

Re: Wolfe Car Purchase was not approved by Cynthia

Hal Wolfe <runlikehal@yahoo.com>

To: kevinvmford@gmail.com

Thu, Jan 9, 2020 at 1:01 AM

Hello Kevin - I'm sorry to report that Cynthia recanted her offer and is no longer supporting the purchase of the new EcoSport. I'm very sorry to tell you this. She had told both Anne and myself that it was a go deal, but then recanted. Not sure why - I guess she thinks that a used car is good enough for Anne. Please try to stop the delivery of the light blue one to Midland. Thanks for you help.

Hal Wolff

(734) 487-5616

Re: Cynthia

Anne Wolfe <wolferanne@gmail.com>

To: runlikehal@yahoo.com

Thu, Jan 23, 2020 at 10:12 AM

Hal,

This note was removed at Anne's request.

Anne

EcoSport in Ypsi



Hal Wolfe <runlikehal@yahoo.com>
To: Anne Wolfe



Fri, Jan 24, 2020 at 4:08 PM



SPECIAL GENE BUTMAN FORD

2019 Ford EcoSport Titanium
View Vehicle Details

Body Style:	4D Sport Utility	MSRP:	\$23,990
Model Code:	S3K	Butman Discount:	\$5,672
Engine:	2.0L I4 16V GDI DOHC	Internet Price	\$18,318
Drive Type:	4WD		
Transmission:	6-Speed Automatic		
Ext. Color:	Canyon Ridge Metallic		
Int. Color:	Ebony Black		
Mileage:	15,098		
VIN #:	MAJ6S3KL5KC252654		
Stock #:	11775		
Status:	Available		

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[2019 Ford EcoSport Titanium in Ypsilanti, MI | Detroit Ford EcoSport | Gene Butman Ford](#)

Hal

On Jan 24, 2020, at 1:31 PM, Anne Wolfe <wolferanne@gmail.com> wrote:

Cynthia, Chris,

Here is a 2019 Ecosport in Ypsilanti that Hal found he sent me and included a link. He believes he could negotiate the price down a bit further - he knows the dealer. He would be willing to drive up to Midland, drive me down there in my car, call Cynthia and have her pay for it if that would work out - and it passed both your 'inspection' and perform the trade-in and drive me back to Midland in it, saving you the cost of a driver and a dealer-to-dealer markup.

He said he'd also answer any of your questions about it if you'd like. The color works for me, and it has all the qualities I like....including low miles on it. The price is pretty good. He believes he could bring it down to \$18,000 and then lower with my trade-in. Let me know what you think.

I would get it serviced at Midland Ford and get one of their license plate covers over my vanity plate that would advertise Midland Ford all over town.

Think about it.

Anne

From: cncwolfe@comcast.net

Date: Fri Jan 24 17:54:54 EST 2020

Subject: Re: EcoSport in Ypsi

To: wolferanne@gmail.com;

Well never mind what I said. If Hal is willing to do all of that, and you are, then go ahead with the process. I thought that both of you were tired of looking.

But please do not even contact me until you are :

1. 100 % sure you want it (OK, I will accept 90% :))
2. AND the **TOTAL price** negotiated is around 17,000,- with the trade in, and with **bumper to bumper (not just drive train) Ford warranty** still good for at least \$60,000 miles or 7 years.

Ford Ecosport

Christopher Wolfe <clwolfe@comcast.net>

To: Hal Wolfe

Sat, Feb 1, 2020 at 6:18 PM

Hal,

Thanks for you help in scouting out a car for Anne.

We purchased a certified Ford EcoSport for Anne yesterday from Derreck at the Midland Ford dealership. It's low mileage (13K), has been certified and has the residual warranties that apply to certified Ford vehicles. They will deduct \$1000 for trade in for Anne's car, as well.

We had contacted the dealership in Ypsilanti, and in addition to running up mileage due to personal use by one of the employees, they were not willing to certify the car without an additional fee and offered no

more than \$200 trade in for Anne's vintage Toyota. I suspect that there is more demand in the Ypsilanti region and that dealers are less generous than we found Derreck to be.

Again Hal, thanks for your help!

Chris

[Hal Wolfe](#) <runlikehal@yahoo.com>

To: Christopher Wolfe

Cc: ALAN WOLFE, Anne Wolfe

Sun, Feb 2, 2020 at 3:27 PM

Hello Chris - thanks for the note. As to the car in Ypsi, it was a 2019 EcoSport and yes it was being driven by an employee, but that driving ceased when I told them I was interested. It had 16,807 miles on it after I drove it, and it was also certified and would remain so for that \$18,318 they were asking for, but after I talked to my friend Tom Butman he said he'd try to get it down to the \$18 grand even that I felt was fair. I also told Anne that I would buy her car for \$800 or match whatever trade-in was offered, so I would match \$1000 price Midland Ford offered, so it would bring the price of the Butman car down to \$17 grand.

And by chance the salesman from Midland that I met with when Anne and I visited initially called me on Friday and told me about the car they had found Anne. He told me it's a 2018 and that the price is \$23,000 and with the generous \$1000 trade in for the Corolla it would go for \$22,000. And as to the \$13K miles will have at least another 1000 miles on it when it gets driven in from North Dakota where they found it. So for starters that price only \$1000 less than the A Plan price I had booked for a **brand new 2019** EcoSport for Anne that Cynthia passed on since she wanted a lower price. (That priced out at \$24,046.) After that fell through we were told to find one in the 17-18 grand price range like we had initially considered before we shifted to new after finding out that you encouraged her to consider a far more expensive Subaru. (The A Plan price for a new Ford EcoSport was actually below the asking price for the year old used Subaru Crosstek that Anne drove in Bay City by the way.)

So unless I was mis-informed - you will be paying only grand less than I could have gotten for a brand new 2019, and \$5000 more for a used 2018 EcoSport from North Dakota than what I found (and you could still get) at Butman Ford, and for a 2018 vs a 2019. Regardless of anyone's feeling about the initial salesman in Ypsi or the mileage on the car here or who was driving it, or the trade in price or whatever gave Cynthia the motivation to pass up on the deal here, I think it's an incredibly poor purchase decision and a total waste of 5 grand of Mom & Dad's hard earned money. I wish I could be happy for Anne to finally get a new car, but I'm sorry, I can't get behind the purchase decision you two have made - not one bit.

Hal

Christopher Wolfe <clwolfe@comcast.net>

To: Hal Wolfe

Cc: cynthia wolfe

Sun, Feb 2, 2020 at 3:38 PM

Thanks for your comments, Hal.

We did get a call from Butman Ford on Saturday. Earlier conversations with them were less than helpful. Your information here is a bit late to be of any use.

Please restrain yourself from lecturing me about "wasting" Mom and Dad's hard earned money. You have cost their estate well over \$50 grand, thanks to your legal shenanigans.

CLW

Re: Please rethink what you told me you would do

Anne Wolfe <wolferanne@gmail.com>

To: runlikehal@yahoo.com

Mon, Feb 3, 2020 at 5:37 PM

Hal,

This note was removed at Anne's request.

----- Original message -----

From: runlikehal@yahoo.com

Date: Mon Feb 03 14:01:52 EST 2020

Subject: Re: Please rethink what you told me you would do

To: wolferanne@gmail.com;

Looks like you won't have to worry about that - **the 5 grand is apparently the cost of doing business with Chris and Cynthia when they decide to take charge and make a decision that suites them regardless of the constraints that they had placed on you and I when we were looking.** Bully for them. I hope it works out for you.

Hal