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November 14, 2014

The Trump Organization and Glasgow Prestwick Airport announce official partnership

This morning Donald J. Trump arrived at Glasgow Prestwick Airport to announce the Trump Organization's official partnership with the Scottish based aviation group. Prestwick has been selected as the Scottish base for all Trump aviation operations which includes Mr. Trump's private Boeing 757 and Sikorsky 76B helicopter. Prestwick will serve as the main hub for not only Mr. Trump's private aviation operation but in particular it will service the Trump Turnberry Resort which with Mr Trump's investment of £250 million will transform it into the finest resort in the world.

Trump arrived in his signature Boeing 757 and celebrated the announcement alongside Glasgow Prestwick ceo Iain Cochrane, and esteemed councillor Bill McIntosh, who each provided remarks hailing the importance and significance of this strategic alliance.

"We are thrilled to be partnering with Glasgow Prestwick Airport. They have a tremendous facility with a unique rich history. Their expert team and state of the art operation is perfectly aligned with our global client and member base that travel frequently to Scotland and to Trump Turnberry one of the most beautiful destinations anywhere and home to many of the finest golf resorts in the world including the legendary Trump Turnberry and Trump International Golf Links in Aberdeen," said Donald J. Trump, chairman and president of the Trump Organization.

Glasgow Prestwick Airport provides the perfect gateway for private and corporate jet access to Trump Turnberry, the iconic golf and resort property recently purchased by Donald J. Trump, located just 20 miles south of the airport. As part of the partnership, Trump and Prestwick will be offering transfers via the luxurious Trump helicopter, executive cars or private hire.

"We are very excited to be working closely with The Trump Organization going forward and are delighted that Prestwick has been chosen to be the European base for the Trump Sikorsky helicopter. Forging a new partnership between the airport and The Trump Organization will undoubtedly be mutually beneficial to both parties however it will also bring significant opportunities for the region as more inbound visitors travel to visit the legendary Trump Turnberry Resort," stated Iain Cochrane, ceo, Glasgow Prestwick Airport.

Glasgow Prestwick is the only airport in Scotland to have its own railway station and prides itself with exceptional customer service to meet every individual requirement on the day to ensure the travel experience is efficient, safe and friendly at all times. Earlier this year Trump finalized his purchase of the legendary Turnberry golf resort, now known as Trump Turnberry, and has since begun a £200 million redevelopment with improvements dedicated to the Ailsa course as well as the hotel and related amenities.

"The synergy of Trump Turnberry and Prestwick Airport working together is crucial for both parties as we further develop golf and tourism in Ayrshire and Scotland. I am looking forward to working with the wonderful team at Prestwick to continue to create the perfect destination for the global golfer and traveller," said Ralph Porciani, general manager, Trump Turnberry.

Councillor Bill McIntosh, leader of South Ayrshire Council, said: "This is a positive development for both Glasgow Prestwick Airport and Trump Turnberry and further enhances Ayrshire's position as a fabulous golfing and tourism destination. It also epitomizes the many different facets of the Glasgow Prestwick Airport business and is a great example of joined-up working in action."

Kirsten Sweeney

From: Jules Matteoni
Sent: 20 January 2016 13:38
To: Kirsten Sweeney
Subject: FW: Help needed!

Jules Matteoni
Manager of Aviation Services, Fire and Security
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From: Jules Matteoni
Sent: 16 June 2015 09:48
To: 'Ralph Porciani'; Gillian Mcneilly
Cc: kbrock@glasgowprestwick.com
Subject: RE: Help needed!

Good Morning Turnberry,

Firstly, many thanks for taking the time to meet up yesterday to have a constructive discussion on pricing and secondly having the conviction to back up your proposal. As a list of hotels that we use for our business, being honest, Turnberry was always last on the list based on price. Yesterday's proposal places Turnberry in a favourable position and gives us food for thought in our placement of crews moving forward.

The other favourable piece of information that would be of benefit is the marketing leaflet that we were shown yesterday. We would use that to promote the hotel in advance of business arriving at Prestwick. Yesterday was a quick meeting but it would be useful if a couple of the staff got to view the facilities so when we are asked any questions we are prepared with some knowledge of the sites.

[REDACTED] Once we are clear someone from the airport will be in touch.

Once again thanks for your assistance and look forward to meeting up soon to firm up the arrangements.

Best regards

Jules

Kiraten Sweeney

From: Iain Cochrane
Sent: 15 August 2014 11:27
To: Chic Brodie MSP (chic.brodie.msp@scottish.parliament.uk)
Subject: Meeting with Donald Trump's team

Follow Up Flag: Follow up
Flag Status: Completed

Hi Chic,

I just let you know Graeme and I met with some of Donald Trump's team (including George Sorlat and Lawrence Giffok). They spoke highly of your engagement and enthusiasm for Prestwick and were incredibly supportive and keen to help develop Prestwick in any reasonable way they can. The first priority from my perspective is to ensure they commit to Prestwick as a base for their Scottish / UK operations with regard to basing their helicopter and aircraft. They seem very keen to do that.

We will be working with them over the coming weeks to explore where their considerable influence may assist opportunities for mutual benefit.

We have agreed to work on a joint press release for issue in the next 2/3 weeks, the scope of which is still to be discussed and content developed. It was suggested that you may wish to contribute, I am not sure if the engagement will be from the Trump team or ourselves but we can keep in touch.

It is important that we get as much good news and impact from the story even if at this stage the financial materiality is quite low.

Regards,

Iain Cochrane
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Our Values: [REDACTED]

Kirsten Sweeney

From: Kevin Brock
Sent: 07 August 2015 15:17
To: Gillian Mcnally
Cc: Jules Mattoon
Subject: RE: [REDACTED] PDF's

That's great Gillian, Thanks

From: Gillian Mcnally (mailto:[REDACTED])
Sent: 07 August 2015 13:27
To: Kevin Brock
Cc: Jules Mattoon
Subject: Re: [REDACTED] PDF's

Kevin,

That's great and just to confirm as it stands at the moment, we have agreed a rate [REDACTED] room only, single or double occupancy. Rooms will be in our Lodge or Apartment accommodation and will overflow to the main hotel if the group is large and more rooms are required. Breakfast is available at the [REDACTED] or person.

Look forward to hearing from you when you return and have a great trip.

Kind regards,

Gillian

On 7 August 2015 at 12:05, Kevin Brock <kbrock@glasgowrestwick.com> wrote:

Hi Gillian,

Thanks for the PDF's, I'll print out a pile and take them to [REDACTED] We will also attach the PDF when we email the [REDACTED]

Best regards,

Kevin

From: Gillian Mcnally (mailto:[REDACTED])
Sent: 06 August 2015 17:49
To: Kevin Brock <kbrock@glasgowrestwick.com>; Jules Mattoon <jmattoon@glasgowrestwick.com>
Subject: [REDACTED] PDF's

Kirsten Sweeney

From: Kevin Brock
Sent: 17 June 2015 08:26
To: Jules Matteoni
Subject: FW: Reservation

Importance: High

Hi Jules,

The [REDACTED] And hotel accommodation proved to be a nightmare for the 45 persons on board. We tried every hotel in Ayrshire, Glasgow and even over towards Edinburgh with only a room here and a room there. In the end we sent them to Turnberry and it'll be [REDACTED] per person per night.

I hope the costs of the hotel accommodation don't result in the [REDACTED]

Cheers,
Kevin

From: Prestwick FBO
Sent: 17 June 2015 07:43
To: Kevin Brock
Subject: FW: Reservation

REC Agent



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From: Prestwick FBO
Sent: 17 June 2015 08:55
To: jules@turnberry.com
Subject: RE: Reservation

[REDACTED]

[REDACTED] I don't know who will be going into the single rooms and who will be going into the twins. I think the first table will be in the single rooms.

[REDACTED] Prestwick Airport now so they will arrive at Turnberry in approx. 45 mins.

[REDACTED]
Kevin

[REDACTED]

FBO Agent



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From: Prestwick FBO
Sent: 17 June 2015 06:56
To: [REDACTED]
Subject: Reservation

Hi Jose,

Thank you very much for assisting us this morning, it is very much appreciated.

As discussed, I would like to make the following reservations with you for 45 [REDACTED] crew staying for tonight and checking out on the 18th,

We would like to use all 28 single occupancy rooms at the [REDACTED] rate, and house the remaining 17 guests in the twin occupancy rooms at the [REDACTED] rate.

The bus should arrive with you around 0645/0700.

Please feel free to contact us at 01292 511 181 should you have any enquiries.

Thank you again, best regards,

Kris Ballie

FBO Agent



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