

1 D'ANGELO LEE(LEE): Yes, sir.
2 RON SLOVACEK(SLOVACEK): What's going on, man?
3 LEE: Just got out of aerobics.
4 SLOVACEK: Did you really?
5 LEE: Yeah.
6 SLOVACEK: Out of aerobics or yoga?
7 LEE: Aerobics. Yoga's in, at, at, in the evening.
8 SLOVACEK: Oh, hell.
9 LEE: Yeah.
10 SLOVACEK: You pumped up?
11 LEE: Yeah, it's good. I miss it when I don't do
12 it. I haven't did it in, in about a week.
13 SLOVACEK: Where do you do your aerobics at?
14 LEE: Over, uh... At BALLY'S.
15 SLOVACEK: Oh, really?
16 LEE: Yeah. From, it's from nine fifteen to ten fifteen
17 on
18 Monday and Wednesday and Friday.
19 SLOVACEK: That's cool.
20 LEE: But I missed all last weekend and, and you
21 know, when I was in LA. So, I've been missing about a week
22 and
23 a half. Besides, I, I started taking yoga just as,
24 when I missed this. I can, I can, something to
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**GOVERNMENT
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1 keep me... Keep me, you know, firm.

2 SLOVACEK: Uh huh.

3 LEE: So.

4 SLOVACEK: That's what I need, man. I'll have to do it,
5 I'll have to do it later.

6 LEE: It pumps you up, man. Seriously, you just
7 be like, okay, now what?

8 SLOVACEK: Yeah, exactly. No it just... No, it,
9 it gives you, you know, more energy. It gets
10 you... keeps you moving. That's cool.

11 LEE: You get those... What do they call it?
12 The, ahh, whatever is, whatever is the thing that
13 gives you energy.

14 SLOVACEK: It's a...

15 LEE: Not testosterone, but, ahh...

16 SLOVACEK: That's, ahh...

17 LEE: Whatever it does.

18 SLOVACEK: Yeah, yeah, I know what you're talking
19 about.

20 LEE: Pumped it up. What's going on?

21 SLOVACEK: Hey, uhm, let me put a... I want to talk
22 about something. You got a... You in the middle
23 of something?

24 LEE: No, go for it. I'm trying to catch my breath.

25

1 SLOVACEK: Yeah, ahh, those job.., you know, the jobs
2 you talked about yesterday?

3 LEE: Uh huh.

4 SLOVACEK: You know, the point I was trying to
5 make is, if you take out the taxing that we're
6 having to tax onto these things. I mean, I'm right
7 there where those other bidders are... Hell, I'm,
8 I'm under, under that other bidder, by a hundred
9 and fifty thousand dollars. I mean, I think we
10 need to take that in consideration. See if we can
11 get these jobs. You drop that tax down a little
12 bit just to get these jobs.

13 LEE: How much we make off the deal?

14 SLOVACEK: I mean, I had, I had two hundred going
15 to you on the top of those things, both of them.

16 LEE: Well, how much we make if we drop the tax?

17 SLOVACEK: Ahh, if you drop ANDREA'S off there, too...

18 Shoot, that's 250 off of each job, ahh, after that,

19 I'm trying to make about 150 off there to cover my

20 expenses so. And we got a lot of tax on those

21 things. I'm just saying. If you, if you take

22 those 250 off of each one of those jobs. I mean,

23 hell, we're under.

24 LEE: Then what do, what do... I mean, what do I

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1 make?

2 SLOVACEK: I don't know. I mean, we can make
3 some, but it ain't two hundred.

4 LEE: Okay, well, I need, I need a number.

5 SLOVACEK: Yeah, I mean, I have to revisit it. I'm
6 going to have look at it. See what it can do.
7 But I mean to me, it's kind of like... If, if, if
8 if, if I can't get a lot, we just can't do it. And
9 that's just... Man, I'm...

10 LEE: No, I mean, that's not the case. It's
11 not if I can't get a lot, we can't do it. I
12 mean, there's more to it than that.

13 SLOVACEK: Right.

14 LEE: I mean, I could force the deal but I mean.
15 Am I going to ruin my...

16 SLOVACEK: No, but I'm saying... But we don't...
17 But we won't have to force the deal. We can drop
18 off some of that tax on us. I mean, it just...

19 LEE: But the fact of the matter is, is not the fact.,
20 could get it with the tax. I mean, 'cause it's
21 justifiable. The fact of the matter is, you know.
22 Like DON was saying. If anybody ever wanted to
23 just... 'Cause those are public deals.

24 SLOVACEK: Right. Well, what if, what if...

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1 Would it make it more palatable to drop it off
2 there and would it be... Would we be able to get
3 it. I mean, 'cause there'd be some... There
4 would still be some on it. I mean, I'd have to
5 revisit the numbers. I just don't know what it is.
6 But, it just seems to me... I mean, we're... I
7 mean, what J could bid those things for is under
8 what these other guys are doing. At or under.
9 And we could tax and lend there
10 LEE: Well, why don't you... Why don't you fix
11 the numbers. I'm, I'm going to talk to him today.
12 SLOVACEK: Okay.
13 LEE: So, just work the numbers an... And let me
14 know.
15 SLOVACEK: Okay. Okay. I just... To me... It's
16 kind of like, okay so.
17 LEE: Getting, getting us the deals is not the
18 issue. I mean I could... You know the thing is,
19 you know... It's, it's the other issue that
20 concerns me the most.
21 SLOVACEK: Yeah.
22 LEE: I mean, is it going to block anything we got
23 coming down the pipeline?
24 SLOVACEK: Right.
25

1 LEE: Particularly with. You know, with Monday.
2 You know, never knowing what's going to happen.
3 SLOVACEK: Right.
4 LEE: You know we got a lot on the table. We
5 can't afford to lose it for kibbles and bits.
6 SLOVACEK: Right. Well, man... I mean to me, it
7 ain't kibbles and bits. It's how I feed my family,
8 you know? That's why it ain't... It's, it's, it's
9 jobs that I plan to try to do and don't do other
10 jobs, 'cause I plan to do those. And then, when I
11 get told they ain't going to happen...
12 LEE: I understand what you're saying, RON, I mean
13 I clearly understand.
14 SLOVACEK: Okay.
15 LEE: My point, my point is that we can't be
16 blindsided either. I mean we can't just say
17 this is the end-all. I mean, your family, my
18 family, ANDREA's fam... We have to eat after these deals.
19 SLOVACEK: No, I, I understand.
20 LEE: ...and we got more at stake in losing those
21 deals than just getting to feed our families.
22 SLOVACEK: Right, no, I understand.
23 LEE: And then we look at the future, there... You
24 know, we got a lot on the...you know, within the next
25

1 eighteen, thirty-six months (UI).
2 SLOVACEK: Well, what, what if... I mean, if
3 what, if we came off of them entirely and you are not...
4 I mean, if you're concerned about your
5 involvement is what's going to be the, the...
6 Well, I mean, I'd be involved anyway. I don't
7 know. I just... I hate to lose the deals over...
8 LEE: I mean... And trust me, worse than I do.
9 And I'm not saying that's, that's the case, I'm
10 just going to see. I mean, I just think that,
11 old boy is waiting for the opportunity.
12 SLOVACEK: Yeah.
13 LEE: And, and why should we be, you know...
14 SLOVACEK: Right.
15 LEE: ...naive and gullible enough to give them
16 ammunition.
17 SLOVACEK: Yeah, I understand.
18 LEE: I mean, we've done everything we can to
19 try to keep things straight and, you know, above-
20 board and beyond reproach, and right now, we are
21 just gullible. I think that is where...
22 SLOVACEK: But it seems like if we can come down
23 to where his other, where his other prices are,
24 there's no ammunition there.
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1 LEE: Ron, it's not the number. That, the
2 number's not the case.

3 SLOVACEK: It's the, it's the, it's the involvement.

4 LEE: Right, it's, it's not the case. I mean, we
5 could justify that. I mean, I could get people to,
6 to stand in and justify it and force the deal.

7 SLOVACEK: Right.

8 LEE: You know me. So, that's not the issue. The
9 issue is... I remember you told me this once before.

10 SLOVACEK: Uh huh.

11 LEE: You said, D'ANGELO, you said, whenever
12 people feel like, you know, that they are giving
13 something and they don't feel like they're getting
14 something back in return.

15 SLOVACEK: Right.

16 LEE: Whether they are or not.

17 SLOVACEK: Right.

18 LEE: You know, they wait for the opportunity
19 to use that against you. And, you, you told me
20 that and that stuck with me.

21 SLOVACEK: Yeah, yeah.

22 LEE: You know, people...

23 SLOVACEK: Yeah, that's right. (stuttering) There's
24 got to be there's got to be a give and a ge., and a get.
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1 LEE: Right, and he has no... All he sees is him,
2 you know?

3 SLOVACEK: Right.

4 LEE: That you know, what all I can get off the
5 deal and what little can I give you?

6 SLOVACEK: Uh huh. Uh huh.

7 LEE: And if I got to do anything, you know, more
8 than I want to do, then that's wrong. That's not
9 right. That's not fair.

10 SLOVACEK: Right. Right. Okay, well I'm going to
11 work on these numbers this morning.

12 LEE: Okay.

13 SLOVACEK: And I'm going to email something, or
14 you (UT).

15 LEE: Let me... I'm, I'm going to see him around
16 noon or something.

17 SLOVACEK: Okay.

18 LEE: All right.

19 SLOVACEK: All right, man. See 'ya. 'Bye

20 END OF CONVERSATION.

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Target:	DAngelo Lee
Line:	214-729-3484
Session:	8936
Date:	5/4/2005
Start Time:	10:24:08 CDT
Duration:	00:07:08
Direction:	Incoming

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