

Meeting with Jim Gentry and Herman Caruthers  
1/25/06 8:00, breakfast at Newark Hilton

- Gentry cell 805-208-3670

Notes written at meeting in front of Jim and Herman:

- Property is \$35 per foot, \$1,500,000 per acre
- Landowner is Sobeck
- 9.12 acres available
- 2008 start
- Buick-Pontiac-GMC together
- \$20 - \$25/foot for Newark property

Post-meeting notes:

- Brunellis gave final turndown to Auto Mall the day before
- Last year Fremont Pontiac-GMC outsold Central Chev (note: there is Chev dealer in Hayward, but not Pont-GMC)
- Per Gentry – there will be an Asian and Indian shopping center going in behind Toyota (or across Auto Mall Parkway.)
- GM assumes Bob Lewis put Suzuki in without VW approval
- GM has to put non-refundable deposit on property “mid-spring.”
- I told Jim and Herman that GM fought me tooth and nail on FAM, used threats and intimidation to finally get me to move to Newark. Herman smiled and said “I can’t imagine you being intimidated Don.” I said “it was attempted intimidation.”
- Jim asked if I would go to Mall with Cad alone. I said wouldn’t make sense. Herman agreed.
- Jim said there might be tier 2 and 3 franchises available to occupy my building.
- Gentry told me FAM would have to be on-channel whether it be me or somebody else. (yeah, they will let me have P-G now that they want expensive building.)
- At end of meeting I told them that I had bought DiGiulio in 1991, and handed them the Auto Mall on a silver platter, but GM turned it down. I said “I’ve carried that with me for 15 years.”
- I would describe Gentry and Caruthers mood when I left as dejected and ashamed.
- 1/26 Daren Fields at City of Fremont called me about GM meeting with him on 1/24 afternoon. Daren told Gentry he would be calling me to update.