

Martin, Susan (DES)

From: Herron, Barry
Sent: Monday, June 28, 2004 4:30 PM
To: Loe, D. Greg; Byrd, Dave A.; Martin, Susan (DES)
Subject: RE: Fidler in MI

The 250 order is dependent on our willingness to adjust their AR balances and payment terms. I gave Jay no approval without you and Stanley working something out.

Barry Herron
Director of Sales
Diebold Election Systems
 800-433-8683
 barry@dieboldes.com
 913-488-5446 (cell)

-----Original Message-----

From: Loe, D. Greg
Sent: Friday, June 25, 2004 5:56 PM
To: Herron, Barry; Byrd, Dave A.; SUSAN MARTIN (E-mail)
Subject: RE: Fidler in MI

Barry:

Tried to call Tony Stanley about:

- 1). Having him sign a new letter of understanding so that I can accrue interest for the outstanding balance that is over 60 days and add that amount to the monthly statement.
- 2). Talk to him about the subject of your e-mail below and see if this sale was something that we just needed to add to the "financing" arrangement of 1).

He was not available, but Jay placed an order today for the 250 units.
 Will need to get clarification from Fidler as to where this all stands prior to shipment.
 Left Tony a voice mail with my office and cell phone numbers.

gl

-----Original Message-----

From: Herron, Barry
Sent: Tuesday, June 15, 2004 8:14 AM
To: Byrd, Dave A. (byrdd@diebold.com); Greg Loe
Subject: Fidler in MI

Fidler still has several old 1.92 firmware OS in MI. This is an old issue in the process of being replaced, but not all the old systems have been to date.

Jay called wanting to know if we could help them with 250 OS units to be purchased later. I will call him tomorrow to clarify.

I heard SD will go precinct count OS. How does that affect our other efforts to sell OS systems?
Do I need to pull in Juan and others trying to sell OS where possible?

Barry Herron

6/28/2004