

## Jacob Gemma

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**From:** Snead Charles  
**Sent:** 15 August 2018 23:09  
**To:** [REDACTED]  
**Subject:** RE: [REDACTED] - confidential and commercially sensitive

Thanks for all the info. Charles

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**From:** [REDACTED] [[mailto:\[REDACTED\]@levc.com](mailto:[REDACTED]@levc.com)]  
**Sent:** 15 August 2018 16:18  
**To:** Snead Charles  
**Subject:** FW: [REDACTED] - confidential and commercially sensitive

Hi Charles,

Good to speak just now. See below the example I was talking about regarding a fleet customer wanting to trade in and buy more ZECs. It's clear that if the fleet in question can't get a reasonable price (as he sees it) he will carry on renting them out and making approx. £4k per year profit from them up to the age limit of 15 years. A higher payment would unlock the stalemate and help this fleet operator to upgrade his fleet much quicker. This is quite common and an area where a revised scheme could really have an impact.

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**From:** [REDACTED]  
**Sent:** 13 August 2018 16:29  
**To:** [REDACTED]  
**Subject:** [REDACTED]

Hi [REDACTED],

As discussed we are trying to obtain a large order from [REDACTED] from the above company. He is looking to part exchange approx. 20x 58, 09, 59 and 10 plate cabs. At the moment we are struggling to get the buyers and the money he wants for these, but has intermated that if the delicensing was higher and available on the newer cabs he may consider this option. Although he has ordered 5 new TX vehicles, he will not commit to ordering more until he knows what he can get for his part-exchanges and isn't prepared to delicense them under the current scheme.

From our point of view we are not getting the interest in these vehicles and would rather them be delicensed.

He is looking for

58 – 8,000

09 – 8,500

59 – 10,000

10 – 10,500

Hope this helps

I'm away for the next couple of weeks so if you can keep [REDACTED] in the loop if you need anything please

Thanks

[REDACTED]  
**Customer Relationship Manager**

T [REDACTED] | M [REDACTED]



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