

You like old cars. You own a 1993 Volkswagen Golf Rabbit. The vehicle, a 4 door sedan, has been in the family since it was purchased by your father. It is equipped with a 1.7 Litre engine, a very reliable motor. With over 180,000 kilometres, it burns little oil and still has excellent compression.

One morning, several weeks ago, you discovered that the car had been struck during the night. Both doors on the driver side were damaged beyond repair. While this represented the total extent of the damage, the front door will not open and the rear door will not close, so the car can not be used for transportation. Several local body shops gave estimates to repair the damage. The lowest was € 1,600 – the sum required to rebuild the doors. This is more than the vehicle is worth. While you have kept it in excellent condition, two estimates have valued the car at €1,150 and €1,400, respectively. For sentimental purposes, and because purchasing a new or reliable used car would cost far more, you are committed to restoring the car to usable condition.

You have spent many weeks visiting Volkswagen dealers and phoning car recycling operators to locate the doors. Several weeks have passed without success. Yesterday, you found a classified advertisement in the local newspaper, offering a 1993 Volkswagen Golf Rabbit for sale on a best-offer basis.

A telephone call to the seller confirmed it was a 4-door sedan. You examined the car and found that the model was the same as yours. The two driver side doors are in excellent condition, although the car body was generally deteriorated with numerous rust spots on the trunk and small dents here and there. You did not drive the vehicle, but were told that it runs well, which is not surprising for this year and model.

The odometer read 46,231 kilometres, but it's likely that it has "turned over" 1 or 2 times given the car's age. Further, while inspecting the car, you saw other parts you could use to improve your own vehicle. On the whole, the purchase seems like a very good idea. In addition to the purchase price, it would cost you €200 to remove the doors and repaint them to match your vehicle.

The owner of the car was very quiet as you inspected his vehicle, pointing out only that while the body showed its age, his brother had kept the car in excellent running condition. You told him that you would have to think about it, but would contact him shortly. He agreed to let you know before he sold the car to anyone else.

This afternoon, the owner called to inform you that he had received an offer for the vehicle, and had promised to make a decision on it by tomorrow afternoon. You told him you would stop by later on that day.

You are tired of this and certain that you will not find another source for the doors.

**IMPORTANT:**

Upon completion of the negotiation, whether you reach an agreement or not, do not exchange information pertaining to your side of this negotiation with your opponent.

Do not discuss your settlement price with other participants.