

from Dave Bath
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Dealership located in the San Francisco MDA

Selling GM cars and trucks

Planning guide - 1,000 units annually

Provides opportunity to own the dealership 100%

GM would pay the goodwill - dealership would retain the ability to expense the goodwill for tax purposes.

May provide an opportunity to exchange stock and avoid a taxable event.

Monthly rent for the facility - \$25,000

Retail sales - 11 months of 1998	Cars	-	40 units
	Trucks	-	157 units

Lack of truck product would be corrected with new dealer allocation.

Registration index in the APR	Cars	39%
	Trucks	72%

Dealers overall index		25%
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Current Working Capital Standard		\$600,000
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