

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Zorro- 2011 International Dump Truck
Date: Fri, 16 Oct 2015 17:35:32 +0000

Attachments: 20151015164303456.pdf; Logo_SummitTruckGroup.png; Spec_Flyer_BJ336366.pdf

Inline-Images: dump_1_Telerik_Web_UI_WebResource.jpg; Dump_2_Telerik_Web_UI_WebResource.jpg;
Dump_3_Telerik_Web_UI_WebResource.jpg; Dump_4_Telerik_Web_UI_WebResource.jpg;
Dump_5_Telerik_Web_UI_WebResource.jpg; Dump_6_Telerik_Web_UI_WebResource.jpg;
Dump_7_Telerik_Web_UI_WebResource.jpg; Dump_8_Telerik_Web_UI_WebResource.jpg;
Dump_9_Telerik_Web_UI_WebResource.jpg;
Dump_10_Telerik_Web_UI_WebResource.jpg

Brice and i have searched for the past 4-5 weeks to find a dump truck less than 10 years old as well as low mileage (less than 200,000)

About 4 weeks ago we located a 2005 International 7500 which had 76,223 miles and negotiated a price of 57,000 and dealer was going to fix oil leak that was discovered on inspection

Attached truck details are as follows:

Make: [REDACTED]
Mileage: 140,725
Asking Price: 82,500
Negotiated Price: 79,000
Sales Tax 3%: 2,370
License resist: 250

Total Cost: 81,620

We should receive inspection later today and truck can be onsite in 7 business days
Brice says if we proceed he would not rent additional truck at cost of 3,500 for next week

Please advise if ok to proceed if inspection comes back ok
Thank you

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

Begin forwarded message:

From: Luis Garcia <[REDACTED]>
Subject: Pricing Breakdown
Date: October 15, 2015 at 6:05:23 PM EDT
To: [REDACTED] <[REDACTED]>, Richard Kahn <[REDACTED]>

Cc: Brian Foster <[REDACTED]>

Good Afternoon Gentlemen,

Attached you will find a purchase order for the 2011 International [REDACTED]. You will find the complete price breakdown which includes the selling price, the NM State Tax and the licensing fee as well. The unit was inspected today and I am anticipating the report to arrive by tomorrow. Let me know if there is anything else I can provide.

Luis Garcia
Salesperson - New Trucks
Summit Truck Group

[REDACTED]
-----Original Message-----

From: [REDACTED] [mailto:[REDACTED]]
Sent: Thursday, October 15, 2015 3:43 PM
To: Luis Garcia <[REDACTED]>
Subject: SCAN [PRNT-0044]

This E-mail was sent from [REDACTED]

Scan Date: 10.15.2015 16:43:03 (-0500)
Queries to: [REDACTED]



Begin forwarded message:

From: Luis Garcia <[REDACTED]>
Subject: RE: Follow up
Date: October 14, 2015 at 12:00:43 PM EDT
To: Richard Kahn <[REDACTED]>
Cc: [REDACTED] <[REDACTED]>, Brian Foster <[REDACTED]>

I will get it done.

Luis Garcia
Salesperson - New Trucks

Summit Truck Group
[REDACTED]

From: Richard Kahn [mailto:[REDACTED]]
Sent: Wednesday, October 14, 2015 10:13 AM
To: Luis Garcia <[REDACTED]>
Cc: [REDACTED] <[REDACTED]>; Brian Foster <[REDACTED]>
Subject: Re: Follow up

please proceed with inspection
thank you

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

On Oct 14, 2015, at 10:51 AM, Luis Garcia <[REDACTED]> wrote:

Good Morning Richard,

Unfortunately, I cannot go below the \$79,000 selling price. Oklahoma City's original selling price was \$85,000. The used truck sales manager is none too happy with me selling the unit at \$79,000. For the year, mileage and condition of the truck, the selling price of \$85,000 is on point per book. In addition, you have the proper amount of horsepower and correct gear ratio for hauling the heavy loads that will be hauled. If you want to move forward at \$79,000, I can have the inspections performed before weeks end. Truth be told, the trucks I have recently found are selling at the same price and nowhere near the condition of this truck (i.e. torn seats, rust, damage to the body and chassis).

Luis Garcia
Salesperson - New Trucks
Summit Truck Group
[REDACTED]

From: Richard Kahn [mailto:[REDACTED]]
Sent: Wednesday, October 14, 2015 9:38 AM
To: Luis Garcia <[REDACTED]>
Cc: [REDACTED] <[REDACTED]>; Brian Foster <[REDACTED]>
Subject: Re: Follow up

thank you for the follow up

i presented 79,000 to our principal and unfortunately he said no
i told him it was a great truck and he then replied i wanted mid 70's on pricing
i explained that was not possible and he then said if you could do a deal for 77,500 we can wire funds by friday after
truck has been inspected
please advise
thank you

EFTA00694165

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

On Oct 14, 2015, at 10:34 AM, Luis Garcia <[REDACTED]> wrote:

Good Morning Brice,

Just wanted to follow up with you. Are you looking to move forward on the 2011 Int'l Dump at \$79,000?
Just want to see what I need to do next. I am not sure if I told you but the truck is at our Oklahoma City Dealership.

Luis Garcia
Salesperson - New Trucks

[REDACTED]
1623 Aspen Ave NW | Albuquerque, NM 87104 | [REDACTED]

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Please consider the environment before printing this email.

Begin forwarded message:

From: Zorro Ranch <[REDACTED]>
Subject: ZDC Dump Truck
Date: October 14, 2015 at 12:26:13 PM EDT
To: Richard Kahn <[REDACTED]>
Cc: ZDC <[REDACTED]>

FYI
1. Dump truck from hertz not available due to hydraulic cylinder leak, they indicated next week for availability
Please note this truck was in very poor condition, there asking price was in the 70's
2. We are trying to locate a Dump truck from somewhere for next week
Possible option truck and driver \$3500 5 day

3. Zorro Dump truck has developed a rear seal leak and exhaust leak
Have scheduled West Truck for early next week to inspect and determine repair and cost
We are still operating truck

Dozer due on sight this afternoon
Excavator be returned this afternoon
Forming rock retaining wall has started today and rock collection is the Main focus
Please note the boss has now requested seeding area before winter
This will add more time, topsoil and seed to project
Will
Let you know if we find a truck

Thx

Sent from my iPhone

Begin forwarded message:

From: [REDACTED] <[REDACTED]>
Subject: Fwd: 2011 Dump
Date: October 6, 2015 at 9:27:21 AM EDT
To: Rich Kahn <[REDACTED]>

Rich
attached for your review, I have not been able find anything in this condition etc anywhere else
let me know when you will have to discuss this option
thx

----- Forwarded message -----

From: Luis Garcia <[REDACTED]>
Date: Fri, Oct 2, 2015 at 3:51 PM
Subject: 2011 Dump
To: [REDACTED] <[REDACTED]>
Cc: Brian Foster <[REDACTED]>

Brice,

Per our conversation earlier, I have attached the flyer for the 2011 International Dump. I may have to send you a couple emails with all the pictures I have (10) since my email is limited on the file size I can send. I will check on an older unit, much like the one that was sold on us, on Monday. Thank you for continuing to work with me. I truly appreciate it.

Luis Garcia
Salesperson – New Trucks

[REDACTED]

[REDACTED]

[REDACTED]

1623 Aspen Ave NW | Albuquerque, NM 87104 | [REDACTED]

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--
[REDACTED]
Stanley, NM

[REDACTED]