

This is a typed version of my less-than-perfect handwriting in my notes of a 5/21/90 conversation with Cadillac Zone Manager Frank Liebgott, which follows this page. He called me that day for an Auto Mall update, and told me that he was going to put together a recommendation to dual now, meaning I would get Cadillac immediately in my current facility. The following is some of the text from my notes, beginning in the middle of the second page:

He [Frank Liebgott] told me if he didn't give it to me now, would be 3 yrs [years] before it would be in Fmt [Fremont.] I told him my life miserable last 2 yrs, 7 days a week [I was working.] Only hanging on because Cad is light at end of tunnel. If I didn't get it soon, will lock the doors. I would have done something dif[ferent] 2 yrs ago (or 1 ½) if no Cad possibility – sold to another GM dlr [dealer]. He told me he wishes he had never met me, as he understands my position. I offered to meet with Kitzmiller and above. Told him he's had to live w/ me, but they didn't. Told him my family had been w/GM 40 years, he said he knew. He said Cadillac had to look at their own position, so that wouldn't matter. He told me he should have an answer by end of week.

I told him word was on street now we weren't getting Cad. I said I had been asking emp's [employees] to hang on, but they didn't believe me any more.

5.21-90

Frank called at 8:30 AM, asked
date of AutoCenter & commitments -
2 1/2% 5/10, 2 1/2% 45 days, 10% 8/22
(less 5% already paid) - at \$7.75/ft. -
Frank said he was going to put together
recommendation to dual now. He
said GM is moving away from metro
duals, it's becoming more difficult.
said Lucas wants joint, will dual
w/ Saturn, but doesn't have Saturn
in Flint. He said adjoining Cad points
wouldn't be a problem because S.J.
mkt. now east-west instead of
N-S. said if wait much longer, could
wait & make single joint. said GM
I told him Bay Area diff from other
metros because bay hills keep growing
shopping, need several smaller stores,
must be dual to survive. He said Cox
lost 4 Cads per mo when dualled w/ Buick.
other stores lost when dualled. I told
him GM must decide if wants healthy

5.21 p. 2

dlrs selling deal, maybe 10% less
rights, or unhealthy, single points
always on verge of trouble. He said he
doesn't know if it's legal to offer con-
ditional franchise. I told him it's been
done many times, for example Doty must
move to Dublin. He told me about
Albuquerque dlrs dualing Cad w/ Post,
reprising separate showrooms.
He told me if ~~he didn't get Cad in~~
he didn't give it to me now, would be
3 yrs before it would be in East, I told
him my life miserable last 2 yrs, 7 days
a week. Only hanging on because Cad
is light at end of tunnel. If I didn't
get it soon, will lock the doors. I
would have done something diff. 2 yrs
ago (or 1 1/2) if no lead. possibility - sold to
another Mr. Bla. He told me he wishes
he had never met me, as he understands
my position. I offered to meet w/ Fitzgibbon
and above, ~~to~~ Told him he's had to live

5.21 p.3

w/ me, but they didn't. Told him
my family ~~had~~ had been w/ OPR
40 years, he said he knew. He said
Cadillac had to look at their own pos-
ition, so that wouldn't matter.

(He told me he ~~would~~ ^{should} have an answer
by end of week.

I told him ~~word~~ was on street ~~see~~
we weren't getting cad. I said I had
been asking emp's. to bring on, but
they don't believe me any more.