**Manage Physical Assets Role Play 2 - Leandro Lavore**

We bought the bus from this company two years ago. But we need a new one, we had many issues with the one you sold us last time

The deal offered was 49,000 AUD, with repayments over 3 years, 1260 AUD per month. With a 5,000 AUD deposit.

The warranty is five years. We might get 10,000 AUD trade in for the current vehicle.

The delivery date is six weeks from now.

We can re-negotiate the terms for payments on 980 AUD per months during 5 years.

We could get a rental bus on half cost to be able to use it instead, while we wait for the delivery of the new vehicle, plus the petrol.