

From: "jeffrey E." <jeevacation@gmail.com>

To: Richard Kahn <[REDACTED]>

Subject: Re: Larry G550 flight school with B430 and GIV for Dave & Bill

Date: Thu, 25 May 2017 21:38:02 +0000

all

On Thu, May 25, 2017 at 5:13 PM, Richard Kahn <[REDACTED]> wrote:

ok
start with 182,600 or include Syn Vision and CPDLC as well for 218,600 cost
please advise
thanks

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

On May 25, 2017, at 5:12 PM, jeffrey E. <jeevacation@gmail.com> wrote:

Pay

On Thu, May 25, 2017 at 5:00 PM Richard Kahn <[REDACTED]> wrote:

i was able to negotiate an additional 2,000 discount on larry from 59,400 to 57,400 and an additional 1,900 discount for both dave and bill hammond from 64,500 to 62,600 for a total discount of 5,800 or 3.1% total cost 182,600 provided we prepay for all

unfortunately information originally presented by Larry on 4/20/2017 was not accurate (see bottom of attached email chain) as larry inferred that Syn Vision 4,700 and CPDLC 7,300 were included in Flight Safety pricing

larry is eager to get dave and bill started on training and securing slots

i am unaware if Simuflight includes these two additional costs and note that Simuflight is 40k for G550 initial yet recurrent for GIV is not clear (i have not spoken with vendor as larry is very firm on using flight safety)

larry mentions that flight safety is more rigourous and fails people however when i spoke with gregg he said failing is rare and it would be hard to fail dave knowing he works on Larry's team

please advise if ok to proceed and with or without extras as per pricing below or shall i call simuflight to obtain an accurate picture of cost differential

thank you

Larry V
G550 / B430 \$57,400

CPDLC. \$ 7,300
Syn Vision. \$ 4,700

Total LV \$69,400

Dave Rodgers
G550 / GIV. \$62,600
CPDLC. \$. 7,300
Syn Vision. \$. 4,700

Total \$74,600

Bill Hammond
G550 / GIV. \$62,600
CPDLC. \$. 7,300
Syn Vision. \$. 4,700

Total. \$74,600

Total without CPDLC and Syn Vision 182,600
Total with CPDLC and Syn Vision 218,600

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

Begin forwarded message:

From: Larry <[REDACTED]>
Subject: Re: G550
Date: May 25, 2017 at 11:13:49 AM EDT
To: Richard Kahn <[REDACTED]>

Rich

Jeffrey asked me the difference between FSI FlightSaftey and CAE Simuflite training, since its a \$20k difference between schools.

FSI is a more Regimented and Harder to pass a pilot with lower than average skills, FSI would not offer a Type Rating class to Nadia due to her experience level. I've seen 3 pilots in my classes held back for more training, I've trained the past 10 years at FSI,. Dave attends CAE,. It's time for all of our pilots to be test properly. It's the difference between Harvard and a Community collage.

Here is what i come up with total training, pls advise if approved?

Definitions:

CPDLC = Controller-Pilot Data Link Communication.
Syn Vision = Synthetic Vision.
HUD = Heads Up Display, included in G550 initial training.
EVS = Enhanced Vision System, Included in G550 initial training.

Larry V
G550 / B430 \$57,400
CPDLC. \$ 7,300
Syn Vision. \$ 4,700

Total LV \$69,400

Dave Rodgers
G550 / GIV. \$62,600
CPDLC. \$. 7,300
Syn Vision. \$. 4,700

Total \$74,600

Bill Hammond
G550 / GIV. \$62,600
CPDLC. \$. 7,300
Syn Vision. \$. 4,700

Total. \$74,600

Total training with FlightSaftey
\$218,600

Thank you,
Larry

Sent from my iPad

On May 25, 2017, at 10:31 AM, Richard Kahn <[REDACTED]> wrote:

i did not see your response or may have missed it..
can you please be specific on additional training needed along with cost so i can present to jee total cost
thank you

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

On May 25, 2017, at 10:28 AM, Larry Visoski <[REDACTED]> wrote:

Hi Rich,
I thought I copied you on my response to Greg in reference to enhanced training,,
Below is Greg's response and reduce pricing for
CODLC,,
HUD and EVS included in initial,,
See below email Trail

Thx
Larry

Sent from my iPhone

Begin forwarded message:

From: Richard Kahn <[REDACTED]>
Date: May 25, 2017 at 10:15:32 AM EDT
To: Larry Visoski <[REDACTED]>
Subject: Re: G550

Yes but you never responded or communicated if any ancillary courses are needed.

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



On May 25, 2017, at 9:41 AM, Larry Visoski <[REDACTED]> wrote:

Hi Rich,,
I'd like to get closure on G550 training and pick class dates.
Are you satisfied with Greg's counter offer?

Thx
Larry

Sent from my iPhone

Begin forwarded message:

From: "Williford, Greg" <[REDACTED]>
Date: May 23, 2017 at 3:47:25 PM EDT

To: Larry Visoski <[REDACTED]>
Cc: Richard Kahn <[REDACTED]>, "McCann, Suzanne"
<[REDACTED]>
Subject: RE: G550

Hi Larry and Rich,

Here are your special rates for the G550 Ancillary courses, if needed:

EVS - \$0 (covered in the G550 Initial)	
HUD - \$0 (covered in the G550 Initial)	
Enhanced Navigation (CPDLC, WAAS, ADS-C) - \$7,300 each Time or Two Event	Normally \$9,500 under One
Gulfstream Synthetic Vision - \$4,700 each Time or Two Event	Normally \$7,500 under One
Gulfstream XM Aviation - \$445 Time or Two Event	Normally \$555 under One

Please advise on which of the above you'll need based upon your particular serial number and also which account you'd like the training to be on.

All the best,

Greg

Greg Williford

Regional Sales Director

FlightSafety International

[REDACTED] Office
[REDACTED] Cell
[REDACTED] Fax

[REDACTED]

From: Larry Visoski [mailto: [REDACTED]]
Sent: Tuesday, May 23, 2017 11:47 AM
To: Williford, Greg
Cc: Richard Kahn; McCann, Suzanne
Subject: Re: G550

Ok pls include Special pricing for EVS/HUD and CODLC training for Mr Kahn to approve

Thx

Larry

Sent from my iPhone

On May 23, 2017, at 11:40 AM, Williford, Greg < [REDACTED] > wrote:

Hi Larry,

Full Service covers a few of the "nice to know" enrichments like cold weather ops, TAWS, CFIT, etc. and Full Service also gives discounts for many of the ancillary courses. However, the Two Event program is not Full Service and covers two specific events per pilot. That said, with the commitment you and Rich are making to FlightSafety for all three pilots, we may be able to provide the Full Service rates for the ancillary courses like Enhanced Nav and Synthetic Vision, etc.

Attached are fact sheets on Enhanced Nav, Synthetic Vision, XM Aviation Weather and CPDLC eLearning. Let me know if you wish to take any of these or other ancillary courses and I can include your special prices in the Agreement.

I'm available by phone [REDACTED] if you'd like to discuss.

All the best,

Greg

From: Larry Visoski [mailto: [REDACTED]]
Sent: Tuesday, May 23, 2017 11:24 AM
To: Williford, Greg
Cc: Richard Kahn; McCann, Suzanne
Subject: Re: G550

Thx Greg,,

Yes we have HUD and EVS,,

Also need advanced Navigation course for CPDLC as well,, is this done on Line or in Classroom format?

On May 23, 2017, at 11:18 AM, Williford, Greg <[REDACTED]> wrote:

Hi Mr. Richard,

Great to speak with you again yesterday and thank you for this opportunity to be of service.

I have discussed your counter proposal with our team and we are able to come very close to meeting your requests:

1. We are able to offer you a G550 Initial with Bell 430 Recurrent within 14 months for Larry at \$57,400 each
2. We are able to offer you G550 Initial with Gulfstream G-IV Recurrent within 14 months for your other two pilots at \$62,600 each
3. We will prepare a contract for all three pilots for your signature. Upon signing, we will create invoices for each pilot and ask that the three invoices be prepaid (\$182,600 total) before the first training session for the first pilot on the schedule.

Our G550 Initial course covers HUD and EVS. Please advise if the unit you have purchased has Enhanced Navigation, Synthetic Vision and/or XM Weather and we can get you pricing for those courses.

Lastly, we have at least three different accounts set up for your current airplanes and will need to consolidate the training for all three pilots onto one. When you are ready to move forward, please advise which account will be best for the scheduling, contract and billing and we will send you the Agreement for Training under that account to cover your special rates.

Please let me know if you have questions and if I can be of assistance in any way. We truly appreciate your business.

All the best,
Greg

Greg Williford
Regional Sales Director
FlightSafety International

[REDACTED] Office
[REDACTED] Cell
[REDACTED] Fax
[REDACTED]

Begin forwarded message:

From: "Williford, Greg" <[REDACTED]>

Subject: RE: G550

Date: May 22, 2017 at 8:08:28 AM EDT

To: Richard Kahn <[REDACTED]>

Hi Richard,

I was on vacation Thursday and Friday....sorry I missed your calls and email. I'm in the office today and looking forward to speaking with you. Please call me whenever convenient at [REDACTED] or let me know a good time to reach out to you.

All the best,

Greg

Greg Williford
Regional Sales Director
FlightSafety International

[REDACTED] Office

[REDACTED] Cell

From: Richard Kahn [[mailto:\[REDACTED\]](mailto:[REDACTED])]

Sent: Friday, May 19, 2017 3:50 PM

To: Williford, Greg

Subject: Re: G550

i just called your office and cell

can you please call me on my cell when you have time so we can hopefully move forward together

thank you

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

On May 18, 2017, at 9:22 AM, Richard Kahn <[REDACTED]> wrote:

good morning

happy to hear that you and larry have again been in touch

i am meeting with our principal today as he wants to make a decision on this by the end of the week

can you please review your pricing and agree to move forward as follows:

Gulfstream G550 Initial with Bell 430 Recurrent within 14 months - \$57,500 each pilot

Gulfstream G550 Initial with Gulfstream G-IV Recurrent within 14 months - \$62,000 each pilot

discount requested $1500 + 2500 + 2500 = 6,900$ or 3.66% of 188,400 total cost

i strongly believe we can make this happen with above prices

please advise

thank you

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

Begin forwarded message:

From: Larry Visoski <[REDACTED]>
Subject: Fwd: G550
Date: May 15, 2017 at 5:38:52 PM EDT
To: Rich Kahn <[REDACTED]>, Je vacation <jeevacation@gmail.com>

From FlightSaftey

Sent from my iPhone

Begin forwarded message:

From: "Williford, Greg" <[REDACTED]>
Date: May 15, 2017 at 8:12:36 PM GMT+2
To: Larry Visoski <[REDACTED]>
Cc: "McClendon, Woody" <[REDACTED]>, "Martinez, Melanie" <[REDACTED]>, "Parrish, Vincent" <[REDACTED]>
Subject: RE: G550

Hi Larry,

Great to hear that the G550 deal came through. We look forward to being of service for all your training needs.

As you know, we have several pricing options, including the Two Event/13 Month contract (2 sessions per pilot within 14 months). The Two Event program offers additional discounts off the One Time pricing by prepaying the two events at the start of the contract period. We can "mix" aircraft types under the Two Event pricing option as long as the training and contract is all with one account.

Listed below are your prices for 2017:

TWO EVENT

Gulfstream G550 Initial with Bell 430 Recurrent within 14 months - \$59,400 each pilot

Gulfstream G550 Initial with Gulfstream G-IV Recurrent within 14 months - \$64,500 each pilot

Please let me know if you have questions and if we can be of service in any way.

All the best,
Greg

Greg Williford
Regional Sales Director
FlightSafety International

Office
Cell

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

From: Larry Visoski [mailto:[\[REDACTED\]](mailto:)]

Sent: Sunday, May 14, 2017 3:55 PM

To: Williford, Greg; McClendon, Woody; Parrish, Vincent; Martinez, Melanie

Subject: G550

Hello Greg,,
I have 2 pilots that require;
G550 initial training,
And GIV Reccurent,,
Can you price this for me?

I need G550 Initial plus Bell 430 recurrent myself,, Can you present a full package to sign with Flight safety with above Request?

Thx
Larry Visoski
[REDACTED]

Plan D, LLC G550
Jege LLc GIV
Hyperion Air, LLc Bell 430

Sent from my iPhone

Rich

Yes Dave, Bill and I have completed Training in GIV in past 12 months,. Greg Williford is with Flight Saftey, he didn't realize I trained with simuflite this past year

My plan was to send Dave Rodgers to Flight Saftey for G550 initial,

I was planning to send Bill Hammond and myself to simuflight,. For cost savings,,

I told Jeffrey that Flight Saftey has a more thorough flight training program that Dave would benefit from,.

Plus not everyone passes the course at FlightSafety much more stringent,.

If we want to save \$20,000 per person in training cost we all could attend Simuflite if you like?

Larry

Simuflite CAE GIV recurrent training March 2017,. Due GIV in March 2018.

Dave Rodgers

Simuflite CAE trained Aug 2016,. Is due for recurrent Aug 2017,.

William Hammond

Trained FlightSaftey

July 2016,. Is due for ReCurrent July 2017,.

Sent from my iPhone

On Apr 25, 2017, at 11:41 AM, Richard Kahn <[REDACTED]> wrote:

ok

larry can you please provide last GIV training dates (dave, bill and yourself) as i believe i was told by greg wilford of flight safety that we may have to do separate training for GIV if GV not done either within 12 months or 1 month thereafter..

i just informed jee of this but did not have dates and need to verify timing

Richard Kahn

HBRK Associates Inc.

575 Lexington Avenue 4th Floor

New York, NY 10022



On Apr 24, 2017, at 6:50 PM, jeffrey E. <jeevacation@gmail.com> wrote:

i think it best that we wait , until closer to the itme the plane is ready from erics i dont want dave or larry to have 4 months between training and flying

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] ell
[REDACTED] cell

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>
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 recurrent 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>

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> 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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please note

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