



February 9-12, 2008

# SAN FRANCISCO NADA

**GM**

**SATURDAY, FEBRUARY 9 (CONT'D)**

GENERAL  
INFORMATION

SCHEDULE  
OF EVENTS

KEYNOTE  
SPEAKER BIOS

FRANCHISE &  
WORKSHOP  
MEETING GRIDS

WORKSHOP  
SYNOPSIS

LIFESTYLE &  
HOSPITALITY  
FUNCTIONS

**CAPITAL ONE AUTO FINANCE**

Reception  
SAN FRANCISCO DESIGN CENTER  
101 Henry Adams Street  
6:00 p.m. to 10:00 p.m.  
(By Invitation or Dealer Badge)

**GENERAL MOTORS VEHICLE DIVISIONS & GMAC FINANCIAL SERVICES**

Reception  
SAN FRANCISCO MARRIOTT HOTEL  
Yerba Buena Ballroom & Nob Hill A-D  
7:00 p.m. to 9:00 p.m.  
(By Invitation Only)

**MITSUBISHI MOTORS NORTH AMERICA**

Reception  
WESTIN ST. FRANCIS HOTEL  
Victor's  
6:00 p.m. to 8:00 p.m.  
(By Invitation Only)

**NORTH AMERICAN DEALER CO-OP**

Private Tours/Reception  
ALCATRAZ  
Board Pier 33 on Embarcadero  
Departing every hour from 5:00 p.m. to 8:00 p.m.  
5:00 p.m. to 10:00 p.m.  
(By Invitation or Dealer Badge)

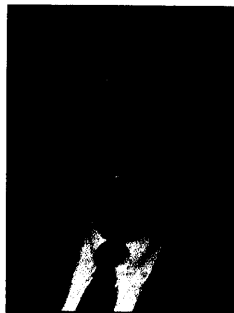
**NORTHWOOD UNIVERSITY**

Reception  
SAN FRANCISCO HILTON HOTEL  
Imperial A  
6:00 p.m. to 7:30 p.m.  
(By Invitation Only)

**O'CONNOR & DREW & MASSACHUSETTS STATE AUTOMOBILE  
DEALERS ASSOCIATION**

Reception  
WESTIN ST. FRANCIS HOTEL  
Elizabethan A&B  
5:00 p.m. to 8:00 p.m.  
(By Invitation Only)

# All-GM Franchise Meeting



**Dale Willey**  
**Outgoing NADA Chairman**

President of Dale Willey Automotive in Lawrence, Kan., Willey represents Kansas' franchised new-car dealers on NADA's board of directors. An automobile dealer and NADA member since 1970, Willey serves on the Executive Committee and the Guide Company board of directors. Previously, Willey was NADA secretary and secretary of the Finance Committee, as well as chairman of the Dealership Operations Committee and Public Affairs Committee. Past president of the Kansas Auto Dealers Association, Willey has also been chairman of the Lawrence Chamber of Commerce and is a current Rotary Club member. He received Time Magazine's Quality Dealer Award in 1993.



**Annette Sykora**  
**Incoming NADA Chairman**

Dealer principal of Smith Ford Mercury in Slaton, Texas, and Smith South Plains Ford, Lincoln-Mercury, Dodge, Chrysler and Jeep in Levelland, Texas, Sykora represents the franchised new-car dealers of Northern Texas on the NADA board of directors. She's been a member of the NADA board since 1999. Sykora serves on the association's Industry Relations committee and the Insurance Trust Board, and is a trustee on the National Automobile Dealer's Charitable Foundation Board. Previously, she chaired NADA's Public Affairs Committee. Sykora is also chair of the Finance Committee of the First United Methodist Church of Slaton, and a board member of the Slaton Chamber of Commerce.

GM dealers will hear the latest news on their brands from their respective divisional general managers at the Divisional Franchise Meetings.

Dates/times/locations are:

**Saturn:**

Sunday, Feb. 10, 11 a.m. – 11:45 a.m.  
Moscone Center,  
North Hall, Room 123

**Chevrolet:**

Sunday, Feb. 10, 2:30 p.m. – 3:30 p.m.  
Bill Graham Civic Auditorium

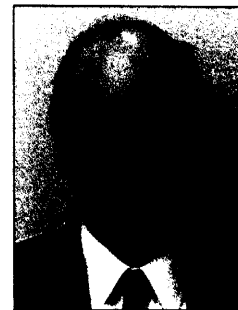
**Buick-Pontiac-GMC:**

Monday, Feb. 11, 8:30 a.m. – 10 a.m.  
Moscone Center,  
South Hall, Rooms 304 and 306

**Cadillac-HUMMER-Saab:**

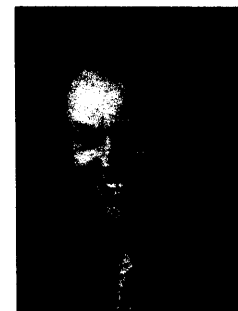
Monday, Feb. 11, 10:30 a.m. – noon  
Moscone Center,  
South Hall, Room 303

As with the All-GM Franchise meeting, these divisional meetings will include time for dealers to ask questions and share concerns with the divisional general managers.



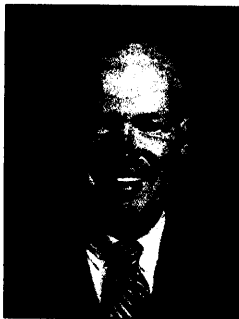
**Frederick (Fritz)**  
**A. Henderson**  
**GM Vice Chairman and Chief Financial Officer**

Henderson became GM vice chairman and CFO in 2006. In addition to his responsibilities to GM Asset Management, Economic Development and Enterprise Services, he serves as GM's global process leader for finance and is on the GM Automotive Strategy Board. With GM since 1984, Henderson has worked at GMAC as director of mortgage banking and as group vice president of finance. He has also served as GM vice president and managing director of GM do Brasil and in 2000 was named group vice president and president of GM Latin America, Africa and Middle East. In 2002, he became president of GM Asia Pacific, and in 2004 took over as vice president and chairman of GM Europe.



**Brent Dewar**  
**GMNA Vice President, Field Sales, Service and Parts**

Named to his current position in 2006, Dewar previously served as GMNA vice president, Marketing and Advertising. His tenure with GM has included serving as Chevrolet general manager, Northeast Region general manager, and executive director – Sales, Service, and Marketing for General Motors do Brasil. Dewar started with General Motors of Canada in 1978, and held several leadership positions there. He is a three-time recipient of the General Motors Chairman's Honors Award, and is co-creator of the Celta Selling System for General Motors do Brasil.



**John McElaney**  
**Incoming NADA Vice Chairman**

President of McElaney Motors, Inc. and Southgate Motors, Ltd. in Clinton, Iowa, John McElaney has been a new-car dealer since 1976 and is chairman of the association's Industry Relations Committee. He is also a director on the Guide Company and Insurance Trust boards, and member of the Nominating Committee. Previously, he was NADA's Region III vice chairman and a member of the Government Relations, Industry Relations and Public Affairs committees. His specific General Motors service includes serving as chairman of the Pontiac National Dealer Council as well as being on the Buick National Dealer Council. McElaney has served as vice chairman at Mt. St. Clare College and as a director of the YMCA.



**Troy Clarke**  
**GM Group Vice President, GMNA President**

Clarke has been president of GM North America and GM group vice president since 2006. Prior to his current position, he served as president of GM Asia Pacific and GM group vice president beginning in 2004, and GM group vice president of manufacturing and labor relations beginning in 2002. Previously, Clarke had been vice president of labor relations since January 2001. Clarke is a member of the board of directors of the Alliance of Automobile Manufacturers and a member of the University of Michigan Business School Visiting Council. He serves on the board of directors of the GM-Toyota NUMMI manufacturing joint venture in California.



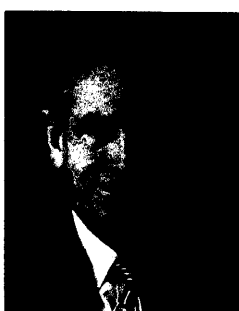
**Bill Powell**  
**GMNA Vice President, Industry-Dealer Affairs**

Powell assumed his current position in 2004. He began his career with GM in 1977 with Buick, eventually becoming a district manager in Los Angeles. Powell held several sales assignments at Buick and Motors Holding before becoming general manager of the Dealer Network Investment and Development Group in 1993. Prior to his current position, he was the general manager for GM's Southeast Region in Atlanta between 1999 and 2004. Powell received his bachelor's degree in education at Indiana University in 1969 and a master's degree from Pacific Lutheran University in 1975.



**Michael Martin**  
**GM Line Chairman of the NADA Industry Relations Committee**

President of Dudley Martin Chevrolet, Manassas, Va., Martin represents that state's franchised new-car dealers on NADA's board of directors. He became a franchised dealer in 1954 and is currently on the association's Dealership Operations and Membership committees, as well as GM's Southeast region of the Industry Relations Committee. Martin is also a board member of the Virginia Automobile Dealers Association (VADA). Previously, he was chairman of the VADA, a board member of the Washington Area North Carolina Dealers and a member and co-chair of the Virginia Motor Vehicle Dealer Board. Active in the community, he is past chairman and board member of the Kiwanis of Bull Run.



**John Middlebrook**  
**GM Vice President, Global Sales, Service and Marketing Operations**

Before taking on his current position in 2004, Middlebrook was GMNA vice president of Marketing and Advertising, a position he had held since 2000. Previously, he was general manager for Vehicle Brand Marketing for GM's North American Operations. Middlebrook began his GM career in 1959 with Oldsmobile, and has had many responsibilities throughout the corporation. Among his roles were VP in charge of Marketing for Saturn, VP in charge of Marketing and Product Planning for GM, and general manager for both Pontiac and Chevrolet. Middlebrook is also a former chairman of the Detroit Area Boy Scout Council board.



**Barbara Stokel**  
**GMAC Executive Vice President, North America Operations**

Stokel was appointed to her current position in 2006, with responsibility for GMAC's U.S. and Canadian automotive financing operations and the company's Nuvel and Semperian subsidiaries. She had served as vice president of GMAC's Eastern Region in North America Operations since 2004, overseeing the performance of branches in 19 eastern states. Stokel began her GM career in 1974, first joining GMAC as assistant manager of the Plans Department in 1989, and subsequently progressing through various executive management positions in the company's executive office and regional and field offices.



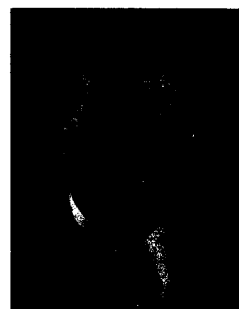
**Rick Wagoner**  
**GM Chairman and Chief Executive Officer**

Wagoner was elected GM chairman in 2003 and was president and CEO beginning in 2000. With GM since 1977, his prior roles at GM included serving as president of North American Operations (1994), executive vice president and CFO (1992-94), and vice president in charge of finance for General Motors Europe (1989-90), as well as holding positions with General Motors of Canada and GM do Brasil. Wagoner is a member of the boards of trustees of Duke University and Detroit Country Day School, the Board of Dean's Advisors of the Harvard Business School, and the Board of Directors of Catalyst. He is chairman of the Society of Automotive Engineers "A World In Motion" Executive Committee and a member of The Business Council and The Business Roundtable.



**Mark LaNeve**  
**GMNA Vice President, Vehicle Sales, Service and Marketing**

LaNeve was appointed GMNA vice president of Vehicle Sales, Service and Marketing in 2005. Previously, he was GM North America vice president of Marketing and Advertising and, prior to that, served as general manager of Cadillac beginning in 2001. In addition, he was brand manager for the Pontiac Bonneville from 1995 to 1997. From 1997-2001, LaNeve was with Volvo Cars of North America, Inc., where he rose to the position of president and CEO. He is heavily involved in groups supporting children with autism and other developmental disabilities, and was named to the board of directors of Autism Speaks in 2007.



**Doug Herberger**  
**GMNA Vice President and General Manager, Service and Parts Operations**

Herberger was appointed to his current position in 2002. Prior to that, he spent more than three years as general manager of GM's Western Region. He began his GM career in 1973, holding a variety of financial and supervisory positions. Herberger joined GM Service and Parts Operations in 1992, serving as general director of finance. He was appointed general director of ACDelco Aftermarket in May 1996. The following year, he was named president of General Motors Japan and a member of the Asia Pacific Strategy Board. Herberger also serves on the board of directors for Genesys Health Systems.