

**Dealer Network Development**  
General Motors Corporation

39465 Paseo Padre Parkway, Suite 3600  
Fremont, California 94538

October 5, 1998

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

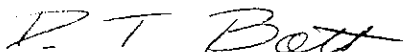
Dear Don:

I received your letter dated August 26, 1998 and submitted it to Detroit for review. I have since received a response back from Detroit.

While recognizing that your proposal does provide a solution to the channeling issues presented in Newark, CA it has been determined that General Motors is not prepared to offer you the Pontiac-GMC Truck and Oldsmobile franchises presently in Newark at this time. According to the information I have received a final disposition has not been determined for the Pontiac-GMC, Oldsmobile point.

Thank you for you interest in this matter and I will contact you if conditions change.

Sincerely;



D. T. Bott  
Area Manager