

12/9/99

Dan Meyer (498-5037) visited me at Ron McCants' request to discuss Olds trade. He told me he was probably going to give F.H. Daily Olds in 2000. Also, Hayward Pont-Bu-GMC will move to old training center site, but will be Pont-GMC only till Begier goes away.

He gave me 1998 sales figures showing us at 192 and Olds at 72. The expected sales shown on the report are for national market share, and assuming dealer body as it is now before Hayward/San Leandro changes. He said Eleanor doesn't like the store. She does well in profitability, but not unit sales.

**NEWARK BUICK, OLDS POTENTIALS**

|                   | <u>BUICK</u> | <u>OLDS</u> |
|-------------------|--------------|-------------|
| RPG               | 250          | 280         |
| 1998 SALES        | 192          | 72          |
| <u>SALES LOSS</u> | <u>72</u>    | <u>254</u>  |
| POTENTIAL         | 264          | 326         |