

Chris Gehrki

From: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Sent: Monday, March 27, 2023 3:53 PM
To: Chris Gehrki
Subject: Re: 2023 Rav4 Hybrid XLE Quote
Attachments: Image.jpeg; Image.jpeg

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Alright Chris, I have included an itemized quote but the fees are slightly off on the itemized one.

We mainly only use the finance screen prints but I was able to dig up this old template to itemize the adds for you to present to your team. However, the fees calculated are slightly off.

The final number is the \$42,741 that we originally discussed, the finance screen print that I originally sent.

Here is the breakdown

MSRP - \$34,648
-Dealer adds include (\$3990)
Perma Plate - \$1995
KARR Security System - \$1995
Total Fees - \$687.75
Tax - \$3,388.26
Total price - \$42,714.01

I hope this combination of information makes it easier to present for you.

Let me know if you have any questions!

Aaron Diaz
Sales Consultant
Temecula Valley Toyota

From: Chris Gehrki <cgehrki@cityofmenifee.us>
Sent: Monday, March 27, 2023 3:30:36 PM
To: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Subject: RE: 2023 Rav4 Hybrid XLE Quote

Hi Aaron,

I'm following up on the quote for the two RAV4 Hybrids. Can you please send today?

Thank you,

Maintenance Operations Center Operating Hours:
Monday – Thursday 6:30 a.m. to 4:00 p.m.
Friday 6:30 a.m. to 3:00 p.m.

Chris Gehrki | Management Analyst
Public Works and Engineering Department
City of Menifee | 27860 Bradley Road | Menifee, CA 92586
Direct: (951) 723-3721 | City Hall: (951) 672-6777 | Fax: (951) 679-3843
cgehrki@cityofmenifee.us | cityofmenifee.us



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From: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Sent: Saturday, March 25, 2023 5:36 PM
To: Chris Gehrki <cgehrki@cityofmenifee.us>
Subject: Re: 2023 Rav4 Hybrid XLE Quote

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Hi Chris,

I am waiting for a final call from my GM as to a final answer if we can discount them that much. I should know in the next hour or two. If we can, I will re-send an itemized quote. Thank you for your patience

From: Chris Gehrki <cgehrki@cityofmenifee.us>
Sent: Saturday, March 25, 2023 12:47 PM
To: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Subject: RE: 2023 Rav4 Hybrid XLE Quote

Hi Aaron,

Were you able to get these vehicles at \$40,000 or below? If so, can you please send a formal quote? My deadline to submit the required documents is Monday by our close of business.

Thank you,

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Monday – Thursday 6:30 a.m. to 4:00 p.m.

Friday 6:30 a.m. to 3:00 p.m.

Chris Gehrki | Management Analyst

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From: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>

Sent: Thursday, March 23, 2023 4:23 PM

To: Chris Gehrki <cgehrki@cityofmenifee.us>

Subject: Re: 2023 Rav4 Hybrid XLE Quote

You don't often get email from adiaz-pellot@tvtoyota.com. [Learn why this is important](#)

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Hello Chris,

I would be happy to send another quote but it will have the exact same numbers. The two XLE's we are working on are identical all the way down to the numbers. Same MSRP, adds, taxes, fees, and out the door numbers. They both will be \$42,714.01 out the door. I can still send another quote if that makes things easier for you?

Aaron Diaz
Sales Consultant
Temecula Valley Toyota

From: Chris Gehrki <cgehrki@cityofmenifee.us>
Sent: Thursday, March 23, 2023 2:10 PM
To: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Subject: RE: 2023 Rav4 Hybrid XLE Quote

Hi Aaron,

Can you please send me a quote for each vehicle separately? Finance will allow us to purchase with two separate POs from the same dealer so we don't need to go back to Council. These quotes will be uploaded as supporting documentation when we request the POs.

Thank you,

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Monday – Thursday 6:30 a.m. to 4:00 p.m.
Friday 6:30 a.m. to 3:00 p.m.

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From: Aaron Diaz <ADiaz-Pellot@tvtoyota.com>
Sent: Thursday, March 23, 2023 1:33 PM
To: Chris Gehrki <cgehrki@cityofmenifee.us>
Subject: 2023 Rav4 Hybrid XLE Quote

[CAUTION]: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Chris,

Thank you for trusting us with your company's new car purchase. Below I have included a quote for a RAV4 Hybrid XLE in white, which i have two identical models of that are currently on the way to us. Once confirmed, we will be able to hold these while for you until ready.

2023 Rav4 Hybrid XLE

Ice Cap white exterior

Black fabric interior

MSRP - \$34,648.00

Dealer added products - \$3990

Dealer added products include Perma Plate and KARR security system.

Normally we have \$4990 in added products on every hybrid vehicle but because you are local and want two, my manager was willing to take \$1000 off of each quote.

With tax and fees, the total out the door for EACH is \$42,714.01

FOR INTERNAL USE ONLY

CUSTOMER **Chris Gehrki**

Home Phone :

Address :

Work Phone :

E-Mail : **cgehrki@cityofmenifee.us**

Cell Phone : **(951) 723-3721**

VEHICLE

Stock # : New / Used : **New** VIN : Mileage :

Vehicle : **2023 Toyota RAV4 Hybrid**

Type : **XLE (CVT) 4dr All-Wheel Drive** Color :

Loan Payments		Estimated	
Cash Down	0	2,000	4,000
60 Months / 7.99 *	869	828	787
72 Months / 7.99 *	751	716	681
* A.P.R. Subject to equity and credit requirements.			

Market Value Selling Price	34,648.00
Perma Plate	1,995.00
KARR Security	1,995.00
Total Purchase	38,638.00
Doc Fee	85.00
Tax	3,388.26
Non Tax Fees	569.75
Balance	42,681.01

1) Contract Date:	03/23/23	18) DMV Fees:	\$ 561.00
2) BANK (W):	TMCC	19) Doc Fee:	\$ 85.00
3) Customer:		20) CA Tire Fee:	
4) Stock #:		21) Tot. Adds/Fees (W):	\$ 687.75
5) COUNTY (W):		22) SalesTax Rt/%%:	8.7500% \$ 3,388.26
6) Cash Price: \$	34,648.00	23) APR:	
7) WeOwe/DUEBILL (W) \$	3,990.00	24) Term:	
8) Rebate:		25) DaysTo/1st Pmt Date:	03/23/23
9) Cash Down:		26) *** PAYMENT ***:	\$ 42,714.01
10) DP		Sale Subtotal:	\$ 36,643.00
11) Trade 1 Allowance:	(W):	Total Financed:	\$ 42,714.01
12) Trade 1 Payoff:		Finance Charge:	
13) Trade 1 ACV:		Total Other Charges:	
14) Tot. TRADES 1&2 (W):		Total of Payments:	\$ 42,714.01
Total Down		Unpaid Balance:	\$ 42,714.01
15) GAP (W):		FG:	
16) Service Contract:		BG:	\$ 1,521.00
Command (?):			

Enter a command, a field number, or press a function key. Enter ? for help.

F3=Sv/Ex F5=RRcall F6=Cust F7=Veh F8=Trd F10=Misc SF11=>

