

**General Motors Corporation**  
**North American Operations**  
**Dealer development**

To: Gardner Glenn

Subject: Fremont Pontiac Olds GMC

Date: September 21, 1998

Two local dealers have independently inquired about the status of the subject company and have placed in writing proposals that they would like to implement. I am forwarding these proposals to you for your review and discussion with Edd. The two proposals are summarized as follows:

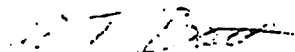
**SIGNER PROPOSAL** - Don Signer has proposed that he be appointed the Pontiac, Oldsmobile GMC Truck dealer in Fremont under the MHD investment plan. In return he would realign the market and make an additional \$200,000 investment in the new dealer company. Also, he would pursue the acquisition of the vacant property next to the Buick facility in exchange for the Pontiac facility. He would then construct a new Oldsmobile - Cadillac facility.

This proposal has some merit in that it completes the channel strategy in Fremont and the Ford dealer who owns the vacant land may be attempting to relocate the Lincoln-Mercury dealership into the auto mall. The Pontiac facility is basically next door to his Ford facility.

**[REDACTED] PROPOSAL** - [REDACTED] has proposed that he be appointed the new dealer in Fremont. In exchange [REDACTED] would terminate his Oldsmobile franchise in [REDACTED] and relinquish the Oldsmobile franchise in Fremont. He would be looking for approximately [REDACTED] in equity in the new dealership since that is what was offered to him to terminate the [REDACTED] Oldsmobile point. I am assuming he would want MHD assistance in the store.

Please respond back with any thoughts you may have. I submit these proposals with the knowledge that Edd may have other intentions for this point but since the store has been without a permanent operator for close to a year now I felt it prudent to submit these at the request of the dealers.

Sincerely;



D. T. Bott  
Area Manager