

Don Signer Buick, Inc.

38623 Fremont Boulevard • Fremont, California 94536
(415) 794-9333

February 19, 1988

Mr. Frank Liebgott
Zone Manager
Cadillac Motor Car Division
P. O. Box 23850
Oakland, CA 94623

Dear Frank:

It was a pleasure meeting you Wednesday and discussing the open point in Fremont. I appreciate your taking the time to meet with me.

I believe your file will indicate my ongoing discussions and correspondences with Bill Kindley about the subject. Informal discussions began in 1984, with more "formal" discussions in early 1986 when Doty Cadillac began construction on their Dublin facility. While Mr. Kindley indicated that Cadillac's plans were to establish representation in Fremont soon after the Doty move, I can understand the delay due to business conditions. It is my hope that with the bottoming out of the Cadillac market behind us, and the current prospects of gradual but steady improvement over the next several years, that a letter of intent can be issued in the near future.

As I indicated to you in our meeting, I have paid a substantial deposit toward the Fremont Auto Center, currently in development. I have enclosed a copy of a letter sent to Mr. Kindley on September 11, 1987, relative to the Auto Center. I will soon be called upon to make a commitment on exact acreage. Per your request, I will inform you when I must make that final decision.

Please keep me informed of any developments in the Fremont status. Good luck in your new assignment in the San Francisco Zone and again, thank you for your time last Wednesday.

Sincerely,



Donald R. Signer

