



BUICK

Buick Motor Division
General Motors Corporation
Western Region
515 Marin St., Ste 205, Thousand Oaks, CA 91360
P.O. Box 5003, Thousand Oaks, CA 91359-5003

Mr. Donald R. Signer
Signer Buick Cadillac
39639 Balentine Drive
Newark, CA 94560

January 21, 1998

Dear Don:

This correspondence is a follow-up to our telephone conversation of January 6, 1998 and the letter that we received from you on January 7, 1998 regarding my letter expressing the zone's concern that you had turned down LeSabres on several preferences.

Don, we acknowledge your perspective on this issue and understand that you will continue to make what you feel is the best business decision for your dealership. On the other hand, Buick Motor Division feels it is important to go on record that according to our analysis and business judgement your dealership needed the LeSabres that Chris Huddleston offered you and that you refused.

Congratulations on a great December!

Sincerely,

A handwritten signature in black ink, appearing to read "Susan Koerber".

Susan Koerber
Buick Zone Manager