

To: Marino,Salvatore[REDACTED]
From: Lesley Groff
Sent: Thur 4/30/2015 6:23:07 PM
Subject: Re: ML

He had to leave for the day as his wife is having a procedure done...i will send him a note...

On Apr 30, 2015, at 2:07 PM, Marino,Salvatore [REDACTED] > wrote:

Hi, Lesley:

Had I known there were three cars pending I could have been much more aggressive with my prices. Is there any chance we can bid for your company's business on these cars?

By the way, if the company has additional cars registered to the company (no matter the brand) I will be able to get additional 'Fleet' discounting in place.

Please contact me at your earliest convenience so that we might discuss the possibilities. Or, if you prefer, I can contact your CFO.

Regards,
Sal

From: Lesley Groff [mailto:[REDACTED]]
Sent: Thursday, April 30, 2015 1:14 PM
To: Marino,Salvatore
Subject: Re: ML

Hi Sal...sorry I missed your call. Our CFO has informed me he will be buying me a car through a different dealer...turns out my boss is also having our CFO buy him 2 cars at the same time as mine, so our CFO has been working this leverage...(I, of course, am grateful for anything...!)

Thank you for your time and efforts...

Lesley

On Apr 29, 2015, at 3:43 PM, Marino,Salvatore [REDACTED] wrote:

Lesley:

The MSRP of the vehicle we discussed is \$65,424. We can offer a Selling Price of \$62,153.75 which represents a 5% discount off the MSRP.

We will check availability and if you are ready to make the deal, the car should be here within a week.

Please let me know where the car will be registered, as taxes and registration fees are regional and will be added to the final amount.

Regards,
Sal

From: Lesley Groff [mailto:lesley.groff@penske.com]
Sent: Wednesday, April 29, 2015 3:20 PM
To: Marino, Salvatore
Subject: Re: ML

ok, got it...numbers is what I need for our CFO...keeping fingers crossed...thanks!

On Apr 29, 2015, at 3:18 PM, Marino, Salvatore
[REDACTED] wrote:

Got it. I'll work the numbers and get back to you. The car may be available. But I won't know until we start the locate process.
Sal

From: Lesley Groff [mailto:lesley.groff@penske.com]
Sent: Wednesday, April 29, 2015 3:14 PM
To: Marino, Salvatore
Subject: Re: ML

Sal! I'm on the other line now with work issues...but listened to your message first! the interior is almond beige/black leather!! I think you found the car! let me see if I can find my scan of the specs...will send to you

On Apr 29, 2015, at 2:42 PM, Marino, Salvatore
[REDACTED] wrote:

Lesley,
Please call me ASAP and I will be happy to create a quote for the ML

Sal Marino
Mercedes-Benz of Greenwich
[REDACTED] Direct
[REDACTED]

Over 40 Brands and 30,000 Vehicles.
The Ultimate Car Buying Experience.
<http://PenskeCars.com>

Penske Automotive Group and its affiliates will never sell or rent your email address in violation of applicable laws. To Opt-Out of future communications or to manage your information with us, click <http://optout.penskeautomotive.com> and inform us of the opt-out or change. Alternatively, you may send your written request to:

Penske Automotive Group
E-Commerce Department
2555 Telegraph Road, Bloomfield Hills, MI 48302.

This email and any files transmitted with it are confidential and intended solely for use of the individual or entity to whom they are addressed. Please delete all copies if you are not the intended recipient.