

**WESTERN REGION DEALER COUNCIL MEETING**

**POINTE HILTON – SOUTH MOUNTAIN RESORT – PHOENIX, AZ**

**MONDAY, NOVEMBER 29, 1999**

**AGENDA**

<b>AFTERNOON</b>	<b>ARRIVAL</b>	
<b>4:00 pm</b>	<b>Welcome / Agenda Review</b>	<b>Mike Shaw / Ken Wechselberger</b>
<b>4:10 pm</b>	<b>Overview of Previous Council Meeting</b>	<b>Ken Wechselberger</b>
<b>4:30 pm</b>	<b>Emerging Issues</b>	<b>Ken Wechselberger</b>
<b>4:45 pm</b>	<b>GM Certified / Driver's Site</b>	<b>Roy Pikus</b>
<b>5:30 pm</b>	<b>New Business / Key Data</b> <ul style="list-style-type: none"><li>- <i>National Council / Elections / Mtg. Dates</i></li><li>- <i>Joint Mediation/Arbitration Committee</i></li><li>- <i>Incentive Communication Data Base</i></li><li>- <i>Dealer Assistance Program (DAP)</i></li><li>- <i>Planning Process 2000</i></li><li>- <i>Los Angeles Auto Show</i></li><li>- <i>2000 Dealer Agreement Business</i></li><li>- <i>e-GM</i></li></ul>	<b>Ken Wechselberger</b>  <b>Bill Beasley</b> <b>Ken Fowler</b> <b>Doug Grant</b>
<b>6:15 pm</b>	<b>Closing Comments (Review Next Day's Agenda)</b>	<b>Mike Shaw / Ken Wechselberger</b>
<b>7:00 pm</b>	<b>DINNER (AT THE HOTEL) (Continue w/Framing/Prioritizing Issues)</b>	<b>ALL</b>

**WESTERN REGION DEALER COUNCIL MEETING**  
**POINTE HILTON – SOUTH MOUNTAIN RESORT – PHOENIX, AZ**

**TUESDAY, NOVEMBER 30, 1999**

**AGENDA**

6:30 am	BREAKFAST	All
7:30 am	Opening Comments	Mike Shaw / Doug Herberger
7:35 am	NADA Summer Survey Results	Michael Regan Robert Francioni
8:30 am	NADA White Paper – GM Responses	Doug Herberger
8:45 am	GMRH	Darwin Clark
9:30 am	Action Team Reports & Progress on Resolving / Elevating Critical Issues	Action Team and Subject Matter Experts
	- <i>Distribution</i>	L. Dailey / Steve Snyder
	- <i>Marketing</i>	D. Logie
10:00 am	BREAK	
	<u>Action Team Reports (Continued)</u>	
10:15 am	- <i>Service &amp; Parts</i>	Moore / J. Stadwick / R. von Meister
	- <i>Communications</i>	Jeff Boand / K. Wechselberger
11:00 am	Goodwrench Service Center GM Fixed Operations Advisory Board	John Stadwick / Rudi von Meister
11:30 am	General Review	Shaw / Herberger
NOON	LUNCH (Box lunch for golfers)	
1:00 pm	Golf (On Premises)	
7: 00 pm	Reception / Dinner (At The Hotel)	(Council Meeting Concludes)

## NORTHERN CALIFORNIA CLUSTER

BUICK ADVISORY BOARD				
NAME	DEALERSHIP	MARKET	PHONE #	FAX #
Dave Palaca	Crossroads Buick	Auburn, CA	530-823-6111	530-823-0480
Scott Vanderbeek	Roseville Olds-Buick-Pont.	Roseville, CA	916-783-2077	916-786-7818
Rick Corso	Putnam Buick-Pontiac-GMC	Burlingame, CA	650-342-4321	650-342-1426
Jim Silveira	Silveira Pontiac-Buick-GMC	Healdsburg, CA	707-433-5541	707-433-8491
John Moore	Moore Buick-Pontiac-GMC	Los Gatos, CA	408-356-8111	408-356-7107
Ron Smith	Ron Smith Buick-Pontiac-GMC	Merced, CA	209-725-5050	209-725-5069

CADILLAC ADVISORY BOARD				
Lee Castonguay	Hubacher Cadillac, Inc.	Sacramento, CA	916-929-2777	916-929-3641
Bruce Wood	Wood Pontiac-Cadillac	Santa Rosa, CA	707-525-0600	707-525-1562
Rich Mugnolo	Stevens Creek Cadillac	Santa Clara, CA	408-244-1000	408-244-9135
Don Signer	Signer Buick-Cadillac	Newark, CA	510-226-1234	510-226-6545
Gary Swartz	Wayne Stead Cadillac, Inc.	Walnut Creek, CA	925-934-9300	925-934-1727

CHEVROLET ADVISORY BOARD				
Marshall Crossan	Folsom Chevrolet	Folsom, CA	916-985-5600	916-985-2515
Steve Snyder	Gold Rush Chevrolet, Inc.	Auburn, CA	530-885-0471	530-885-0791
John Sullivan	John L. Sullivan Chevrolet	Roseville, CA	916-782-1243	916-782-4844
Don Urban	Redwood Chevrolet	Novato, CA	415-897-2191	415-892-3465
Tim Carl	Carl Chevrolet, Inc.	San Jose, CA	408-266-4000	408-723-4076
James Hallowell	Hallowell Chevrolet Company	Clovis, CA	209-291-7711	209-291-2197
Frank Steves	Steves Chevrolet-Buick	Oakdale, CA	209-847-2261	209-847-2723
Jeff Epps	Epps Chev-Pont-Olds, Inc.	St. Helena, CA	707-963-3681	707-963-2441

OLDSMOBILE ADVISORY BOARD				
Vince Maita	Maita Chevrolet Oldsmobile	Elk Grove, CA	916-685-9521	916-685-5332
Paul Montalbano	Stewart Chevrolet-Oldsmobile	Colma, CA	650-994-2400	650-756-2842
Mark Balestra	Pearson Olds-Pont-GMC	Sunnyvale, CA	408-735-3411	408-749-0798
Michael Rosvold	Michael Cadillac/Oldsmobile	Fresno, CA	209-431-6000	209-436-8995

PONTIAC / GMC ADVISORY BOARD				
Michael Hohl	Michael Hohl Motor Company	Carson City, NV	702-883-5777	702-885-7430
Bruce Westrup	Reliable Pontiac-Cadillac	Roseville, CA	916-783-5233	916-783-1938
Mike Winkel	Winkel Pontiac-GMC	Reno, NV	702-329-0831	702-786-1513
Ken Okenquist	Capitol Buick Pontiac GMC	San Jose, CA	408-448-6537	408-445-6765
Don Malinoff	Gilroy Pontiac Buick GMC	Gilroy, CA	408-842-3171	408-847-3501
Phil Dirickson	Stevens Creek Bu-Pont-GMC	Santa Clara, CA	408-983-5300	408-247-6392
Jack Kane	GMC Truck Center	Oakland, CA	510-577-5528	510-638-2591
Ron Smith	Ron Smith Buick-Pont-GMC	Merced, CA	209-725-5050	209-725-5069

### REGIONAL DEALER COUNCIL (WESTERN)

CADILLAC				
Signer, Don	Signer Cadillac	Newark, CA	510-226-1234	510-226-6545

CHEVROLET				
Snyder, Steven	Gold Rush Chevrolet	Auburn, CA	530-885-0471	530-885-0791

PONTIAC / GMC				
Fowler, Ken	Ken Fowler Motors	Ukiah, CA	707-468-0101	707-468-5930