

A special thanks to our cosponsors:



Capital Automotive was formed to exclusively focus on providing custom-tailored, sale-leaseback capital to the automotive retailing industry. Celebrating ten years in business, our real estate investments are \$3.8 billion, franchises 590+, acres of land 3,100+, and 17.5 million square feet of buildings.



Founded in 1942, Crowe is a top 10 provider of public accounting and consulting services. Crowe provides services in assurance, financial advisory, tax, risk, and performance monitoring through the Crowe Navigator platform. Crowe has helped over 600 dealership clients and was named Due Diligence / Valuation Firm of the Year by M&A Advisor.



JM&A Group is one of the largest providers of F&I products in the automotive industry. For 30 years they have helped automobile dealers achieve unsurpassed levels of finance and insurance performance in the retail automotive industry. Partnering with dealers across the nation, our goal is to help you turn today's challenges into income-generating opportunities that lead you to new heights of profitability.



Manheim is the world's leading provider of used vehicle services and marketplaces to professional buyers and sellers of the millions of cars that change hands every year. A global remarketing organization, Manheim offers 85 auctions in North America and additional operations in Belgium, Germany, Spain, United Kingdom, China, Australia, New Zealand and Thailand.

Register Today. Space is Limited.
Call 609.252.1125

\$1395 per person in advance. Please make checks payable to Bel Air Partners, LLC or call Kim Zsamba at 609.252.1125 to pay by credit card.

Hotel Reservations

Rooms at special rates have been set aside at the Le Parker Meridien for our guests. Call 800.543.4300 to make your reservations. Be sure to mention Bel Air Partners to receive the special rate of \$525 for a Junior Suite. **The deadline for reservations is August 11, 2008.** The Le Parker Meridien Hotel is located at 118 West 57th Street with an auto entrance on 56th Street. This is an invitation-only event. Visit belairpartners.com for more information.



Bel Air Partners ELITE DEALER SUMMIT™ XI

Keynote Speaker

Jerry York
Harwinton Capital

Dinner Speaker

Henrik Fisker
Fisker Automotive

Featured Speakers

David Conant
Contant Auto Retail Group

Bob Garff
Ken Garff Automotive Group

Earl Hesterberg
Group 1 Automotive

Steve Kalafer
Flemington Car & Truck Country

Jeff Rachor
MSD Automotive Partners

Bernie Moreno
Mercedes-Benz of North Olmsted

Mike Sullivan
LA Car Guy Family of Dealerships

Paul Tamraz
Motor Werks of Barrington

Clark Whitworth
Larry H. Miller Group

Navigating Troubled Times

September 2-3, 2008
New York, NY



Navigating Troubled Times

Tuesday, September 2, 2008
through Wednesday, September 3, 2008

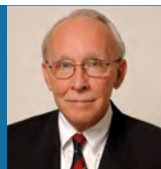
You are invited to attend our eleventh Elite Dealer Summit, an exclusive event designed to provide a vital forum for the nation's leading private auto dealers. At this Summit, we will hear from respected, high profile industry experts about the developments that are shaping the automotive industry.

For more information contact Kim Zsamba at [609.252.1125](tel:609.252.1125) or Don Keithley at [805.523.9868](tel:805.523.9868)

Location:

New York, NY • Le Parker Meridien Hotel, 118 West 57th Street, New York City

Keynote Speaker



Jerry York
CEO, Harwinton Capital

Dinner Speaker



Henrik Fisker
CEO, Fisker Automotive

Schedule of Events:

Tuesday, September 2, 2008

- 4:00 PM** Changing Market Conditions for Automotive Retailing
Erich Merkle, Crowe Chizek
- 4:45 PM** The View from Wall Street
Rod Lache, Deutsche Bank Securities
- 6:00 PM** Cocktails and Dinner
Keynote Speaker: Henrik Fisker, Fisker Automotive

Wednesday, September 3, 2008

- 7:00 AM** Continental Breakfast
- 7:45 AM** Welcome: Lessons Learned from Ten Years at Bel Air Partners
Sheldon Sandler, Bel Air Partners

- 8:15 AM** Balance of Power in Auto Retailing: Changes to the Dealership System
Glenn Mercer, director, International Motor Vehicle Program
- 9:00 AM** Wrestling with Manufacturers' Demands, Pressures and Threats
Moderator: Eric Chase Esq., Bressler, Amery & Ross
Panelists: Joe Aboyou Esq., Aboyou & Heller; Mike Charapp Esq., Charapp & Weiss; and Richard Sox Esq., Myers & Fuller
- 10:00 AM** Coffee Break
- 10:15 AM** Do Manufacturer Facility Upgrades Make Sense? What about Real Estate in Troubled Times?
Moderator: Jay Ferriero, Capital Automotive
Panelists: Clark Whitworth, Larry H. Miller Group; Mike Sullivan, LA Car Guy Family of Dealerships; Bernie Moreno, Mercedes-Benz of North Olmsted; and Paul Tamraz, Motor Werks of Barrington
- 11:15 AM** The Future of Public Consolidation
Earl Hesterberg, CEO, Group 1 Automotive
- 12:00 PM** Lunch: The Fate of Domestic Auto Manufacturing
Keynote Speaker: Jerry York, CEO, Harwinton Capital
- 1:15 PM** Used Cars as a Profit Center in Challenging Times
Tom Webb, chief economist, Manheim
- 2:00 PM** Is This the Time to be "In or Out?"
Moderator: Tom Butler, Bel Air Partners
Panelists: Jeff Rachor, MSD Automotive Partners; Steve Kalafer, Flemington Car & Truck Country; Bob Garff, Ken Garff Automotive Group and David Conant, Conant Auto Retail Group
- 3:00 PM** Meeting Adjourns

Featured Speakers

David Conant
Conant Auto Retail Group



Bob Garff
Ken Garff Automotive Group



Earl Hesterberg
Group 1 Automotive



Steve Kalafer
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