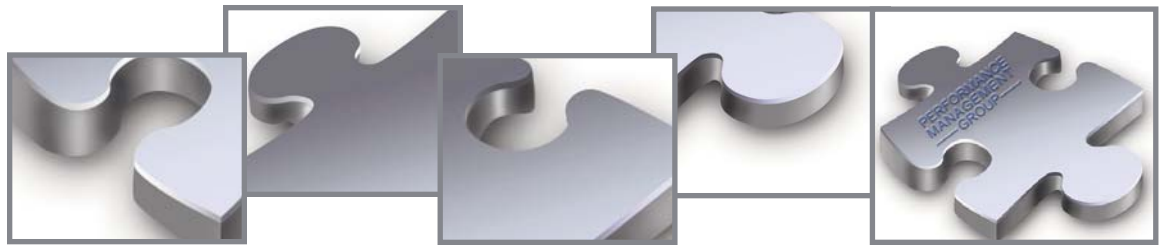


About Performance Management Group

PERFORMANCE MANAGEMENT GROUP

Innovative Purchasing
Solutions



Does Your Organization Face These Purchasing Challenges?

Constant Price Escalations	<input type="checkbox"/> Yes <input type="checkbox"/> No	Lack of Pricing Benchmarks	<input type="checkbox"/> Yes <input type="checkbox"/> No
Broad Supplier Base	<input type="checkbox"/> Yes <input type="checkbox"/> No	Unwritten Purchasing Policies	<input type="checkbox"/> Yes <input type="checkbox"/> No
Frequent, Expensive Spot-buying	<input type="checkbox"/> Yes <input type="checkbox"/> No	No Standardized List of Supplies	<input type="checkbox"/> Yes <input type="checkbox"/> No
Decentralized Purchasing Authority	<input type="checkbox"/> Yes <input type="checkbox"/> No	High Employee Turn-over	<input type="checkbox"/> Yes <input type="checkbox"/> No
Lack Trained Purchasing Resource	<input type="checkbox"/> Yes <input type="checkbox"/> No	Lack of Supplier Audits	<input type="checkbox"/> Yes <input type="checkbox"/> No

If you answered yes on three or more questions PMG can help your organization prosper.

Performance Management Group (PMG), a supplier independent Twin Cities based Purchasing Services Provider (PSP) was founded in 1992 to improve purchasing processes, optimize suppliers, reduce costs and transform business efficiencies; all resulting in improved operational performance and increased profits. As a leading PSP, we offer results-oriented, experienced purchasing professionals with extensive national, regional and local expertise in 100+ operating expense categories of supplies, services and equipment. Our list of satisfied clients includes some of the largest single store, multi-location, and mega clients in the nation.

PMG Delivers Innovative Purchasing Solutions That Generate Measurable Results and Process Efficiency.

- ▶ “Best in Class” pricing
- ▶ Immediate price reduction
- ▶ Centralized purchasing management & control
- ▶ Improved employee focus
- ▶ Improved policies, processes and controls
- ▶ High performing suppliers
- ▶ Supply base reductions
- ▶ Accessible information 24/7
- ▶ Supplier audits
- ▶ Clients focus on core business

Sustainable Cost Reductions in 100+ Operating Expense Categories Including:

- ▶ Credit Bureaus
- ▶ Check Processing
- ▶ Insurance
- ▶ Glass & Installation
- ▶ Lubricants & Fluids
- ▶ Uniforms & Laundry
- ▶ Janitorial Supplies
- ▶ Information Services
- ▶ Office Supplies
- ▶ Advertising
- ▶ Credit Card Processing
- ▶ Vehicle History Reporting
- ▶ Lighting Services
- ▶ Shop Supplies
- ▶ Employee Drug Screens
- ▶ Janitorial Services
- ▶ Printed Materials
- ▶ Office Equipment
- ▶ Telecom & Cell Phones
- ▶ And Many More

About Performance Management Group

Innovative Purchasing Solutions

Purchasing Solutions Flexible Enough To Meet The Needs Of Any Client.

PMG offers solutions to match any purchasing strategy. We listen to the needs of our clients and implement a solution that matches the clients needs and objectives. Clients may select purchasing solutions that offer immediate short-term tactical results or a more comprehensive strategic solution that offers sustainable long-term results.

Our highly qualified team of sourcing specialists, auditors, and client service managers help organizations procure supplies, services and equipment more efficiently and cost effectively than they can typically do themselves.



Client Benefits

- ▶ Leveraged Purchasing Power
- ▶ Improved Employee Productivity
- ▶ Policy Compliance
- ▶ Optimized Supplier Base
- ▶ Purchasing Policies & Control
- ▶ Information Available 24/7
- ▶ Process Simplification
- ▶ Hard Dollar Cost Reductions
- ▶ More

What Our Client's Have To Say About PMG . . .

- ▶ "PMG's target was to save the Phil Long Dealerships \$300,000 gross over a year. "I challenged them to get us to \$700,000 and I think they'll crack \$800,000 before our contract year is up."
– Gary Fentiman, CFO
Phil Long Dealerships
- ▶ "Between the challenges of selling vehicles in poor economic times and facing increased expenses for doing business in a competitive industry, it is difficult to maintain a proactive purchasing process in order to insure we get the best deals for products and services we require. After 12 months of partnering with PMG we have received more than \$179,000 in recommended savings and a supplier reduction of more than 37%. "
– Mark Eddins, President
Friendly Chevrolet
- ▶ "We have measurable cost reductions of 21% and we have reduced our supplier base by nearly 40%. Their focus on process simplification has led to increased employee productivity as well. Their approach is professional, timely and dependable."
– David Roen, GM
Saturn of St. Paul, Rydell

PMG's Client References

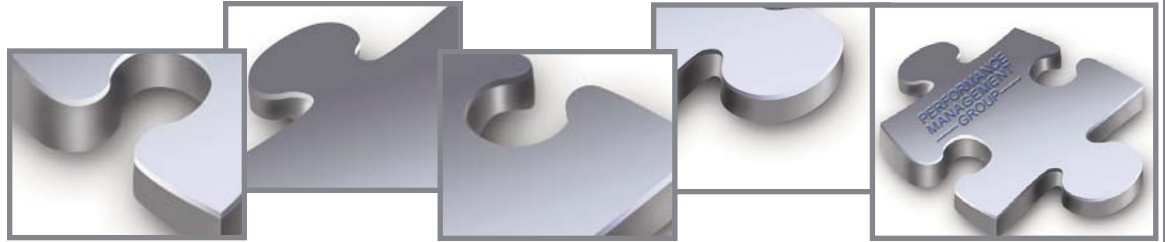
Innovative Purchasing Solutions

Dealer Client	State	# Locations	Contact and Title	Telephone
Saturn St. Paul - Rydell Auto Group	MN	5 Locations	Dave Roen, General Manager	651-483-9106
Phil Long Dealerships	CO	17 Locations	Gary Fentiman, COO	719-575-7025
Lupient Auto Retailers	MN	17 Locations	Rick Lupient, President Skip Cady, General Manager	952-888-7300 763-544-7300
Lexus of Wayzata & Maplewood	MN	3 Locations	Robert Katz, General Manager	952-476-6111
Rydell Chevrolet	CA	4 Locations	Gus Garcia, General Manager	818-267-1400
Balise Motor Sales	MA	20 Locations	Steven Mitus, CPA EVP&CFO	413-735-1001
Galpin Ford Motors	CA	5 Locations	Phil Marshall, Gen. Bus. Mgr & CFO	818-778-2220
Larry Miller Auto Group	AZ	6 Locations	John Ellegard, General Manager	623-876-3400
Joe Cooper Auto Group	OK	5 Locations	CW Evans, COO	405-733-1611
Broadway Enterprises Inc.	WI	3 Locations	Nick Lanser, Chief Financial Officer	920-429-6249
Automotive Avenues	CO	1 Location	Bill Green, Principal & GM	303-234-2800
DCH Auto Group	NJ	17 Locations	Don Ray, Sr. Former VP & CFO	917-359-5128
Atlantic Auto Group	NJ	17 Locations	Michael Brown, VP Operations	605-486-4697
Preston Auto Group	MD	6 Locations	Bill Snyder, CFO	410-770-6778
Arrowhead Honda	AZ	1 Location	Ken Ellegard, Principal	623-974-9700
Van Tuyl	AZ	60 Locations	Allan Cady, CFO John Schneider, Reg. Controller	602-230-1051 602-722-5493

PMG's Strategic Purchasing Services

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A Strategic Solution That Offers Sustainable Long-Term Results

Designed for the client who is interested in a strategic long-term comprehensive purchasing solution, Performance Management Group's (PMG's) Strategic Purchasing Service (SPS) offers real results through a valuable partnership. This purchasing strategy allows clients to have a comprehensive integrated purchasing solution, without adding internal resources. SPS allows clients to focus on their core business while relying on PMG, one of the leading Purchasing Service Providers (PSPs) in the industry to provide detailed research, analysis, and expense category recommendations that reduces costs, optimizes suppliers, improves controls, minimizes risk and improves organizational effectiveness – all resulting in increased performance and profitability.



CRP Background Information					
Date:	9/25/2008	Client:	XYZ Auto	Category:	Tele-Cell(TE-C)
Cat. Owner:	John Doe	CSM/S.Spec.	PMG Personnell	CRP ID#:	1586
Current Supplier(s):	Sprint & Verizon				
Client Category Objectives:					
XYZ Auto wants to implement a local cell phone plan only for all non-executives in the company.					
Client Category Strategy					
RFQ:	X	Renegotiate:		NewSpec/Other	
PMG Recommendation					
Client Benefits					
Area of Benefit	Previous	Proposed	# Change	% Change	
Spend - FIRST YEAR Cost Savings	\$195,311	\$108,233	\$87,077	45%	
Spend - SECOIND YEAR Cost Savings	\$195,311	\$129,880	\$65,430	34%	
Spend - TOTAL 2-YR Cost Savings	\$390,621	\$238,113	\$152,508	39%	
Supply Base Reduction	2	1	1	50%	
Other Benefits					
Avoid Directory Assistance calls (\$1.79 per call) by using one of the following methods:					
• Use Google Text to look up information. For users with a text plan it's included. Without a text plan it's \$0.15.					
• Use your cell phone internet access to look up information.					
• Call 1-800-FREE411, this is a company that provides 411 information after listening to just a few short ads.					
New Devices:					
• Eligibility for newphones is based upon the individual contract status of each user and the date on which the user last had a phone upgrade.					
• Phone lines with expired contracts are eligible for new flip phones, or discounted PDA's. Discounts are only available at the time of new service or at future contract renewals.					
Key Assumptions					
• Sprint termination fees are \$200 per line. PMG assumes that any phone line expiring by the end of 2008, can be allowed to expire (as opposed to paying a termination fee). T has termination fees for lines with 2008 expiration dates are referenced as zero termination fee.					
• Savings are based on volume from the billing account, not the individual handset user, and require the recommended changes taking place. However, even when all recommended changes occur, seasonality and fluctuating individual usage patters can and will alter the level of savings presented in this analysis.					
• Taxes, Surcharges & Fees have been removed from this analysis because PMG cannot effect these charges.					

Category Recommendation Example

Strategic Purchasing Service

Our knowledgeable team of purchasing professionals and client service management and support personnel assists clients in gathering expense category requirements, contract and last price paid information. Experienced sourcing personnel with deep retail automotive expense category expertise will then source and qualify potential suppliers for selected expense categories. Upon completion of the quoting and negotiation process, clients receive expense category recommendations which may be accepted or rejected by the client. Clients then receive a comprehensive implementation checklist for each accepted expense category recommendation that assists PMG and the client in executing the category recommendation successfully with the suppliers. Truly a win/win/win purchasing strategy.

PMG's Strategic Purchasing Services

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SPS Client Benefits

- ▶ "Best in Class" Pricing
- ▶ High Performing Suppliers
- ▶ Immediate Price Reduction
- ▶ Supply Base Reductions
- ▶ Centralized Purchasing Control
- ▶ Accessible Information 24/7
- ▶ Improved Employee Focus
- ▶ Supplier Audits
- ▶ Improved Policies, Processes and Controls
- ▶ Clients Focus on Core Business

Solutions To Fit Your Organization

PMG's comprehensive Strategic Purchasing Services provide clients with the short-term benefits of immediate expense relief, while at the same time, long-term benefits of a fully integrated purchasing solution. PMG listens to client needs and recommends integrated purchasing solutions to relieve purchasing challenges to realize measurable cost savings and supply base reductions. Our highly qualified team of sourcing specialists, auditors, client service management and support personnel help clients procure supplies, services and equipment more efficiently and more cost effectively than they can typically do themselves – allowing you to focus on selling more cars and taking care of your customers.

PMG's SPS Offering	
Purchasing Service/Function	SPS
Client Employee Introduction	✓
Client Overview & Training	✓
Spend Analysis (all in-scope categories)	✓
Category Requirements Gathering	✓
Supplier Sourcing and Qualification	✓
Quoting, Negotiation and Analysis	✓
Certified Supplier Category Recommendations	✓
Category Implementation Checklist	✓
Category Implementation Assistance	✓
Category Audits	✓
Purchasing Management Assistance	✓
Custom Policies and Procedures	✓
Web-based Information Management	✓
Monthly Purchasing Management Updates	✓
Contract - Agreement Tracker	✓
Supplier Management	✓
Client Support Specialist	✓
Executive Tools™ - Web-based Management Tool	✓

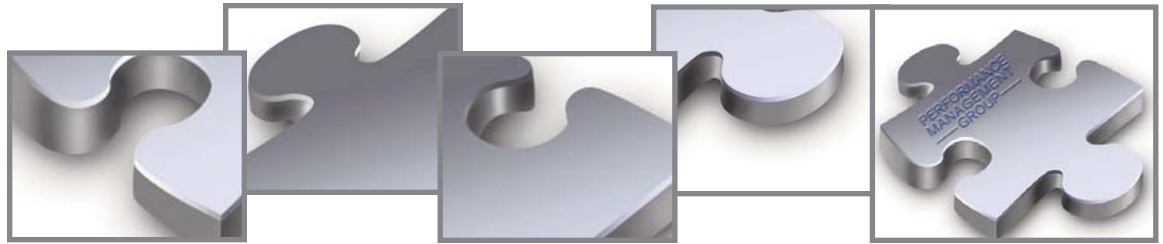
PMG – Proven Purchasing Expertise

Performance Management Group (PMG), a supplier independent Twin Cities based Purchasing Services Provider (PSP) was founded in 1992 to improve purchasing processes, optimize suppliers, reduce costs and transform business efficiencies; all resulting in improved operational performance and increased profits. As a leading PSP, we offer results-oriented, experienced purchasing professionals with extensive national, regional and local expertise in 100+ operating expense categories of supplies, services and equipment. Our list of satisfied clients includes some of the largest single store, multi-location, and mega clients in the nation.

PMG's Purchasing & Spend Analysis (PSA)

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Performance Management Group (PMG) Purchasing Spend & Analysis (PSA) Identifies Cost Savings

Designed for the client who is interested in a review of cost reduction and purchasing process improvement opportunities across the organization. PMG's PSA is designed to identify spend in up to 100 expense categories, then provides a systematic plan to reduce costs in each category. The PSA is a five (5) step process that can be completed in as little as three to four weeks to allow for immediate cost-reduction.

1. A Complete Purchasing Gap Analysis Including a Review and Analysis of Your Dealership's:

- ▶ Purchasing Approach
- ▶ Commitment Authority & Administration
- ▶ Expense Category Objectives & Performance Measures
- ▶ Purchasing & Supply Chain Management Expertise
- ▶ Purchasing Policies & Controls
- ▶ Pricing, Terms & Rebates
- ▶ Item Standardization & Usage Reporting
- ▶ Auditing & Reporting Practices

2. Identify Expense Category Owners, Contracts, Preferred Supplier and Requirement Needs

3. Code, Classify & Analyze A/P Spend Information Into The Following Pre-Defined Expense Categories

- ▶ Financial Services (Check Processing, etc...)
- ▶ Office Services & Supplies
- ▶ Facilities Services
- ▶ Telecom and Communication Services
- ▶ Automotive (Parts, Supplies, Services)
- ▶ And More as Appropriate for Your Dealership

4. Analyze Unit Pricing & Contracts (Pull Invoices, Copy, Review and Compare Client's Last Price Paid For 8-10 Expense Categories Against Our Benchmark Market Pricing for Similar Items

5. Client Provided With a Comprehensive Purchasing & Spend Analysis That Summarizes Findings of Above, Including Cost Savings Recommendations & Process Improvements



*Quit flushing your money down the drain!
Identify Cost Reduction Opportunities Today.*

2008 Clients Results With PMG

- ▶ 24% Average Cost Reductions
- ▶ 40% Average Supply Base Reductions
- ▶ \$17 MM in Recommended Client Savings
- ▶ \$150+ MM in Spend Under Management

Clients Benefits With PMG

- ▶ Detailed Expense Category Spend Analysis
- ▶ Unit Price Comparisons Using Your Last Price Paid
- ▶ Immediate Price Reductions
- ▶ Supply Base Reductions
- ▶ Supplier Audits Available
- ▶ Improved Purchasing Policies and Controls
- ▶ Purchasing Best Practices & Process Improvements
- ▶ Experience in Over 100 Indirect Expense Categories
- ▶ Clients Focus on Core Business
- ▶ Improved Operational Performance and Profitability

Contact us today for a no-charge Quick View Assessment and quotation at 952-887-2800 or by Email @ Sales@pmgpurchasing.com. Visit our website at www.pmgpurchasing.com.

PMG's Purchasing & Spend Analysis (PSA)

Innovative Purchasing Solutions

Sustainable Cost Reductions in 100+ Operating Expense Categories, Averaging 24% Savings

- ▶ Advertising - Print (6%) ▶ Check Processing (37%)
 - ▶ Credit Bureaus (25%) ▶ Credit Card Processing (11%)
 - ▶ Employee Bkgrd. Checks (9%) ▶ Glass & Installation (16%)
 - ▶ Information Services (4%) ▶ Insurance (10%)
 - ▶ Janitorial Services (28%) ▶ Janitorial Supplies (26%)
 - ▶ Landscape Services (16%) ▶ Office Equipment (26%)
 - ▶ Office Supplies (26%) ▶ Printed Materials (29%)
 - ▶ Telecom & Cell Phones (37%) ▶ Transport - Packages (18%)
- ▶ And Many More

PERFORMANCE MANAGEMENT GROUP					Telecom Category Recommendation				
CRP Background Information									
Date:	9/25/2008	Client:	XYZ Auto	Category:	Tele-Cell(TE-C)				
Cat. Owner:	John Doe	CSM/S.Spec.:	PMG Personell	CRP ID#:	1586				
Current Supplier(s):	Sprint & Verizon								
Client Category Objectives:									
XYZ Auto wants to implement a local cell phone plan only for all non-executives in the company.									
Client Category Strategy									
RFQ:	X	Renegotiate:		New Spec./Other:					
PMG Recommendation									
Client Benefits									
Area of Benefit	Previous	Proposed	# Change	% Change					
Spend - FIRST YEAR Cost Savings	\$195,311	\$108,233	\$87,077	45%					
Spend - SECOND YEAR Cost Savings	\$195,311	\$129,880	\$65,430	34%					
Spend - TOTAL 2-YR Cost Savings	\$390,621	\$238,113	\$152,508	39%					
Supply Base Reduction	2	1	1	50%					
Other Benefits									
Avoid Directory Assistance calls (\$1.79 per call) by using one of the following methods:									
* Use Google Text to look up information. For users with a text plan it's included. Without a text plan it's \$0.15.									
* Use your cell phone internet access to look up information.									
* Call 1-800-FREE411, this is a company that provides 411 information after listening to just a few short ads.									
New Devices:									
* Eligibility for newphones is based upon the individual contract status of each user and the date on which the user last had a phone upgrade.									
* Phone lines with expired contracts are eligible for new flip phones, or discounted PDA's. Discounts are only available at the time of new service or at future contract renewals.									
Key Assumptions									
* Sprint termination fees are \$200 per line. PMG assumes that any phone line expiring by the end of 2008, can be allowed to expire (as opposed to paying a termination fee). Thus termination fees for lines with 2008 expiration dates are referenced as zero termination fee.									
* Savings are based on volume from the billing account, not the individual handset user, and require the recommended changes taking place. However, even when all recommended changes occur, seasonality and fluctuating individual usage patterns can and will alter the level of savings presented in this analysis.									
* Taxes, Surcharges & Fees have been removed from this analysis because PMG cannot effect these charges.									

Category Recommendation Example

Best of all, there is **NO RISK** – PMG will provide actual cost savings recommendation(s) that can be implemented to generate annualized cost savings recovering the cost of the analysis. This initial service will deliver hard dollar cost savings helping your organization remain competitive in today's challenging economic environment!

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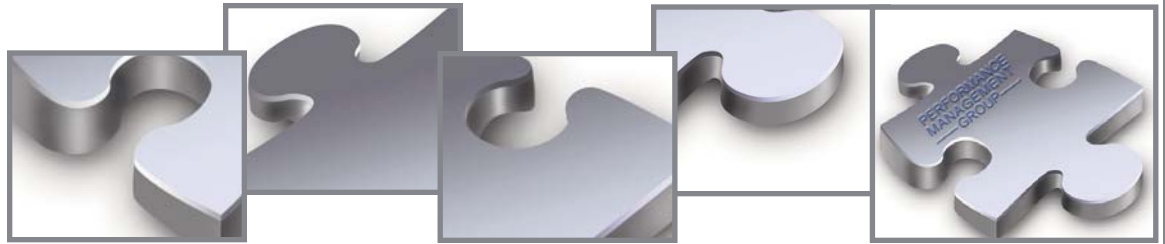
Purchasing & Spend Analysis Deliverables

Purchasing Service/Function	PSA
Executive Summary of Our Findings	✓
Purchasing Environment Gap Analysis	✓
Expense Category Owners & Preferred Suppliers Clarification	✓
A/P Coded & Classified Spend Report	✓
Unit Price Comparative Analysis Report (9-10 Expense Categories)	✓
Purchasing Policies & Procedures Draft	✓
Recommendations & Proposal With Prioritized Work Plan & Scorecard of In-scope Expense Categories	✓
Expense Category Cost Savings Recommendation(s) and Implementation Checklist (PMG provides a recommendation(s) to recover the cost of the analysis in annualized cost savings)	✓

PMG's Cost Reduction & Cost Value Services

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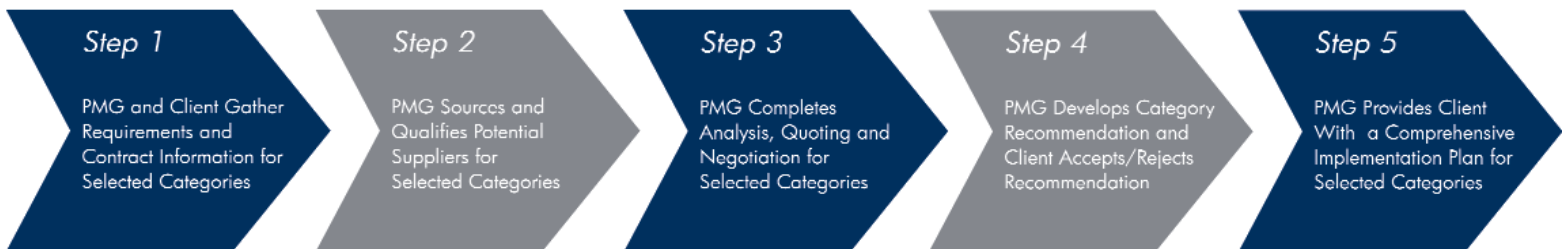
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PMG's Cost Reduction Services With Immediate Impact

Designed for the client who is interested in immediate and more tactical purchasing results, Performance Management Group's (PMG's) Cost Reduction and Cost Value services deliver quick returns with a short-term commitment. These purchasing strategies allow clients to focus on cost savings in a specific expense category or as a project approach in which ten expense categories will be managed. Clients maintain full purchasing control and implement each category implementation plan as provided by PMG.

Our knowledgeable PMG team assists Cost Reduction and Cost Value clients in gathering expense category requirement and contract information. Experienced PMG personnel will then source and qualify potential suppliers for the selected categories. Upon completion of the quoting and negotiation process, the client will receive expense category recommendations which may be accepted or rejected by the client. Clients receive a comprehensive implementation checklist for each accepted expense category recommendation that assists the client in executing the category recommendation successfully.



Actual Client Examples of Category Savings With PMG

Shop Supplies

- ▶ Cost: 34% Cost Reduction
- ▶ Supply Base Reduction: 31 to 1

Credit Card Processing

- ▶ Cost: 24% Cost Reduction/\$90K Annually
- ▶ Supply Base Reduction: 2 to 1

Car Wash - Spot Buy (1 Time Purchase)

- ▶ Cost: \$22K Savings Against All Quotes

Uniforms

- ▶ Cost: 26% Cost Reduction/\$120K Annually
- ▶ Supply Base Reduction: 2 to 1

These services provide immediate cost savings and increased bottom-line profits with benefits.

- ▶ Immediate Price Reduction(s)
- ▶ Supply Base Reduction(s)
- ▶ Increased Purchasing Confidence
- ▶ Improved Purchasing Management And Control
- ▶ Competitive Advantage With Increased Profitability

PMG's Cost Reduction & Cost Value Services

Innovative Purchasing Solutions

Cost Reduction Services Flexible Enough To Meet The Needs Of Any Client.

PMG offers two purchasing services to handle the short-term purchasing needs for any client wishing to benefit quickly with a limited commitment. PMG listens to client needs and recommends a solution to relieve critical challenges and offers immediate expense reduction to the client. Our highly qualified team of sourcing specialists, auditors, and client service managers help clients procure supplies, services and equipment more efficiently and cost effectively than they can typically do themselves.

Clients may elect to partner further with PMG after the short-term engagement in utilizing PMG's Cost Value or Cost Reduction services. PMG's Strategic and Integrated Purchasing Management Solutions offer sustainable purchasing results to expense management and process development areas.

PMG Cost Value and Cost Reduction Service Comparison

Purchasing Service	Cost Value Service	Cost Reduction Service
Client Employee Introduction	✓	
Spend Analysis (all in-scope categories)	✓	
Category Requirements Gathering	✓	✓
Supplier Sourcing and Qualification	✓	✓
Quoting, Negotiation and Analysis	✓	✓
Certified Supplier Category Recommendations	10 Categories	1 Category
Category Implementation Checklist	✓	✓
Category Implementation Assistance	Optional	Optional
Category Audits	Optional	Optional
Purchasing Management Assistance	Optional	Optional
Custom Policies and Procedures	Optional	Optional
Executive Tools™ - Web-based Management Tool	Optional	Optional

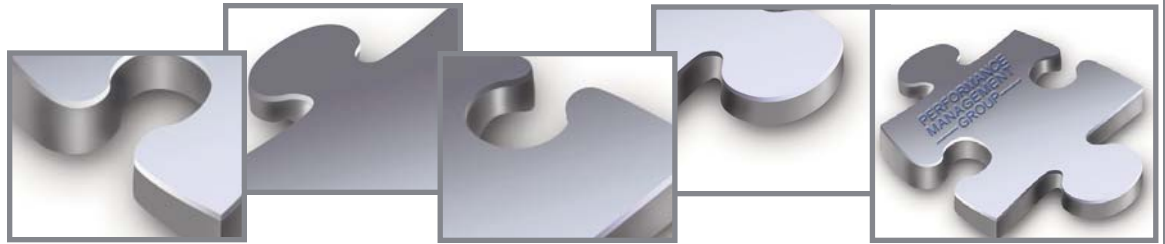
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Extensive Expense Category Experience

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Organizations purchase parts, supplies and services in over 100 categories. Performance Management Group (PMG), combines a proven purchasing process with our expense category expertise to reduce costs, optimize the supplier base and simplify business processes for all purchase categories – all resulting in improved performance and profitability.

- ▶ Advertising - Internet
- ▶ Advertising - Magazine
- ▶ Advertising - Print
- ▶ Auto Auction Fees
- ▶ Auto Rentals
- ▶ Auto, Aftermarket Accessories
- ▶ Auto, Aftermarket Services
- ▶ Auto, Batteries
- ▶ Auto, Consumable Parts
- ▶ Auto, Glass & Installation
- ▶ Auto, Parts, Non OE
- ▶ Auto, Tires
- ▶ Body Shop Repair Services
- ▶ Body Shop Supplies & Materials
- ▶ Business Services
- ▶ Call Marketing
- ▶ Car Wash Chemicals
- ▶ Cell Phones
- ▶ Check Processing
- ▶ Computer Hardware
- ▶ Courier Services
- ▶ Credit Bureaus
- ▶ Credit Card Processing
- ▶ Dealer Management Systems
- ▶ Detailing Supplies
- ▶ Employee Benefits
- ▶ Fire Safety & Monitoring
- ▶ First Aid
- ▶ Food Services
- ▶ Fuel
- ▶ Insurance - Health
- ▶ Insurance - Property & Casualty
- ▶ Insurance - Workers Comp
- ▶ Insurance - Life
- ▶ Internet Sites
- ▶ IT Services
- ▶ Janitorial Services
- ▶ Janitorial Supplies
- ▶ Key Track Systems
- ▶ Landscape Services
- ▶ Lubricants and Fluids
- ▶ Maintenance - Car Wash
- ▶ Maintenance - Door Services
- ▶ Maintenance - HVAC
- ▶ Maintenance - Plumbing/Drains
- ▶ Marketing Mgmt. Programming
- ▶ Marketing Products
- ▶ Marketing Services
- ▶ Mobile Car Wash
- ▶ Music & Messaging Systems
- ▶ Nitrogen
- ▶ Office Equipment
- ▶ Office Furnishings
- ▶ Office Supplies
- ▶ Payroll Services
- ▶ P-card Processing
- ▶ Pest Control Services
- ▶ Prescription Services
- ▶ Printed Materials - Forms
- ▶ Printed Materials - Other
- ▶ Printed Materials - Packaged Goods
- ▶ Promo
- ▶ Record Management
- ▶ Retirement - 401K
- ▶ Security Patrols
- ▶ Security Systems (Electronic)
- ▶ Shop Supplies - Hardware
- ▶ Shredding
- ▶ Signage
- ▶ Software
- ▶ Telecom Maintenance
- ▶ Telecom - Who's Calling
- ▶ Telephone Systems
- ▶ Temporary Help
- ▶ Tire and Wheel
- ▶ Toner & Ink
- ▶ Tooling
- ▶ Towing
- ▶ Transport., Auto Specialized
- ▶ Transportation, LTL & TL
- ▶ Transportation, Small Package
- ▶ Travel
- ▶ Uniforms
- ▶ Vehicle History Reports
- ▶ VOIP
- ▶ Waste & Recycling
- ▶ Waste - Hazardous
- ▶ And Many More

Key Expense Category Client Results

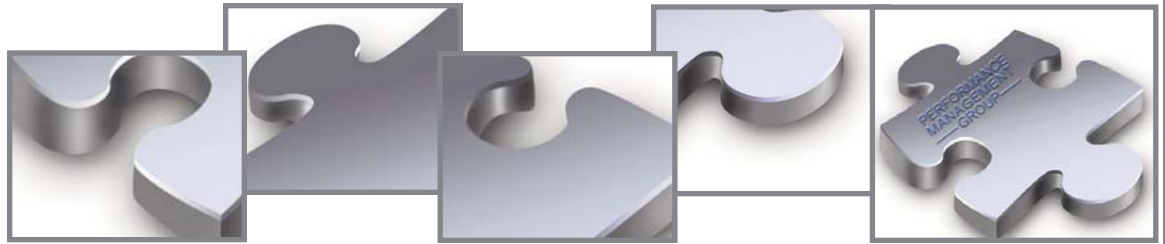
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Expense Category	% Savings	% Reduction In Suppliers
Office Supplies	25.29%	65.55%
Check Processing	40.27%	20.00%
Credit Card Processing	9.81%	19.61%
Printed Products	28.45%	66.04%
Uniform & Linen Services	23.08%	0.00%
Telecom	37.61%	51.81%
Credit Bureaus	27.88%	38.78%
Insurance, Property/Casualty	25.47%	0.00%
Janitorial Services	27.43%	27.27%
Marketing - Direct Mail	42.85%	14.29%
Lubricants and Fluids	9.39%	25.00%
Maintenance - Car Wash	44.13%	0.00%
Janitorial Supplies	27.93%	68.67%
Telecom – Cell Phones	27.12%	4.55%
Shop Supplies	17.21%	64.41%
Hazardous Waste	50.06%	19.35%
Miscellaneous	4.31%	11.11%
Vehicle History Reporting	64.79%	0.00%
Waste & Recycling	22.82%	18.52%
Office Supplies - Toners	83.77%	72.41%
Records Management	62.62%	66.67%
Body Shop Paint & Supplies	13.45%	0.00%
Auto Parts - Non Original	7.95%	76.47%
Office Equipment & Postage	15.65%	15.38%
Spot Buys	15.03%	0.00%
Maintenance - HVAC	30.56%	45.45%
Auto Rentals	8.57%	0.00%
Maintenance - Lighting	20.41%	47.62%
Auto Aftermarket Accessories	10.31%	50.00%
Insurance - Work Comp.	11.19%	0.00%
Auto Parts - Glass	21.07%	37.50%
Detail Supplies	9.53%	35.71%
Advertising - Internet	6.05%	0.00%
Telecom - Systems	14.14%	50.00%
Transportation - LTL	17.50%	50.00%
Auto Parts - Tires	2.66%	63.64%
Utility Services and Audit	10.48%	0.00%
Fuel	1.38%	15.38%
Security - Video Surveillance	28.83%	0.00%
Towing	14.08%	33.33%
Auto Parts	13.22%	0.00%
Food Services	12.60%	25.00%

Dealership Improves Purchasing Processes And Reduces Operating Expenses

PERFORMANCE MANAGEMENT GROUP

Innovative Purchasing Solutions



About Automotive Avenues

- ▶ President: Bill Green
- ▶ Employees: 70
- ▶ Annual Sales: \$70 Million



Automotive Avenues, founded in 1987 is a one-stop, all-inclusive new car and used car auto-buying service. Located in Lakewood, CO, consumers will find sales, service and parts facilities, including on-site financing and leasing, exclusively for Credit Unions (CU's) and their members - all in one convenient location. Having served over 60,000 CU members by providing pristine vehicles, highly-competitive pricing and exceptional service, Automotive Avenues has achieved a continuous Member Satisfaction Index (MSI) rating of 98%.

Dealership Purchasing Challenges

Prior to partnering with Performance Management Group (PMG), Automotive Avenues had no formal purchasing department and the Controller was responsible for the majority of the purchasing in addition to her other duties. This resulted in fragmented purchasing, premium-priced spot buying and excess suppliers. In addition, there was no formal method for auditing invoices for reoccurring supplier price escalations.

- ▶ Partnering with PMG has been a very worthwhile endeavor that has assisted us notably in defining and implementing processes throughout the entire purchasing system, while reducing costs significantly.

– Cheryl Fabry, CFO

PMG's Solution and Key Results

PMG analyzed Automotive Avenue's accounts payable files and invoices to determine cost savings and inaccurately billed invoice opportunities. PMG then defined requirements, qualified and sourced suppliers and presented recommendations to reduce costs. PMG recovered \$28,934.41 in past over-charges in telecommunication services. In addition, PMG recommended a supplier change resulting in in annual telecom expense reduction of \$40,401. Another revenue stream was realized by turning Hazardous Waste expense into income.



By utilizing a strategic purchasing approach, Automotive Avenues cut their expenses by 31%, reduced their supplier base by 30%, leveraged their purchasing power and reduced administration costs in numerous categories including the following.

Expense Category	Cost Savings
Credit Card Processing	33%
Waste Services	17%
Telecom	60%
Office Supplies	18%
Printed Products	28%
Uniforms/Laundry	41%
Maintenance/Lighting	32%

By partnering with PMG, Automotive Avenues was able to utilize PMG's resources and expertise as their purchasing department to save time sourcing, qualifying and quoting suppliers - while enjoying a 4 to 1 pay-back on their annual fee to PMG.

Dealership Reduces Energy Consumption and Lowers Utility Costs

Innovative Purchasing Solutions

About Broadway Automotive (Broadway)

- ▶ Owners: Casey David and Michael Cuene
- ▶ Employees: 350
- ▶ Annual Sales: \$177 Million

Broadway, founded in 1916, has been owned and operated for three generations by the Cuene family.



Headquartered in Green Bay, WI, consumers will find new and pre-owned sales, service, parts and financing on-site. Broadway offers Chevrolet, Ford, Jeep, Saab, Volkswagen, Pontiac and Buick franchises; in addition to four Hertz rental locations located in north-eastern WI.

Auto dealerships use on average more energy per square foot than a typical office building. Because of this, significant cost reductions in lighting, HVAC, and other energy uses are possible, while maintaining or enhancing lighting quality, safety, and customer comfort. "Most of the recommended lighting improvements will result in a payback of two years or less; now that is a quick cost recovery by any standard," raved Nick Lanser, CFO.

- ▶ According to NADA, "if all dealerships in the U.S. were to reduce their energy consumption by just 10 percent, they would save approximately \$193 million in energy costs and eliminate more than 1 million tons of greenhouse gases every year."

Partnering with Wisconsin Focus on Energy, Wisconsin Public Service (utility provider), the lighting supplier and PMG, Broadway decided to undertake the challenge of

reducing their dealership energy consumption and lower their utility costs at two locations.

PMG's Solution and Key Results

PMG worked to source and recommend energy efficient alternatives for Broadway. New lighting retrofit kits and in some areas completely new light fixtures were installed with T8 lamps. Reflectors were incorporated with these fixtures and retrofits to distribute the lighting in the most efficient manner. The electrical energy consumption for lighting was reduced by 52.4%! The investment in lighting improvements not only reduced the utility bills but greatly increased the efficiency of the lighting. In some cases more lighting was provided by utilizing fewer lamps.

Broadway is excited about the energy efficient lighting installed and hopes to continue being a leader in the industry by demonstrating ways to preserve the environment, reduce energy consumption and reduce operating costs.

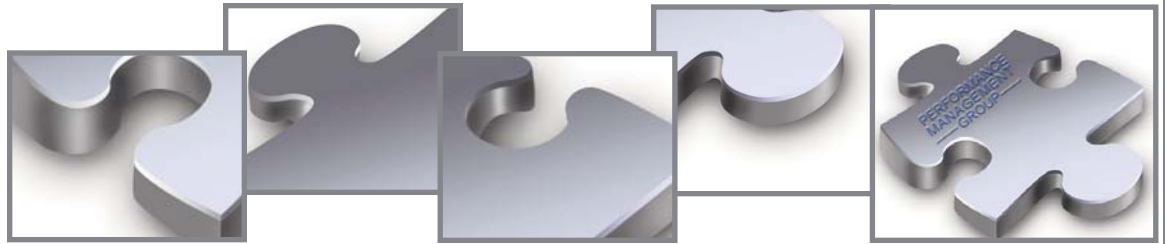
Besides reducing energy consumption, with the help of PMG, Broadway deployed strategic purchasing processes also resulting in cost reductions on numerous operating expense categories, saving the dealership even more as seen below.

Additional Operating Expense Savings

Expense Category	Cost Savings
Carpet Cleaning	37%
Waste Services	51%
Uniforms and Laundry	36%
Janitorial Services	25%
Lighting Maintenance	58%
Printed Materials	33%
Credit Bureau Processing	31%

PERFORMANCE MANAGEMENT GROUP

Innovative Purchasing Solutions



Executive Tools™ To Manage Purchasing And Supplier Activities

Finally, a tool to manage purchasing policies, agreements, supplier contact information and much more. Executive Tools, a web-based file cabinet helps mitigate risk, while improving your efficiency and effectiveness.

Executive Tools is offered exclusively by Performance Management Group (PMG), to PMG clients. Clients benefit from the ease of use and point and click functionality to view supplier contact information, contracts, pricing agreements and more.

How Does It Work?

Executive Tools is a web-based file cabinet used to house all purchasing related information for an organization. Executive Tools is password controlled and has different levels of security, available 24/7, and allows users to access critical purchasing and supplier information at any time and from any place. Executive Tools provides users with an easy navigation system and point and click functionality to eliminate the need for training.

Executive Tools Client Benefits

- ▶ Quick access to suppliers
- ▶ Ensures access to accurate and current purchasing information
- ▶ Increases management and support staff efficiency
- ▶ Reduces costs associated with purchasing management
- ▶ Purchasing policies to increase compliance and control
- ▶ Allows for greater organization and analysis of procurement tasks
- ▶ Confidence of working with a purchasing leader



The Executive Tools login screen is shown above.

Features of Executive Tools Include Current:

- ▶ Contact information by category for all designated and approved preferred suppliers
- ▶ PDF copies of all Supplier Contracts and Agreements, filed by expense category
- ▶ Announcements and Letter Templates that can be printed on client letterhead for communication with suppliers
- ▶ Copies of Recommendations and summary analysis for all completed recommendations, sorted by category
- ▶ Copies of most recent Audits, sorted by category
- ▶ Copy of Purchasing Policies with contract, purchase order and invoice approval matrix defining purchasing authority
- ▶ PDF copy of most recent Spend Report by category
- ▶ Copies of Supplier Correspondence, sorted by category
- ▶ Scorecards, meeting notes, supplier letters and PMG correspondence

