

From: "jeffrey E." <jeevacation@gmail.com>
To: Larry Visoski <[REDACTED]>
Subject: Re: Customer interest in GE OnPoint
Date: Tue, 13 Dec 2016 18:44:06 +0000

yes

On Tue, Dec 13, 2016 at 1:40 PM, Larry Visoski <[REDACTED]> wrote:

Jeffrey

GE OnPoint needs more Data, I know for a fact that Husham does not hanger this BBJ, it's lived outside for past 10 years,

Steve indicated he prefers the lower time engine, in email below,

May I request from Husham more Data for GE to review?

Thank you

Larry

Sent from my iPhone

Begin forwarded message:

From: "McManus, Steve (GE Aviation, US)" <[REDACTED]>
Date: December 13, 2016 at 12:22:34 PM EST
To: Larry <[REDACTED]>
Cc: "Curcio, James (GE Aviation, US)" <[REDACTED]>
Subject: Customer interest in GE OnPoint

Larry,

Any engine operated in the ME Hot Harsh environment has a potential higher risk the more hours it has operated in the environment. The risk is mitigated through continued maintenance, which includes a routine waterwash and being housed in a hanger....

I am in favor of the lower time engines but to provide an accurate quote will need to see the maintenance records / camp reports as well as the BSI coupled with performance

Kind Regards

Steve McManus
GE Aviation
BGA Sales Director
Mobile: [REDACTED]
Email: [REDACTED]

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forth herein has been disclosed in confidence and may not be disclosed or used for any purpose by the recipient without the express written consent of the sender of this electronic message. Any disclosure or use in violation of the foregoing shall be deemed a breach by the recipient of such confidentiality obligation.

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

From: Larry [mailto: [REDACTED]]
Sent: Tuesday, December 13, 2016 10:37 AM
To: McManus, Steve (GE Aviation, US)
Cc: Curcio, James (GE Aviation, US)
Subject: EXT: Re: Customer interest in GE OnPoint

Hi Steve,,
Currently the BBJ has 6280 hours airframe,, And 2231 cycles on airframe.

As I stated Royal Jet in Abu Dhabi owns and operates this plane,, Since they operate 7 BBJ's they mix and match their engines as they require Mx., The BBJ we are in pursuit
#1 ENGINE serial number 876170 has 12,495 hours and 4184 cycles,, This engine has High margins since it has seen a shop performance visit about 5 years ago.,
#2 ENGINE serial number 889151 has 5176 hours TSN with 1636 cycles.
No shop visit since new.
We have option to remove the 12,500 hour engine and install the original engine that came with this BBJ, serial 876171, Which has 6200 hours, no shop visit.

Can you adjust your quote if we elect to keep the 12500 engine installed and enroll in your OnPoint program?

Thank you,

Larry Visoski
chief Pilot

Plan D, LLC
[REDACTED]
St Thomas, USVI 00802

[REDACTED] cell
[REDACTED],

JEGE, Inc
[REDACTED]
West Palm Beach Fl 33406

Sent from my iPad

On Dec 13, 2016, at 9:54 AM, McManus, Steve (GE Aviation, US) < [REDACTED] > wrote:

Larry

I am providing a Preliminary OnPoint quote for the BBJ, with approximately 6000 TSN, we discussed yesterday afternoon that will be based in the US having an annual utilization, 250 hours. As I understand, the BBJ has been based in middle east which does merit inspection and recognition of the impact of the past hot harsh environment operation. The OnPoint Engine Flight Hour (EFH) rate for the respective engines are \$321 EFH - No buy-in.

Through OnPoint you have access to world's best support network, large engine lease pools, spare parts availability, simplified contracts and procedures. GE is committed to providing a complete OnPoint solution in help to maintain the value of your investment. Since 100% of coverage starts on day one, you will have predictable budgeting and tools to manage the engine maintenance program.

OnPoint 100% OEM coverage starts from day one and includes:

- * Scheduled and unscheduled engine required maintenance (including labor, material, overhaul, repair, inspection, and test)
- * Engine removal and re-installation
- * Transportation of installed and leased engines (four-way)
- * Lease engine(s)
- * Overhaul, repair and/or exchange of LRUs including transportation
- * Service Bulletin's (SBs)/ Airworthiness Directives (ADs)
- * All Life Limited Parts (LLPs)
- * Comprehensive OEM diagnostics with immediate notifications and monthly reports
- * 50 man-hours annually for line maintenance
- * Filter, o-rings, igniters for Chapter 5 Inspections
- * Dedicated Customer Program Manager with current OEM expertise
- * No buy-in required
- * Fully transferable

There is a qualification requirement that consists of a complete borescope inspection that you will need to provide me, with no unserviceable findings see attached Engine Qualification document.

If interested in receiving an agreement to review all I need to do is set up an account for the customer (aircraft owner/title holder) and the (operator / manager) of the aircraft if different from the owner. Attached is the Customer Details form, please complete items and email it back to me.

We also have a new lower price program for BBJ's; Essential Service
which would be \$153 efh

I have attached an overview of both OnPoint and Essential Services brochures for your review.

Steve McManus

GE Aviation

BGA Sales Director

Mobile: [REDACTED]

Email: [REDACTED]

The foregoing represents a proposal for pricing for the OnPoint Program for the aircraft and engines set forth herein and is not intended, nor will it be construed, as a contract between the sender and recipient or any other party. The proposed pricing has been quoted based upon preliminary information provided, and shall be subject to change upon completion of further review and inspection of the subject aircraft and engines as may be deemed necessary. Neither the recipient nor the sender will be bound to each other unless and until their mutual execution of an OnPoint Engine Services Agreement, and then only to the extent provided in such agreement.

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

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

Sent: Monday, December 12, 2016 3:09 PM

To: Curcio, James (GE Aviation, US); McManus, Steve (GE Aviation, US)

Subject: Customer interest in GE OnPoint

Name = Larry VISOSKI

Email = [REDACTED]

Phone = [REDACTED]

Contact Preference = Phone

<GE OPS1pg .pdf>

<Customer Details FORM 972016.docx>

<Eng Qualification document2.docx>

<GE ES1pg .pdf>

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please note

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