

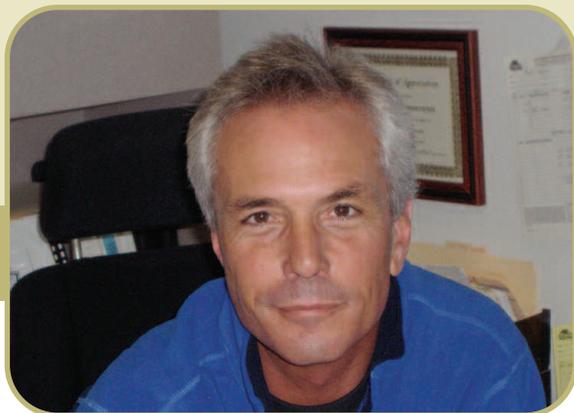
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DEALERS FINANCIAL TIMES

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Gregg Patrick, Bankhead Auto Sales, Inc.,
Mableton, Georgia

DEALER INTERVIEW

with Gregg Patrick, Bankhead Auto Sales, Inc.,
Mableton, Georgia

Dealers Finance has been working with independent automobile dealers for over eleven years. We take great pride in providing the most competitive inventory financing for growing dealerships just like Gregg Patrick's Bankhead Auto Sales, Inc. We had the opportunity to ask Gregg a few questions about his business, the industry and, of course, Dealers Finance.

1 How did you get into the automotive retailing business?

My dad was in the new car business his entire career, initially as a salesman at a local Chevy dealership for 25 years, and later as the Fleet Manager for the Nalley group. My dad's best friend had six franchises in Memphis and when I was a teenager I would work there part-time selling used cars and it got in my blood! While I was living in Athens, Georgia I sold vehicles to pay my expenses while attending UGA. After graduating I opened my first car lot in Decatur called GP Motors and ran it for ten years. Later I became the GM at Dyer and Dyer, and in 1991 opened my current business here in Mableton where we do very well.

2 What is your favorite car of all time?

The super-charged Jaguar XJR. I drive one now and it is the best on the road!

3 What is your favorite place to vacation?

Vail, Colorado. I have been there hundreds of times on both business and pleasure. Snow skiing is one of my passions.

4 What is the funniest thing that you can remember happening at your place of business?

I provide financing on-site for some of my retail customers and occasionally repossession becomes necessary. Several years ago I hired a company to repo a car

The Dealers Finance Mission

We like being the friend in the finance business. It's what makes us different from other floorplan lenders. As a company, we believe that excessive fees drive up the cost of what most independent dealers ultimately pay for their financing. We will never charge dealers for overnight shipping expenses or for site floorcheck visits. And we proudly offer the industry's only no-fee inventory financing plan, the Gold Plan. In addition we have created our programs to be flexible and customized to the specific needs of growing dealerships. Simply put, we are a local lender managed by friendly, local people.

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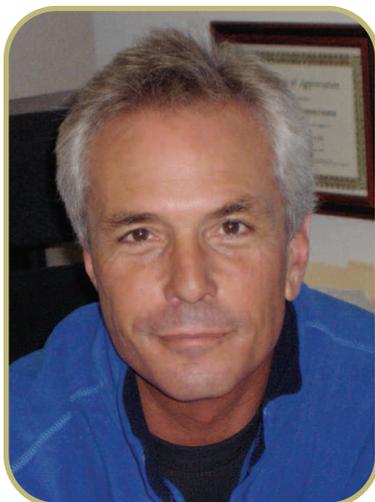
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1080 Holcomb Bridge Rd.
Building 200, Suite 340
Roswell, GA 30076

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Dealer Interview Continued...



Gregg Patrick,
Bankhead Auto Sales, Inc.

Question 4 continued

during the night. They obtained it, towed it back to my lot, and the next morning the customer came in to my office all groggy-like, and told me he had been living in the car and had slept all the way through the repo and towing experience, woke up in my lot and wasn't quite sure where he was. He seemed like a good guy and someone I could help. I hired him as my lot man and he has been with me ever since!

in the job market and the fact that credit card debt is too easy for most people to get trapped by.

6 Is there anything in particular you like about Dealers Finance?

Yes, and the first thing that comes to mind is Bob Andretta, the Account Executive that comes by to do my site visits. He is very competent, nice and we have a good chemistry. Regular visits help us keep things in check.

5 What do you think the future holds for the used car business?

My feeling is that the BHPH side of the business will continue to play a larger and larger role in the growth of a dealer's business. I see personal credit continuing to get worse and worse due to instability



EMPLOYEE SPOTLIGHT

Kathy Taylor, Dealer Liaison

Kathy joined Dealers Finance over a year ago. She moved here from Michigan where she worked for Michigan National Bank for 15 years. Because she is the Dealer Liaison, you most likely have had a chance to speak with her at some time or another. This is what she has to say about her job:

I absolutely love working with and speaking with our dealers! At Dealers Finance, we take pride in being a friend in the finance business. For me that means providing superb customer service for every dealer I help. Many of you I have never met, but I enjoy helping you while learning about you and your families on a more personal level.

*Because I am the Dealer Liaison between the dealers and management at Dealers Finance, my motto is communicate, communicate, communicate. It's my job to make sure that your needs are not only addressed, but are also **accomplished** at the end of the day. We all get to go home happy that way.*

DEALER FINANCE

Programs and services

Our Gold Plan is the industry's only no-fee floorplan plus you can qualify for rates as low as \$.80/day per \$1,000 financed.

Our BHPH Partial Note Program and National Note Program provide dealers with rates as low as \$.88 on the dollar and up to twelve-month advances. With the Dealers Finance note programs there are never any reserves, 90-day seasoning of notes, minimum amounts or "cherry-picking" of your best accounts. Increase your monthly cash flow without giving up customers.

No one offers better customer service than Dealers Finance. Our account representatives make weekly visits to your lot for add-ons and pay-offs. Call one of our representatives today for a no-cost analysis to determine which of our programs is right for you. With Dealers Finance you have a friend in the finance business.

DEALER TIPS

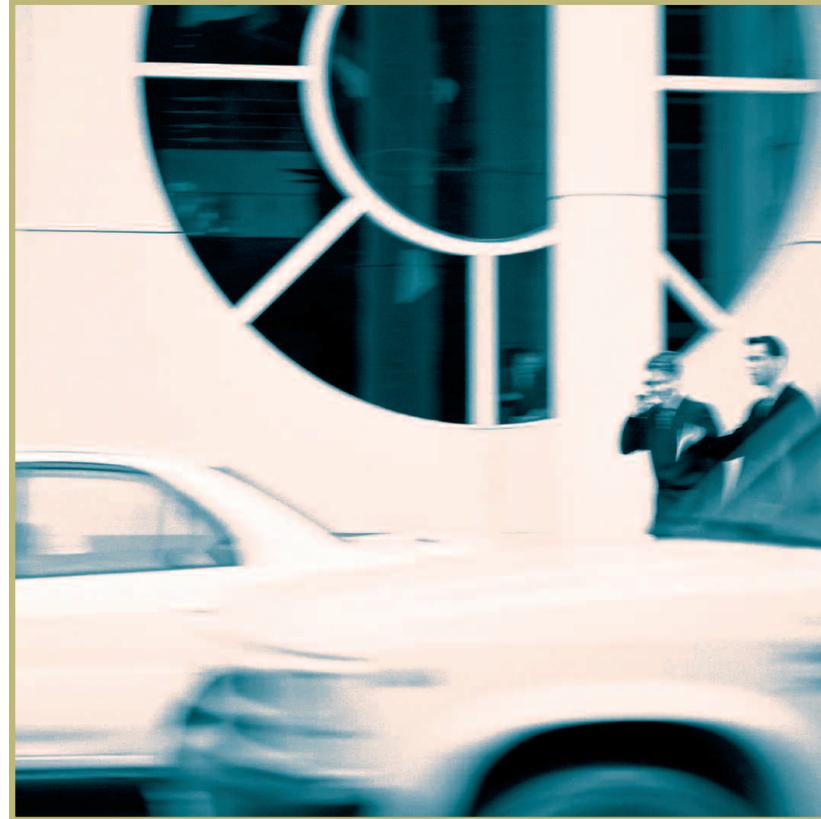
Helpful hints for a prosperous 2006

The New Year is already upon us. We know that means you are hard at work filling your lot with new inventory for 2006. Every dealer looks for vehicles that will sell fast and for a profit. Here are a few ideas to help make sure your lot is moving in the right direction.

It's important to know what the public is buying before you start adding to your lot. A great way to understand the overall trends in car buying is to review lists of the most popular vehicles over the last few years. There are many lists available for free on the Internet. Try starting at the Edmunds website (www.edmunds.com). The Car Review section provides lists of the most popular vehicles by make. It also can give you a lot of insight on the types of things consumers look for when buying a new vehicle. You can also purchase detailed market studies that reveal opportunities and useful industry trends. For example, R. L. Polk & Co. (www.polk.com) has a great selection of reports to choose from, but be prepared to pay for this information.

Consider buying used vehicles that have a brand image known for a high level of customer satisfaction. Selling used vehicles that are known to have a high level of customer satisfaction can help to reduce uneasiness on the lot, add to the sales pitch and make a buyer feel more comfortable with making a purchase. Check out customer satisfaction web sites like J.D. Power (www.consumer-center.jdpower.com), and Consumer Reports (<http://www.consumerreports.org>) for lists of vehicles with high levels of customer satisfaction.

You should also check out the auction numbers for used vehicles that are currently being sold. Most of the auction houses have this information available on their web sites, or you can ask for it at the auction facility. Knowing the supply levels of vehicles and the overall sales numbers can help reveal which makes and models are



hot sellers. It can also provide a benchmark for how much you should be willing to spend for these units.

Finally, it's always a great idea to take the time to drive around the neighborhoods where your customers typically live. Notice what types of vehicles are sitting in their driveways: mini vans, economy class cars, SUVs, etc. If you have a hot list of what your ideal customer drives then you will be ahead of the game when you are deciding on the types of vehicles to fill your lot for the New Year.

We hope that these simple suggestions help put you well on your way to maximizing your profits in 2006!

By David Ozyp
All comments are welcomed at info@ozyp.com.

NEWS & EVENTS

Tax Season Special Program Extended!

Due to the success of the Tax Season Special Program this fall, Dealers Finance is proud to announce that we are extending our special offer through January of 2006. Any vehicle floorplanned in October or November will not be due for payoff until April 1st, 2006. Any vehicle floorplanned in December or January will not be due for payoff until May 1st, 2006. All vehicles must be paid in full at the time of sale or at the end of the payoff period, whichever comes first. There are still no curtailments on any vehicle floorplanned under this special offer.

"We are excited to extend this special offer," said Mike Wynne, President of Dealers Finance. "We understand that planning for tax time can be difficult and hope that this special offer can help you when Uncle Sam comes calling on April 15th."

Dealers Finance has provided thousands of notes to independent dealerships over the last eleven years. To take advantage of the Tax Season Special Program call 1-800-605-6221, but hurry because this offer expires January 31st, 2006.

INDUSTRY TRENDS

Averages by model year as of 11/07/05 – 11/18/05

Model Year	Average Mileage	Average Price
2005	18,397	\$14,537
2004	32,206	\$14,741
2003	46,494	\$13,512
2002	57,559	\$12,116
2001	76,565	\$8,499
2000	90,658	\$6,341
1999	102,591	\$5,142
1998	110,836	\$3,975
1997	119,038	\$3,319
1996	125,771	\$2,664

Source N.A.D.A./NAAA AuctionNet

Edmunds.com Best Bets

- Economy:**
1998 - 2003 Honda Civic
- Mid-Size:**
1998 – 2003 Toyota Camry
- Full:**
1998 – 2003 Ford Crown
Victoria or Mercury Grand
Marquis
- Luxury:**
1998 – 2003 Lexus ES 300
- Sports:**
1999 – 2003 Mazda Miata
- Mini SUV:**
1999 – 2003 Honda CR-V
- SUV:**
1999 – 2003 Nissan
Pathfinder
- Minivan:**
1999 – 2003 Honda Odyssey
- Small Pickup:**
1998 – 2003 Toyota Tacoma
- Large Pickup:**
1998 – 2003 Ford F-150

Source: www.edmunds.com

Top Volume Wholesale Vehicles - 2002-1998 Model Years

	Rank	Year	Model	# Sold	Avg. Price	Avg. Mileage
Domestics	1	1999	Ford Taurus Sedan 4D SE	347	\$2,155	104,154
	2	2002	Ford Taurus Sedan 4D SE	344	\$5,138	71,862
	3	2002	Lincoln LS-V8 Sedan 4D	342	\$14,530	40,374
	4	2002	Dodge Intrepid Sedan 4D SE	262	\$4,598	70,074
	5	2002	Ford Taurus Sedan 4D SES	255	\$5,916	60,355
Imports	1	2002	Lexus ES Sedan 4D ES100	330	\$18,478	43,915
	2	2002	Nissan Altima 4 Cyl. Sedan 4D S/SL	323	\$10,607	58,182
	3	2002	Toyota Camry Sedan 4D LE/XLE/SE 4 Cyl.	317	\$10,846	58,476
	4	2002	Mercedes Benz C Class Sedan 4D C240	278	\$17,821	42,574
	5	1999	Toyota Camry Sedan 4D LE/XLE/SE 4 Cyl.	235	\$4,870	105,385
Trucks	1	1998	Ford Windstar 3.0L LTD/LX/GL	525	\$1,770	109,718
	2	2002	Nissan Pathfinder 4D SE/LE 4WD	499	\$13,308	41,982
	3	2002	Ford Explorer Wagon 4D XLT 4WD	422	\$9,902	62,004
	4	1999	Dodge Durango 4D SLT 4WD	347	\$5,057	100,837
	5	1999	Ford Expedition XLT/Eddie Bauer 4WD	319	\$6,459	103,929

N.A.D.A./NAAA AuctionNet Figures are based on open and closed sales. All trim lines.

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