

From: "jeffrey E." <jeevacation@gmail.com>
To: Larry Visoski <[REDACTED]>
Subject: Re: Boeing BBJ S/N 29102.....LOI
Date: Thu, 10 Aug 2017 19:02:32 +0000

Happy to send offer , what price buys it

On Thu, Aug 10, 2017 at 12:49 PM Larry Visoski <[REDACTED]> wrote:
From Peerless

Sent from my iPhone

Begin forwarded message:

From: Robert Peerless <[REDACTED]>
Date: August 10, 2017 at 11:56:57 AM MDT
To: "[REDACTED]" <[REDACTED]>
Cc: "Brian Hazen (bhazen@siebel.org)" <bhazen@siebel.org>
Subject: Boeing BBJ S/N 29102.....LOI

Dear Larry,

Good Afternoon. I would like to respond to your Emails below as follows.

I don't believe that I ever said that I didn't want to deal with Mr. Epstein. It was Mr. Epstein who saidthrough yourself....."that he no longer needed my help to purchase the Royal Jet aircraft and that all previous agreements pertaining to that aircraft had expired. "

I told you in no uncertain terms that I represented First Virtual Aviation LLC and that I would only be too happy to sell you BBJ S/N 29102 , Reg no: N-834BZ .

I also stated that "I think Mr. Epstein and I have quite a significant difference in opinion on what the overall resale values of pre-owned BBJ's are." AND THAT "Larry I don't think that I can seriously help you anymore and I do sincerely wish you all the luck in the world in acquiring a good aircraft for Mr. Epstein. "

So politely put , I don't believe I ever said that I don't want to do business anymore with Mr. Epstein.

I also clearly stated to you that an Offer of 10.0 million USD was made on the aircraft last week and that NO counter offer was given. So Larry I'm not sure why our client would consider an Offer of 8-9.0 million USD.

This is just NOT IN THE CARDS , our client is not interested.

I have already told you in no uncertain terms S/N 29102 represents THE ABSOLUTE BEST DEAL IN THE BBJ PRE-OWNED MARKET TODAY.

Next , I said to you that we are not interested in looking at “would you take “style “Offers. All formal Offers received will be considered seriously and responded to with the same courtesy.

Attached you will find a draft form of LOI that we would be prepared to entertain. If you wish to make a formal Offer please run it buy your attorneys and we would be happy to discuss.

Lastly you are more than welcome to come and view the aircraft at your convenience.

Best regards

Bob P.

Robert Peerless

OPUS AERONAUTICS

Le Prince de Galles

10, Avenue Grande Bretagne

MC-98000 Monaco

email: [REDACTED]

Phone: [REDACTED]

Direct

Fax: +

Cell: [REDACTED]

www.opusaero.com

-----Original Message-----

From: Robert Peerless

Sent: 10 August 2017 12:51

To: 'Larry Visoski'

Subject: BBJ's

Dear Larry,

I'm in receipt of your Email. I would like to advise you that my client is on blind copy of all of my Emails. You will see that after I receive instructions , that I have the authority and confidence of my client to negotiate on their behalf.

My client also values my advice on the status of the Boeing BBJ resale market.

Next , I have an important lunch today with some other serious clients.

I will respond to your Email in kind, later today when I have a chance.

Thank-you in advance for your considerations.

Best regards

Bob P.

Robert Peerless

OPUS AERONAUTICS

Le Prince de Galles

10, Avenue Grande Bretagne

MC-98000 Monaco

email: [REDACTED]

Phone: [REDACTED]

Direct: [REDACTED]

Fax: [REDACTED]

Cell: [REDACTED]

www.opusaero.com

From: Larry Visoski [[mailto:\[REDACTED\]](mailto:[REDACTED])]
Sent: 10 August 2017 01:50
To: Robert Peerless
Subject: Re: NAUGHTY BOY.....

Not at all, You said you no longer wanted my principals biz. As you saw, I told him you were involved. No judging the ball. Not sure why you guys are not saying yes. \$9 million can be put in escrow immediately.

> From: Brian Hazen

> Sent: Wednesday, August 09, 2017 8:50 AM

> Subject: FW: BBJ

>

> These guys have been in contact with me this morning. Looks like they are just bottom fishing... Not real buyers... Wasting our time. Bob did the right thing. Too bad. I think at a fair price it is the best decision for us.

>

> Brian

>

> -----Original Message-----

> From: Larry Visoski [mailto:]

> Sent: Wednesday, August 09, 2017 7:25 AM

> To: Brian Hazen

> Subject: BBJ

>

> Hello Brian,

> We have been informed by Bob Peerless that he has an exclusive on the aircraft and our offer was too low and he preferred no further contact. As I feel I am prohibited from any contact with him please tell your principal that we are ready buyers at a slightly above parting out price. The market is what the market is. We can accomplish a fast prebuy and Borescope, and have bought many airplanes, so we are familiar with the requirements.

> Thanks,

> Larry

>

>

> Sent from my iPhone

-----Original Message-----

From: Larry Visoski [mailto:]

Sent: 09 August 2017 16:20

To: Robert Peerless

Cc: Alexandre Lombard

Subject: Re: BBJ offer

Thanks Bob,

however as you know parting it out pays over quite a long time with no fixed value, engines, landing gear, cockpit etc. the total after all of that will probably be only \$8M, the time and then having to deal with the fuselage and transport makes the \$8M the best price they will receive over a long period if not a retail sale, but I am respectful of your decision.

Take care

Larry

Sent from my iPhone

On Aug 9, 2017, at 9:16 AM, Robert Peerless <[REDACTED]> wrote:

- >
- > Dear Larry,
- >
- > Good morning. I see you are up bright and early as usual. I applaud your loyalty and keen sense of hard work for your employer.
- >
- > Where to start.....Larry first off I would never respond to a one word "would you take " style offer. Apologies that's just me. After I notched my 33rd BBJ sale yesterday , I must tell you in all honesty , I operate on a much more professional basis. Please remember that I do represent the Owner of this aircraft on an exclusive basis and I have their full trust and confidence in the sale of the product.
- >
- > Next , for sure this Offer is far too low to be considered seriously AND for sure why would an owner ever entertain a "parting out "style Offer from a retail client. If your Offer was sincere , and I do believe it was , you would certainly require a pre-buy inspection , lots of airworthiness testing , long contracts and extended closings subject to all the standard tests of a normal aircraft transaction. A spare parts dealer might only ask for an engine / Apu borescope, a quick look-see and then he would pay for the aircraft AS/IS where is in probably less than 5 days . This is why retail / end-user Buyers are seldom able to buy aircraft at the Spare Parts levels. Politely put , what is the incentive for a Seller wanting to do this?? None whatsoever.
- >
- > **I will sell BBJ S/N 29102 in the next 14 days and for sure it will definitely sell above 10.0 million.** I have been given a golden opportunity by the owners and for sure I will make this happen.
- >
- > An Offer was tendered on the BBJ last week for 10 million and it was rejected with no counter Offer at my urging.
- >
- > I'm glad you didn't go to look at the aircraft because it would just been a waste of everyone's time and most importantly yours.
- >
- > You mentioned yesterday that Mr. Epstein had a renewed interest in the Royal Jet aircraft. I would strongly encourage you to concentrate your efforts in that directionand I'm in total agreement that you have no further obligation to me in that regard. The Royal Jet BBJ is a good aircraft and will certainly serve your purpose well but for sure it will never be a better deal than our S/N 29102.
- >
- > However here's where the real issue lies. Again politely put, I think Mr. Epstein and I have quite a significant difference in opinion on what the overall resale values of pre-owned BBJ's are. I'm certainly not saying I'm right however I have sold more BBJ's than anyone in the world by a margin of over 2-1. I have really enjoyed my conversations over the past several months with Mr. Epstein and I think he is a brilliant

human being. I realize only too well that he is very serious about aircraft acquisitions and for sure he will own a BBJ someday.

>

> Larry I don't think that I can seriously help you anymore and I do sincerely wish you all the luck in the world in acquiring a good aircraft for Mr. Epstein. Mr. Epstein is very lucky to have such a knowledgeable and hardworking person on his team as yourself. I would love to meet you someday if your ever in the Riviera and you have an open invitation to come and visit us.

>

> Please extend my sincere and very best wishes to Mr. Epstein and like he said to us yesterday , it has been a great pleasure speaking with him and trying to help educate him on the BBJ Product and the overall market in general . Without a doubt , Mr. Epstein is one of the smartest Chairman's I have ever met , and he has a great knowledge of aircraft and their operating characteristics.

>

> Very good luck to you.

>

> Best regards

>

> Bob P.

>

>

> Robert Peerless

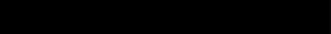
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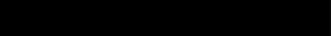
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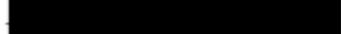
> 10, Avenue Grande Bretagne

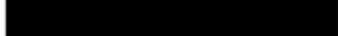
> MC-98000 Monaco

> email: 

> Phone: 

> Direc: 

> Fax: 

> Cell: 

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> -----Original Message-----

> From: Larry Visoski [mailto: [REDACTED]]

> Sent: 09 August 2017 13:25

> To: Robert Peerless

> Subject: BBJ offer

>

> Bob

> - My offer is only good until end of today.

>

> Thx

> Larry

>

> Sent from my iPad

>

> From: Larry Visoski [mailto: [REDACTED]]

> Sent: 08 August 2017 21:07

> To: Robert Peerless

> Subject: Re: BBJ ViewingS/N 29102

>

> We think parting it out brings \$8-9 mill . Not worth more than that

>

>

> Sent from my iPhone

>

> On Aug 8, 2017, at 2:30 PM, Robert Peerless < [REDACTED] > wrote:

> Make us a serious OfferYou might be surprised and you will end up making the best deal ever.

>
> I guess you have no plans on seeing it now...So with your understanding , I have received new instructions from the Owner to get it sold in the next 14days.
>
> Very best
>
> Bob P.
>
>
>

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please note

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