k to our GIV

Most of these GIV already upgraded to 6.1 software, The software must be upgraded by 2020 such as CPDLC, Fans 1A and ADB-out version II,, we have Version 1 ADS-B out.

There are a lot of variables when comparing these airplanes to ours, other is condition of the Veneer,, our repaired veneer helped, but Galley and other areas the veneer is flaking up,, full veneer as you know is Time consuming and costly,

Quick Comps on Controller;

\$2.4M ask

<https://www.controller.com/listings/aircraft/for-sale/list?Mdltxt=ARROW+IV&Mdltxt=ELECTRICALLY+DRIVEN&Mdltxt=HARVARD+MK+IV&Mdltxt=IV&Mdltxt=IV-P&Mdltxt=IVSP&Mdltxt=L-13+SE+VIVAT&Mdltxt=MERLIN+IVA&Mdltxt=MERLIN+IVC&Mdltxt=SENECA+IV&Mdltxt=TURBO+ARROW+IV&mdlx=Contains&Manu=GULFSTREAM&qss=1&FullText=Gulfstream+IV>

1988 like ours in PBI ask \$2.9M

<https://www.controller.com/listings/aircraft/for-sale/25981479/1988-gulfstream-iv>

1995 ask \$5.2M is the only GIV that has DU885 Avioincs install like we have, but has many other options including HUD, Total time of 6,700 hours and year built 1995, it's also a GIV-SP

<https://www.controller.com/listings/aircraft/for-sale/22086013/1995-gulfstream-ivsp>

Do you approve of \$3.495 asking price?

Thx

Larry

Sent from my iPhone

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please note

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