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Distinguished members of the subcommittee, thank you for this opportunity to testify today. I am one of the 789 dealers that Chrysler is terminating and I'm here to give you my views on the situation and to advise you on what you can do to help us. My dealership is located in a suburb of Pittsburgh. We have been there since 1948 and we are a family run dealership. I am the third generation to sell new vehicles at our facility. One of the distinguished members of your subcommittee, congressman Doyle, has bought 3 new vehicles from us and has sent some of his friends and family to our store so he knows first hand what we're all about and how we run our business.

My family and my employees have worked very hard to maintain our excellent reputation. The Golick name has been synonymous with trust and integrity.

I want to tell you next about the pressure that Chrysler placed on me several years ago to purchase the Chrysler franchise from a neighboring dealer. They pushed me into paying hundreds of thousands of dollars to buy that franchise and told me that my facility was fine and that I could stay in my present location indefinitely. Now that my franchise has been stripped from me, I have been deprived of recovering that money as I could have sold my franchises locally for hundreds of thousand of dollars.

Last week there was a senate hearing on June 3rd and the president of Chrysler Jim Press said these words and I quote" that Chrysler wants to bring the performers along that will allow us the best return on our investment" "in the case of the dealers not being taken forward, last year we lost 55,000 units of sales" (unquote).

I'd like to let everyone know that I am one of their "performers". I have always been at 150% of my required minimum sales responsibility and 150% of my required working capital. My customer satisfaction rating has been among the highest in the state of Pennsylvania for many years and I've always been profitable.

Now, Id like to talk about why us dealers do not cost the factory any money or very little money. In the case of my dealership the total cost to the factory would be about \$2,000.00 per year. To arrive at that number I'm guessing my district managers annual salary is \$52,000 dollars and I divided that be 26 dealers in my district and thus the \$2,000 per dealer. Last week at the senate hearing Jim Press said that each dealer cost the factory about \$41,000 dollars per dealer per year, which is a far cry from the \$2,000.00 that I'm coming up with. He gave his side of the story as to why Chrysler needed to eliminate 789 dealers. Mr. Press said that the dealers should have sold 55,000 more units than they did last year, and that cost the factory \$1.5 billion dollars. What he didn't say is that when were gone they'll lose 140,000 units in annual sales and the factory is going to lose \$4 billion dollars annually!

Second, he said us dealers cost the factory \$1.4 billion dollars a year in development costs. That is a very large sum of money. I would really like to see a breakdown of those numbers and

how the 789 dealers cost them that much and what the words "development costs" even mean.

Next, I'd like to talk about the process of selecting the 789 dealers. In Chrysler's viability report to the government that they submitted in February, Chrysler indicated that 25% of their dealers are in financial trouble. I am not in financial trouble. I would like to know how many of those dealers that were in financial trouble are still with the company. If Chrysler was bent on eliminating 25% of their dealer body, the prudent thing to do would be to get rid of the 25% that were in financial trouble and represent a liability to them. My guess is that many of the financially troubled dealers were picked to continue with the "new Chrysler".

I'd now like to talk about the rationale of cutting any dealers at all in this tough economy. Ford motor company is not cutting any of its dealers and they are doing pretty good right now. In the 70's when Chrysler was in financial trouble, and the government stepped in, how many dealers did Lee Iococca cut. He didn't cut any. One would never think that we would see the day when someone could just take your business from you in the United States of America but this very day is now upon us. Why can't we let the free market's decide which dealers survive or fail? Why dictate it under the cloak of bankruptcy. That was un-American. No matter what the outcome here I really think that the bankruptcy laws should be changed to protect executory contracts such as new car franchise agreements as I believe they represent a pure revenue stream to the factory and we must protect the dealers rights and protect the manufacturers from their own imprudence.

I'd also like to say that at least the GM dealers that were being eliminated were given some 10 months to wind down and GM offered each dealer anywhere from \$100,000 to \$1 million dollars to help with the transition. The Chrysler dealers "soft landing" was 3 weeks long and we received absolutely no compensation. Nothing, not one penny! This was an unconscionable act.

In closing I'd like to give some facts and figures that should point the way forward from here. I took a look back at the past 8 years of Chrysler's financial statements and I have discovered that they did not have a year where they made more than 2 billion dollars profit in one year. In fact they lost money in 5 of the last 8 years. The point I'm trying to make here is that I really want "the new" Chrysler to succeed. They will need every order and every sale from us dealers that they can get in the next couple of years to survive. They have exited bankruptcy owing over 13 billion dollars to the Treasury. The past shows that it is very difficult to make even \$2 billion dollars profit in any one year as an auto manufacturer. The pragmatic approach to getting that money paid back to the treasury is reinstate us dealers and let us order our 140,000 vehicles annually. This will give Chrysler \$4 billion dollars in annual revenue to help them survive and pay back that money. I am extending an offer to Sergio Marchionne from Fiat to welcome us with open arms and I am urging Congress to sign onto bill H.R. 2743 which will restore our rights and our protection under the state franchise laws to where they were before Chrysler entered bankruptcy. If Chrysler wants to pare back their dealer body, why not let them do it within the framework of the state franchise laws which were enacted to prevent this very thing from happening. Again I'd like to thank every one for taking the time to hear me out and may God Bless America.