

1 Phone ringing

2 SPENCER: VESTAL BUILDERS.

3 SLOVACEK: UI..his' card.

4 LEE: Give me his card.

5 REAGAN: Hey, man.

6 LEE: DARREN. D'ANGELO.

7 REAGAN: Hey, D. What's going on, D'ANGELO?

8 LEE: You doing alright, sir?

9 REAGAN: Good, good, good.

10 LEE: Good, good. I am so sorry, man, it's taken me

11 so long to get back with you. Ahem, it's right here.

12 REAGAN: Away from telephone... Hold on for a second.

13 Back to telephone... Okay, what you got?

14 LEE: Ahh, I was just calling to give you this

15 information, um, if you want to, I'm, I'm, I, I will

16 have the bid over to you, ahh, this evening. If you

17 want that, or you just want just the name? Have you

18 met with, ahh, PRENTISS already?

19 REAGAN: Ahh, I met with BILL this morning.

20 LEE: Okay.

21 REAGAN: I'm gonna, we gonna meet with PRENTISS ahh,

22 ahh, probably Tuesday or Wednesday.

23 LEE: Okay, alright.

24 REAGAN: But, just give me the company's name and,

25 and...

1 LEE: Okay, it's called VESTAL BUILDERS, INC.
2 REAGAN: It, it's what?
3 LEE: VESTAL, V-E-S-T-A-L BUILDERS, INC..
4 REAGAN: Okay.
5 LEE: It's an MW, ahh, B Certification, so it's certified.
6 REAGAN: Okay. And who, who, who the contact over
7 there?
8 LEE: Ahh, DONALD VESTAL.
9 REAGAN: DONALD?
10 LEE: VESTAL, V-E-S-T-A-L.
11 REAGAN: Okay, and what, give me his number
12 COUGHED
13 LEE: It's ahh, 817-....
14 REAGAN: Okay.
15 LEE: 516-0103.
16 REAGAN: Okay.
17 LEE: You can UI...
18 REAGAN: And, and he's down for the concrete?
19 LEE: Yes, he's down, he's down for the concrete and,
20 ahh, I have bids on some, you know, some other trades, too
21 the HVAC deal as well.
22 REAGAN: Okay, well, who was that?
23 LEE: And ahh, ...Away from telephone... what's the name
24 of that, you got that? Where is the bid for the HVAC?
25 What's the name of the company?

1 SLOVACEK: RELIANT.
2 RELIANT, with the, RELIANT.
3 SPENCER: RELIANT, ahh, HEATING AND AIR.
4 LEE: Back to telephone... RELIANT HEATING AND AIR.
5 PAUSE
6 REAGAN: Okay, and what's, who's the contact over
7 there?
8 LEE: Away from telephone... What's the contact name
9 over there? UI.
10 PAUSE
11 REAGAN: Yeah, I'm...
12 LEE: STUTTERING... What, what, what do, whatever
13 happened, and still the, ahh, the invoice deal?
14 REAGAN: Yeah.
15 LEE: STUTTERING...What, what, what happened with that?
16 REAGAN: Well, well,...Coughing... what, what he's
17 saying, is that he didn't this, he didn't that. I told
18 him, well, this deal ain't gonna get done. I need to
19 know what, ahh, I need some numbers. Now he's, you
20 know, he's really squealing about that amount, so y'all
21 need, I mean, you need to tell me what amount...
22 LEE: Tell him, tell him to get, to, tell him make
23 it, ahh, you know, it, it was \$182,000, just have him make
24 it 50, ahh, \$75,000.
25 REAGAN: Okay, I, I'll, I'll shoot that to him. Now,

1 I don't talk to him there, over there on the telephone.
2 But, ahh, ...Cleared throat... ahh, I'm gonna, I'm gonna
3 give him that number. Ahh, well, I'm gonna give him a
4 range. UI I'll, I'll just give it to him on the, over the
5 telephone, 'cause I don't want him to be holding up
6 nothing.
7 LEE: Okay.
8 REAGAN: Okay.
9 LEE: Okay, ...STUTTERING... and, and, and you
10 want that, you know, you, you ain't trying to pay that out.
11 REAGAN: I gotcha'.
12 LEE: Whatever, whatever, whatever he can put up now,
13 he need to go ahead and get it done.
14 REAGAN: I gotcha'.
15 LEE: And that needs to go to you, 'cause I haven't
16 worked that other, you know, the other piece out yet.
17 REAGAN: Okay. I, I gotcha'. Give me that HVAC
18 contact name.
19 LEE: Well, is that it? Is that the HAV's? Okay,
20 ahh, his name is JOHN DERR.
21 REAGAN: That's D-E-...
22 LEE: R-R. 81...
23 REAGAN: D-E-, wait a minute, D-E...
24 LEE: D-E-R-R.
25 REAGAN: And, so it's just one e?

1 LEE: DERR, yeah. JOHN DERR.

2 REAGAN: Okay, and, and what is his number?

3 LEE: 817-822-1178.

4 REAGAN: Now, now both of these brothers, right?

5 LEE: Yeah, no, this guy's not a brother.

6 REAGAN: Okay, well, they gonna, you know? That's

7 gonna put us in a precarious situation.

8 LEE: Well, no, my, my, my point is I'm just being a

9 UI, letting you know, this guy is not, the other guy is.

10 But, the, the guy who the company's going through is.

11 REAGAN: Okay. Yeah, but I'm just saying, you know,

12 we don't, we, we have, we'll have some...

13 LEE: I can have...

14 REAGAN: Issues on the, on the minority

15 participation on HVAC if he's not a, if he ain't no...

16 LEE: No, no, I'm, hear me. The, the company that

17 it's going through, it is, it is a minority company.

18 You was asking me is, is, is DERR is.

19 REAGAN: Okay.

20 LEE: He's just a contact.

21 REAGAN: Is RELI-, RELIANT, RELIANT is they the minority

22 owned?

23 LEE: Right.

24 REAGAN: They're minority owned?

25 LEE: Right.

1 REAGAN: Okay, okay, okay.

2 LEE: Okay?

3 REAGAN: Alright, I gotcha', brother. I'm gonna put
4 'em down, and they gonna, ahh, ...Cleared throat..., they
5 gonna be on as, ahh, the, our preferreds, and ahh, top
6 priority. And that they, they negotiate the contract
7 with them. That's, that's how I'll put it with 'em.
8 There ain't no bid, and ain't none of the other stuff
9 that they negotiate out a contract. And that they get
10 them, get them a letter of commitment issued out
11 immediately.

12 LEE: Correct.

13 REAGAN: Ahh, on, on next week.

14 LEE: Okay.

15 REAGAN: So, so, you know ,I'm gonna, ahh, BILL
16 understands that it ain't gonna happen unless these
17 items are agreed to.

18 LEE: Okay. Cool. And, and...

19 REAGAN: Alright, bro.

20 LEE: And, and ahh...

21 REAGAN: COUGHING

22 LEE: On, on the RELIANT piece, hold off on that just
23 for a few more minutes, let me make sure DERR, that I,
24 that I communicate to him how this deal is gonna go
25 go. He, he understands that already.

1 REAGAN: Okay.

2 LEE: But...

3 REAGAN: I just, you know, we just...

4 LEE: We gotcha', I'm clear. I'm clear that DON...

5 REAGAN: Yeah, we don't, we don't, we don't want 'em,

6 we want, we don't want that ahh, ahh...

7 LEE: I gotcha'.

8 REAGAN: ...come back and bite us.

9 LEE: I gotcha'.

10 REAGAN: Yeah.

11 LEE: Okay?

12 REAGAN: Okay. Well, I'll, I'll hold up on HVAC then

13 until...

14 LEE: Okay. And, and then, and then the landscaping

15 too.

16 REAGAN: Hold on for a second.

17 LEE: Okay.

18 REAGAN: Now, now, now we gonna just, we gonna look

19 at JV'n that one, 'cause I got somebody...

20 LEE: That's cool, just long, you know, as long as

21 we, we working that piece out.

22 REAGAN: Okay. Hold on just a second.

23 PAUSE

24 REAGAN: Yeah. And now all these subs need to know

25 they gotta, they gotta come back.

1 LEE: They understand.

2 REAGAN: You know. We, we're, we're expecting 'em to
3 come back.

4 LEE: That's right. They understand.

5 REAGAN: And do the right thing with us.

6 LEE: And, and, and what I'm gonna do is, that
7 they're gonna talk to you. And you know how to make
8 that happen, you know, they understand that.

9 REAGAN: Okay. I'm gonna hold up on, on HVAC.

10 LEE: Right.

11 REAGAN: Okay. And, and who is the, ahh,
12 landscaping?

13 LEE: We using your guy. You said we're gonna
14 JV it, I have a guy.

15 REAGAN: I mean, do you have a guy?

16 LEE: Yeah.

17 REAGAN: That want to participate?

18 LEE: Yeah.

19 REAGAN: Okay. Give me, give me...

20 LEE: I'll, I'll get you his, ahh, all of his, ahh,
21 information right to ya...

22 REAGAN: Okay, but well, I mean, still, I mean, that
23 won't preclude them ahh, MELVIN, ahh, and
24 CAROLYN from, from linking up with 'em.

25 LEE: Okay.

1 REAGAN: Yeah, so.

2 LEE: Okay.

3 REAGAN: Whether I, whether I have their name or not,
4 you know, you, you have my assurances that they gonna.

5 LEE: Okay. ...STUTTERING...Do, do, do, do you have a,
6 do you have a landscape plan?

7 REAGAN: Huh?

8 LEE: Do you have a landscape plan?

9 REAGAN: Let me see.

10 LEE: And did you ever get those other?

11 REAGAN: Yeah.

12 LEE: Did you ever get those other plans? We
13 need,...

14 REAGAN: Ahh,...

15 LEE: We need to get the civils for the ahh, for
16 the, for the ahh...

17 REAGAN: Concrete.

18 LEE: Yeah, we got, no, we got it for the pads...

19 REAGAN: I asked...

20 LEE: UI, we need, we need it for the ahh, for
21 the ahh, ahh parking lots.

22 REAGAN: Yeah, I told PRENTISS to get that for me,
23 and ahh, ahh, ahh, he, you know, BILL, BILL and them
24 was trying to pull something different on him, because
25 he had told me that, ahh, that he gone with somebody

1 else. And what did I do? I didn't get enough, aw
2 shit, somebody's out. Okay. Well, anyway ahh, ahh,
3 you know, BILL and, ahh BILL was trying to pull a
4 switcheroo on us this week, ahh, PRENTISS called me
5 Monday and said, well, you know, we didn't get the
6 prime contractor. He said they went with that T..R...
7 LEE: No, he did try to go with RON, RON FERGUSON...
8 REAGAN: Hold on, hold on, little brother, hold on.
9 Yeah, he tried to switcheroo. And PRENTISS told me
10 this himself. And, and UI, and I sent BILL and them
11 a hot-ass letter. A hot one, when I tell you it was
12 on fire, it was on fire. And, and BILL and them
13 quickly reversed that bullshit, and he brought me a
14 contract today signed between him and, him and ahh,
15 CARLTON.
16 LEE: LAUGHING..
17 REAGAN: So.
18 LEE: UI
19 REAGAN: Hey, bro, I handled it...
20 LEE: LAUGHING... I appreciate you, man, that, that's
21 cool, cool. Okay.
22 REAGAN: Alright, brother.
23 LEE: Okay, man, thank you. LAUGHING..
24 REAGAN: I'll holler at ya.
25 END OF THAT CONVERSATION

Target:	Darren Reagan
Line:	214-207-0848
Session:	454
Date:	02/11/2005
Start Time:	17:26:51 CST
Duration:	00:09:14
Direction:	Incoming

5466