

TRANSCRIPTION

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| Nom du projet : | COLISÉE | | |
| Identification Appel : | Date : | 2004-06-09 | |
| | Heure début: | 10:06:10 | |
| | Heure fin: | 10:16:47 | |
| | Durée : | 10m37s | |
| No. de conversation : | 2004-06-09 10-06-10 16382_1.wav | | |
| Type : | Transcription <input checked="" type="checkbox"/> | Traduction <input type="checkbox"/> | |
| Langue(s) : | Français <input type="checkbox"/> | Anglais <input checked="" type="checkbox"/> | Autre(s) : Italien |
| Identification Personnes : | a) Vito RIZZUTO (VR) | | |
| | b) Tony MAGI (TM) | | |
| No de téléphones interceptés : | | | |
| No téléphone entrant/ sortant : | | | |

Contenu de la conversation

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| 1. | TM: | Hello. | 00:02:45 |
| 2. | VR: | Mr. Tony. | |
| 3. | TM: | Hey, good morning, how are you? | |
| 4. | VR: | Good, you? | |
| 5. | TM: | Non ce male, <i>non ce male</i> (trad: C'est pas pire, c'est pas pire). | |
| 6. | VR: | Oh yeah? | |
| 7. | TM: | Pretty good, pretty good, the weather's nice today, finally. It's been raining for two weeks. | |
| 8. | VR: | (rire). That doesn't slow you down, does it? | |
| 9. | TM: | I know, me no, it doesn't slow me down, but everybody else gets slowed down. They're depressed, they don't wanna work. | 00:03:00 |
| 10. | VR: | Really? Ah, but it works? | |
| 11. | TM: | Euh, I'm, you know, I enjoy what I do, so, you know. | |
| 12. | VR: | Yeah. How is the port going? Is it going full blast? | |
| 13. | TM: | Very good, very good, it's rolling full speed. | |
| 14. | VR: | Yeah? | |
| 15. | TM: | Full speed, everybody's happy, the clients are happy. | |
| 16. | VR: | Really? | |
| 17. | TM: | Yeah, our friend is happy too. | |
| 18. | VR: | And any more sales? | |
| 19. | TM: | Euh, well, there's no sales office because he's taking his time to finish it. He figures he's got enough sales to pay himself back right now, you know. | |
| 20. | VR: | Euh, but that doesn't include us. | |

21. TM: *O capito* (trad: I understand).
22. VR: (rire)
23. TM: That's right, that's why I had a meeting last week and, and we had a meeting and everybody is.
24. VR: Well, there is no problem in selling those Tony.
25. TM: *Lo so, lo so* (trad: I know, I know).
26. VR: Hein?
27. TM: *Lo so* (trad: I know), I know, I know.
28. VR: Euh, come on.
29. TM: I know.
30. VR: That's gonna be one of the hottest places in the city.
31. TM: It is the hottest place in the city. There is no other hotter place.
32. VR: It's the hottest and is gonna be the hottest, more hot, 'cause that's, that's where the money is gonna be spent.
33. TM: I know, I know.
34. VR: So, why not? What about.
35. TM: You sound tired, are you ok?
36. VR: No, I'm perfect. I'm tired because, I've just finished training.
37. TM: Oh yeah? But.
38. VR: I do my training.
39. TM: How are you feeling beside that?
40. VR: I'm feeling good, Tony, I'm really, really healthy. I slimmed down and.
41. TM: Yeah, I know, you [inaudible].
42. VR: I read a lot, you know.
43. TM: Yeah.
44. VR: I keep busy, keep busy.
45. TM: Ok.
46. VR: What about the other, the other side, the, the, do you think they're gonna accept that, those plans?
47. TM: Yeah, *ma* (trad: but), Terry wants to wait, a, after, the first disbursement. That's next week.
48. VR: I know, but I'm saying, are they gonna spend.
49. TM: Michel *ma detto di si* (trad: told me yes).
50. VR: Yeah?
51. TM: *Yeah, ma detto di si perche ma detto a parlato con certe due persone che stanno sul tavolo* (trad : il m'a dit oui parce que, il m'a dit, il a parlé avec, avec deux personnes qui sont autour la table).
52. VR: Yeah.
53. TM: And they like it, you know.
54. VR: When are they gonna start the slab, next door?

00:04:00

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| 55. | TM: | They wanna start, after the holidays, in the month of September. | |
| 56. | VR: | Ok, so, ok, there's lots of time there, anyway. | |
| 57. | TM: | <i>Lo so</i> (trad: Je sais), but you need to know what goes on top before you do the bottom. | |
| 58. | VR: | I understand, but there're lots of time to know, that's what I'm trying to tell you. | 00:05:00 |
| 59. | TM: | Yeah, <i>Sto a pushare</i> (trad: Im'pushing), I'm pushing Terry every day, you know? Terry told me: You're, no, just hold back, you know? | |
| 60. | VR: | Yeah. | |
| 61. | TM: | Hold back. | |
| 62. | VR: | Yeah. | |
| 63. | TM: | Because I'm, It's for you I'm doing it with Terry. | |
| 64. | VR: | Him he doesn't, he doesn't [inaudible], he likes it but he says it's gonna cost too much. | |
| 65. | TM: | Yeah, <i>ma non e i soldi sui</i> (trad : it's not his money). | |
| 66. | VR: | I know that, but that is what he's saying? | |
| 67. | TM: | Yeah, exactly like that. | |
| 68. | VR: | He says the [inaudible] is nice, but it's gonna cost too much. | |
| 69. | TM: | Yeah, exactly. | |
| 70. | VR: | Yeah, but the, the upstairs part, that's where the cream is. | |
| 71. | TM: | Yeah. | |
| 72. | VR: | Hein? | |
| 73. | TM: | Yeah, but I also, I got a rough price from Marton. | |
| 74. | VR: | Yeah. | |
| 75. | TM: | And euh it's not much more, you see. He's quoting me about 110, 115 the square foot. | |
| 76. | VR: | But yeah, but yeah. | |
| 77. | TM: | You know? | |
| 78. | VR: | Yeah. | |
| 79. | TM: | Because we have an extra curtain wall on the outside, you know. | |
| 80. | VR: | Yeah. | |
| 81. | TM: | <i>Abiamo due muri di piu</i> (trad : we have two more walls), you know, in the construction. | |
| 82. | VR: | <i>Un bello projeto Tony</i> (trad : Nice project Tony.) | |
| 83. | TM: | Oh, it's beautiful. But. | |
| 84. | VR: | The one, the one in the c, the ones on the courtyard, you know, the ones in the bottom, I wonder are there two, two, three floors in the bottom? | |
| 85. | TM: | We have four floors in the bottom, but we have, I don't know if Nicky told you the front part, we have a com, I have a complete offer to buy all the front part. | 00:06:00 |
| 86. | VR: | I understand, yeah. | |

87. TM: I, the condition I made.
88. VR: Yeah.
89. TM: Was that if you take the whole front, you've got to take the first four floors of the back, you understand?
90. VR: Yeah.
91. TM: It's the same company, it's a huge, huge company. A huge company.
92. VR: And what do they do it, for rental or for reselling?
93. TM: No, they want to keep it because, it's euh, it's an Indian family.
94. VR: Hum, hum.
95. TM: Ok? Their, their company, they have a company in Quebec.
96. VR: Yeah.
97. TM: [REDACTED]
98. VR: [REDACTED]
99. TM: [REDACTED]
100. VR: Yeah.
101. TM: And, so they want to keep them for investment.
102. VR: How many apartments in the front side?
103. TM: *C'abbiamo* (trad: we have) 18 in the front, so 18 in the front, and in the back we have 26.
104. VR: 18 in the front? You mean, with the penthouses?
105. TM: Yeah, because the front is only three stories, I don't know if [inaudible].
106. VR: Yeah, three stories, yeah yeah.
107. TM: Ok, so, it's gonna be 18 in the front and 24 in the back, so I said to Nicky: let's take the deposit in trust to a notary.
108. VR: Mmm.
109. TM: You know, in trust, until we start the project.
110. VR: Yeah.
111. TM: But then Terry is saying: Look, I don't know if we want to present it right away to the board.
112. VR: Yeah.
113. TM: And Michel *ma detto* (trad: told me) You gotta present, then they all go on holidays. July, everybody's on holidays.
114. VR: Yeah, yeah, yeah.
115. TM: You know.
116. VR: Hum, hum.
117. TM: And, so, it sounds, It sounded like, Michel is pretty positive on the deal, Michel says: I'm gonna pass it, you know, so.
118. VR: Hum, hum. So there is 18, and 24, those, those at the bottom floors,

00:07:00

are nice floors?

119. TM: Euh, they're all nice. The smallest apartment,

120. VR: But I'm saying that, they're small, smaller apartments.

121. TM: The smallest one bedroom.

122. VR: Hein?

123. TM: The smallest, the smallest one bedroom is 850 sq. feet.

124. VR: Oh, That's not bad.

125. TM: That's a nice apartment.

126. VR: I'm saying, at least they don't give away in the backyard and in the back of the street, you know. Like the other one.

127. TM: Yes, that's why I created the garden in the middle, and when you come up from the back it's only a hall way, you don't see the train track, you understand.

128. VR: Yeah, I know, but.

129. TM: They're nice.

130. VR: But, that, that courtyard, how big is it?

131. TM: The courtyard? The width from one building to another is 138 feet.

132. VR: And, and the length?

133. TM: The length is almost 260.

134. VR: Wow. That's a big, a big courtyard.

135. TM: Sure. *No è* (trad: it's not), we're not on top of the other guy, you know.

136. VR: Hey.

137. TM: We're not really on top; there is enough room in the middle.

138. VR: So the front, the front apartments, they have, they have a view of the courtyard and a view over there, or no?

139. TM: Yeah. No, the front no. The only ones in the front that has a view on the courtyard is the penthouse.

140. VR: Yeah.

141. TM: *O fatto* (trad: I did), I made a hall way, towards the courtyard, do you understand?

142. VR: Ok. Alright, ok, that's ok.

143. TM: Ok? [inaudible] And the other.

144. VR: But they, but they could use themselves too?

145. TM: Sure they can use it. They come out and they can go, sure they can use it, everybody can use the courtyard.

146. VR: Yeah.

147. TM: You know, it's nicer than the first project, so I understand what Terry is saying: Let's keep it under, quiet, well, we are gonna keep it quiet. Just get it approved and we'll sit back after.

148. VR: That's right, that's right.

00:08:00

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| 149. | TM: | And that's it. Then the one on Mountain there we're pretty close euh, we have to make a decision this week, what we're gonna do with Tony. | 00:09:00 |
| 150. | VR: | Yeah. Listen when you get the guys ready to put down the money. | |
| 151. | TM: | Yeah. | |
| 152. | VR : | Then we'll talk with Tony. | |
| 153. | TM: | Ok, That's, that's what I'm working right now. | |
| 154. | VR: | You understand? | |
| 155. | TM: | Yeah, we're pretty close in doing the deal, they're gonna buy it as a rental. | |
| 156. | VR: | That's right, but the, we can't, we can't guarantee the 75% in renting right? | |
| 157. | TM: | No, but what they are saying, to us, they're saying: ok, we would like to put a capital reserved of 2 million dollars on, on the back. | |
| 158. | VR: | Yeah. | |
| 159. | TM: | So, instead of the sale being, 40 million, the sale would be 38 and then when they get it rented we get the other 2 million, you understand. | |
| 160. | VR: | Ok that's not bad. | |
| 161. | TM: | <i>Hai capito</i> (trad: you understand) the way I wanna work it? | |
| 162. | VR: | The, the sale is what? 40, no? | |
| 163. | TM: | 40, but they wanna buy at 8, 8.3 cap rate. | |
| 164. | VR: | Yeah. | |
| 165. | TM: | Tony's still at 110. | |
| 166. | VR: | 40, and the cost would be? | |
| 167. | TM: | <i>Facciamo</i> (trad : we are doing), 25. | |
| 168. | VR: | Yeah. | |
| 169. | TM: | The hard cost, then there's the soft and the land. We're close to 32. | |
| 170. | VR: | Yeah. | 00:10:00 |
| 171. | TM: | We're close to 32. | |
| 172. | VR: | Ok. Let me. | |
| 173. | TM: | So, we'll see each other soon, I hope [inaudible]. | |
| 174. | VR: | It's a good deal for those guys. | |
| 175. | TM: | It's a good deal for Tony too, the construction is. | |
| 176. | VR: | Yeah, and then after we'll, we'll take care of it. | |
| 177. | TM: | Ok. | |
| 178. | VR: | <i>Se lui ci fa soldi, ci fa i soldi sul la costruzione facciamo, bisogna fare tre parte</i> (trad: If he makes money,if he makes money on the construction will do, will have to do three parts). | |
| 179. | TM: | Yeah, I know. | |
| 180. | VR: | You understand. | |
| 181. | TM: | Yeah, ok, I understand. | |

182. VR: Ok Tony.
183. TM: Ok, so thanks for the call and euh.
184. VR: Say hello to your brothers and.
185. TM: I will, I will.
186. VR: And keep, keep on working.
187. TM: Thank you sir.
188. VR: Take care, bye.
189. TM: Ciao.
[FIN]

00:10:37