

Ashley Jasper

From: Nic Stelken <nstelken@edge-cole.k12.ia.us>
Sent: Tuesday, March 29, 2022 1:29 PM
To: Ashley Jasper
Subject: Fwd: Toyne Purchase Agreement
Attachments: image001.jpg; Purchase Agreement 3.25.22 Nic Stelken.pdf

Ashley, this is from our Toyne rep. Good info for our meeting.

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

From: <derner@toyne.com>
Date: Tue, Mar 29, 2022, 1:26 PM
Subject: RE: Toyne Purchase Agreement
To: Nic Stelken <nstelken@edge-cole.k12.ia.us>
Cc: Tim Bakes <backestr77@gmail.com>, <zitelman3@gmail.com>

Nic,

That is a good questions in the world we live in today. I sent his to Tim a week or so ago to make sure you are updated for the meeting. If you wait till next year I am guessing but I would estimate it to be around \$35-50 thousand higher. We have seen those type of increases over the last 12 months. Remember we do not require anything down payment on order. We offer discounts if the chassis is paid for upon arrival to Toyne or if they want to pre-pay any amount up front. If they are short money to purchase now it would be cheaper to do a lease purchase. I can finance in the 3-4% range for 10 years with no Pre Payment penalties. Hope this helps. Im not to worried about the current prices we have. I have a feeling Freightliner will have some spots open up on the chassis. We are getting some chassis in now that weren't supposed to be here till August. (figure that one out) Any other questions let me know. Thanks.

Dale Derner Midwest Regional Sales Representative

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From: Nic Stelken <nstelken@edge-cole.k12.ia.us>
Sent: Tuesday, March 29, 2022 12:57 PM
To: Tim Backes <backestr77@gmail.com>; derner@toyne.com
Cc: Nick Zitelman <zitelman3@gmail.com>
Subject: Re: Toyne Purchase Agreement

Dale, we meet with the council next week. If we can't get in for a build this year, what would be the price increase be.?

Thanks

On Fri, Mar 25, 2022 at 9:55 AM Tim Backes <backestr77@gmail.com> wrote:

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

From: <derner@toyne.com>
Date: Fri, Mar 25, 2022, 9:25 AM
Subject: Toyne Purchase Agreement
To: Tim Bakes <backestr77@gmail.com>

Tim attached is the updated purchase agreement. Freightliner raised their price a little bit. Please read the note below. Any questions let me know. Thanks.

NOTE—we currently show sold out of build slots for this year.. however, we are waiting to see if additional slots become available as the year progresses.

- “IF” we don’t get any more slots.. this will roll into a `24 model year and pricing will need to be adjusted as such..

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Nic Stelken

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Facility Manager