

From: [REDACTED]

To: jeevacation@gmail.com

CC: [REDACTED]

Subject: Fwd: GIV interior update Eric Roth,.

Date: Wed, 19 Jun 2013 16:40:22 +0000

Attachments: RK61913.pdf

Inline-Images: image001.jpg; image002.jpg; image003.jpg

Jeffry,

Attached is a letter Eric was going to send to Rich regarding price on GIV interior.

I spoke to Eric this morning and advised him this was approach would be non productive, I told Eric I supported Rich's concerns that presenting two large price points, one being the \$336k/\$356k corrected number for main cabin and \$89k for remove and install cost of interior,.I questioned the \$89k for removal and installation of interior, this should be included in his interior price.

I reminded Eric that we requested no interior work in the cockpit, only crew seats. Eric is revising his quote, NOT discounting anything, to remove the cockpit work and air gasper plating, this should reduce the quote an estimated \$20k.

Yesterday Eric offered to Rich, splitting the \$20,000 Typo Error with you, offering a \$10,000 discount off his full price. Today Eric informs me that his offer is no longer valid, and is offering only to remove the cost to fabricate the Cushion on Credenza value \$3,450.00

Eric is very defensive when questioned about his large amounts. Eric believes this confrontation and price questioning is being driven by Rich and Myself, Eric feels he has a close relationship with you, that he doesn't have to explain or break down his cost for items, . I think an final price offer from you would be taken more seriously by Eric.

Rich will fwd Eric's final cost today,.

thank you,

Larry

From: [REDACTED]

To: [REDACTED]

Sent: 6/19/2013 9:17:50 [REDACTED]. Eastern Daylight Time

Subj: Richard Kahn

Larry,

This is the letter I would like to send to Richard this morning.

I found him to be offensive and an attack on my character. His argument is without any merit and degrades my tireless effort to please Jeffrey.

As per your request, I am forwarding this to you first and will wait for your input before I send to Richard.

ERIC H. ROTH | PRESIDENT

JJI Logo - Horizontal-SMALL



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