



1992 DEALER INFORMATION PACKET



TABLE OF CONTENTS

Why Sell Saleen Mustangs?.....	1 - 4
Saleen Compares.....	5
Features and Pricing	
• Features and Specifications.....	6 - 7
• Pricing -- Coupe (P40).....	8
• Pricing -- Hatchback (P41).....	9
• Pricing -- Convertible (P44).....	10
Features and Pricing -- Saleen SC.....	11 - 13
• Pricing -- Hatchback (P41).....	14
• Pricing -- Convertible (P44).....	15
Options.....	16 - 18
Freight.....	19
1992 Dealer Program.....	20 - 21
• Dealer License Agreement.....	22 - 24
• Goals	25 - 27
Drop Ship Information.....	28 - 29
• Rapid-Spec Order Form/P40.....	30
• Rapid-Spec Order Form/P41.....	31
• Rapid-Spec Order Form/P44.....	32
Dealer Billing and Finance Information	33
• Order Confirmation Sample	34
• SC Order Confirmation Sample	35
Warranty Information and Instructions	36 - 37
• Vender Warranty Policies.....	38 - 39
• Sample Warranty Authorization.....	40
1992 Marketing and Merchandising Program	41 - 42
Saleen GT Sport.....	43 - 46
Saleen Sporttruck.....	47 - 49
Saleen Performance Parts List.....	50 - 51

SALEEN. . . Power in the hands of a few.



WHY SHOULD A DEALER SELL SALEEN MUSTANGS?

As we continue to expand our dealer network throughout the United States, Canada, Mexico, and Japan increasingly this question comes up from those Ford Dealers we have identified as potential Saleen Dealers.

There are many answers even though one or more may be obvious. Our successful Dealer network has identified many good solid reasons why a **Saleen Mustang** can be the best addition a Dealer can make to his line-up of new cars. Here are a half dozen:

(1) INCREASED PROFITABILITY

The national average for gross profit on each new vehicle sold is between \$700 and \$750. Since nearly all **Saleen Mustangs** sell at Suggested List and higher, the Dealer gross margin per Saleen sold is nearly four (4) times the national average! Thus, for example, a number of our current dealers have sold more than 30 **Saleen Mustangs**, with the equivalent in profit to selling more than 120 standard Mustangs. This is a phenomenal number by anyone's standard.

(2) INCREASED TRAFFIC FLOW

A **Saleen Mustang** is unique both for its performance and for its looks. It draws attention wherever it is parked and displayed, particularly on the showroom floor, or out in front of the Dealership.

It provides a unique reason for customers to visit the Dealership, whether sons or daughters bringing their parents in to see it, or serious shoppers attracted to the showroom because they see something in there that catches their eye and makes them want to know more about it.



shoppers attracted to the showroom because they see something in there that catches their eye and makes them want to know more about it.

An entire segment of our population is seriously interested in high performance vehicles, and motorsports in general. Where a Dealer is known for maintaining a Saleen on the floor, the motorsports enthusiasts in the area will provide significantly increased traffic flow, and invite other potential buyers along. That quickly translates into more vehicle sales, even if they are first attracted to the Dealership by the **Saleen Mustang**, but wind up buying some other new car from the Dealer.

(3) DEALER DIFFERENTIATION

As just discussed, selling a **Saleen Mustang** clearly sets the Dealer apart from not only other Ford Dealers in the marketing area, but from all other Dealers as well. Every ad in the local paper featuring the Dealer's Fords as well as **Saleen Mustangs**, sends a clear message to the consumers that the Saleen Dealer is unique, and has more to offer a prospective buyer to look at than the same standard line-up of Ford cars offered by every other Ford Dealer.

Further, it gives the prospective buyer a sense that the Dealership and its employees have a higher level of knowledge about cars in general, and performance cars in particular. It is not at all unusual for a consumer to purchase a standard Ford at one Dealership, and purposely bring the car to the Ford Motorsports Dealer for parts, accessories, and maintenance, in the belief that a higher level of experience and capability exists at the Motorsports Dealer.

There are 5,500 Ford Dealers across the United States, and there is no better way to be differentiated in a most positive way than to be a **Saleen Mustang Dealer**.

(4) ENHANCED IMAGE

One of the most difficult marketing and public relations objectives any business can undertake is the achievement of a desired image as perceived by the general public.

The **Saleen Mustang** is a racy, exotic, fast, high performing, at-the-leading-edge-of-technology kind of car. If a Ford Dealer wants to be



ultraconservative, reserved, or just wants to remain quietly hidden in the highly competitive car sales market, then selling **Saleen Mustangs** would not be a recommended strategy.

On the other hand, if a high tech, progressive and aggressive, in-tune-with-the-times image is what a Ford Dealer would like to establish in the minds of many new car buyers, then selling **Saleen Mustangs** will go a long way toward creating and maintaining that image.

(5) INCREASED ALLOCATION

As every Dealer knows, trying to increase the basic allocation of Mustangs from Ford Motor Company depends on the level of sales from the previous year. Our Saleen Dealers have taken advantage of this by not only selling their own allocation of Mustangs as standard or Saleen cars, but as Saleen Dealers, have immediate access to the Saleen pool of Mustangs once their sales exceed the cars they drop shipped directly to Saleen. Thus, at year-end, Saleen Dealers are credited with the additional vehicles purchased from the Saleen pool, and their allocation for next year is increased proportionately.

If increased allocation is important to a Ford Dealer, then selling **Saleen Mustangs** is one good way to achieve that goal.

(6) GENERAL SALES AND MARGINS

There are three areas where this objective is achieved. First, Saleen owners tend to spend a significantly higher percentage of their disposable income for add-on parts and accessories. Thus, for example, producing 30 new Saleen owners in a single model year will greatly increase sales and profitability of the Dealership because those incremental sales tend to have higher gross margins.

Second, because the **Saleen Mustang** is priced higher than a standard Mustang, many of our Dealers have found that their gross margins on comparable standard cars is higher simply because of the side-by-side comparison. Because **Saleen Mustangs** are rarely sold at any discount, the Dealer sales personnel have a stronger hook to keep from discounting the other cars too deeply. Many buyers who can't afford the additional investment of the Saleen package are therefore more inclined to purchase a standard Mustang at close to manufacturer's suggested list.



Third, **Saleen Enterprises** is the only builder of high performance vehicles continually providing advertising campaign support and substantial editorial coverage in numerous nationally recognized magazines. It is the only company offering "after the sale support" and interaction with the Team Saleen and a National Saleen Owners Club. Saleen's racing efforts in the Sports Car Club of America's Trans-Am Championship, and the SCCA Racetruck Challenge for the mini-pickups, provides constant consumer awareness of the products offered through its network of Ford Saleen Dealers. These racing efforts are carried on across the country, and are witnessed by millions of motorsports fans who attend such events in person and watch these racing series on national television. Often during the race season these events take place literally short distances from a large number of Saleen Dealers, offering the Dealers the opportunity to take advantage of increased consumer awareness of the **Saleen Mustang** and additional sales during the week of the event.

SUMMARY

These are just a few of the reasons why it pays to be a Saleen Dealer. What it takes is the confidence of knowing that other Dealers have achieved great success in selling the **Saleen Mustang**. Only select Ford Dealers across the country have the chance to realize the enhanced image and additional income already enjoyed by other market-conscious Dealers.



SALEEN COMPARES

MODEL	0 - 60 (SEC.)	1/4 MILE (SEC.)	LAT. ACCEL.	SUGGESTED RETAIL
CHEVROLET / Camaro Z28	6.5	15.0	.89	\$22,478.00
CHEVROLET / Corvette L98	6.2	14.8	.91	37,389.00
DODGE / Stealth Turbo	6.0	14.5	.86	30,534.00
MAZDA / RX-7	6.7	15.1	.83	24,738.00
NISSAN / 300 ZX	7.1	15.5	.88	27,000.00
PONTIAC / Trans Am GTA	6.2	14.7	.89	26,000.00
PORSCHE / 944	7.5	15.7	.85	38,000.00
TOYOTA / MR2	6.2	14.7	.86	25,000.00
TOYOTA / Supra Turbo	6.6	15.2	.83	30,000.00
FORD / SALEEN MUSTANG	6.2	14.7	.90	25,990.00
W / Supercharger	5.9	13.9	.90	29,190.00

MODEL	0 - 60 (SEC.)	1/4 MILE (SEC.)	LAT. ACCEL.	SUGGESTED RETAIL
ACURA / NSX	5.7	14.0	.90	59,000.00
BMW / M-5	6.4	15.0	.80	59,655.00
CHEVROLET / Corvette ZR-1	4.9	13.4	.92	52,000.00
LAMBORGHINI / Diablo	4.5	13.3	.91	239,000.00
LEXUS / SC400	6.8	15.1	.88	39,200.00
LOTUS / Espirit Turbo	5.1	13.7	.88	79,500.00
NISSAN / 300ZX Turbo	6.5	15.0	.91	35,000.00
PORSCHE / Carrera 2	5.4	14.0	.85	60,400.00
FORD / SALEEN MUSTANG SC	4.8	13.2	.91	\$39,990.00



1992 SALEEN MUSTANG FEATURES AND SPECIFICATIONS

RACECRAFT SUSPENSION

- Racecraft progressive rate front/rear coil springs - **New for 1992**
- Saleen/Monroe gas front struts
- Special strut mounting bushings
- Saleen/Monroe gas rear shocks
- Saleen/Monroe quad shocks
- Saleen urethane sway bar pivot bushings
- Saleen 5-spoke alloy wheels - **New for 1992**
Front: 17" x 8" Rear: 17" x 9"
- High Performance B.F. Goodrich Comp T/A
Z-rated tires - **New for 1992**
Front: P225/45ZR17 Rear: P235/45ZR17
- Saleen High Performance alignment and tuned chassis

PERFORMANCE ENHANCEMENTS

- Four-wheel disc brakes/Racecraft brakes
- 5-lug bolt pattern
- 3-point powder coated strut tower brace - **New for 1992**
- G-load brace
- Racecraft sub-frame connectors
- Hurst quick ratio shifter
- Optional: Saleen/Vortech Supercharger - **New for 1992**
(EPA certified 50 states)

AIR MANAGEMENT DESIGN

- Saleen competition design rear wing - **New for 1992**
- Saleen Edition urethane front air dam
- Saleen Edition urethane side skirts
- Saleen Edition urethane rear valance
- Front bumper molding

Specifications subject to change without notice.



STYLING AND INTERIOR

- 170 MPH Saleen speedometer
- Electronic Saleen tachometer
- Leather-covered shift knob
- Pioneer cassette/radio/6 speakers and clock - **New for 1992**
- Pioneer graphic equalizer
- Saleen Edition sports seats by Recaro - **New for 1992**
- Saleen Edition rear seats and matching door panels
- Saleen front and rear floor mats
- Saleen windshield tint band
- Saleen Mustang design graphics/accent stripes - **New for 1992**
- Serialization number, front bumper
- Serialization console plaque, etched metal finish
- Saleen Mustang owner's jacket
- Saleen Mustang owner's manual
- Saleen Championship Wreath

COLOR COMBINATIONS

- Black/Silver graphics
- Black/Gold graphics
- White/Blue graphics
- White/Silver graphics
- White/Gold graphics
- Bright Red/Silver graphics
- Bright Red/Gold graphics
- Deep Emerald Green/Silver graphics
- Calypso Green/Silver graphics

Specifications subject to change without notice.





**CONFIDENTIAL 1992
PRICING INFORMATION
SALEEN MUSTANG COUPE**

BASE FORD MUSTANG	P-40	\$12,116.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
 SPECIAL VALUE GROUP	 245A	 \$469.00
AIR CONDITIONING	572	695.00
ILLUMINATED VISORS	677	INCL.
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
POWER SIDE MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
REAR WINDOW DEFROST	57Q	144.00
RADIO CREDIT	58Y	(483.00)
FREIGHT		<u>440.00</u>
 FORD TOTAL:		 \$13,381.00
 <u>SALEEN PERFORMANCE PACKAGE</u>		 \$9,779.00
 NEW CAR DETAIL/HANDLING		 INCL.
 GRAND TOTAL:		 <u>\$23,160.00</u>
 DEALER MARGIN		 \$2,830.00
Plus Holdback		
 SUGGESTED RETAIL		 \$25,990.00

Prices and specifications subject to change.





**CONFIDENTIAL 1992
PRICING INFORMATION**

SALEEN MUSTANG HATCHBACK

BASE FORD MUSTANG	P-41	\$12,814.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
 SPECIAL VALUE GROUP	 245A	 \$469.00
AIR CONDITIONING	572	695.00
ILLUMINATED VISORS	677	INCL.
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
POWER SIDE MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
REAR WINDOW DEFROST	57Q	144.00
RADIO CREDIT	58Y	(483.00)
FREIGHT		<u>440.00</u>
 FORD TOTAL:		 \$14,079.00
 <u>SALEEN PERFORMANCE PACKAGE</u>		 \$9,779.00
 NEW CAR DETAIL/HANDLING		 INCL.
 GRAND TOTAL:		 <u>\$23,858.00</u>
 DEALER MARGIN		 \$3,132.00
Plus Holdback		
 SUGGESTED RETAIL		 \$26,990.00

Prices and specifications subject to change.





CONFIDENTIAL 1992
PRICING INFORMATION

SALEEN MUSTANG CONVERTIBLE

BASE FORD MUSTANG	P-44	\$17,653.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
 SPECIAL VALUE GROUP	 245A	 INCL.
AIR CONDITIONING	572	695.00
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
POWER SIDE MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
RADIO CREDIT	58Y	(483.00)
FREIGHT		<u>440.00</u>
 FORD TOTAL:		 \$18,305.00
 <u>SALEEN PERFORMANCE PACKAGE</u>		 \$9,779.00
 NEW CAR DETAIL/HANDLING		 INCL.
 GRAND TOTAL:		 <u>\$28,084.00</u>
 DEALER MARGIN		 \$2,906.00
Plus Holdback		
 SUGGESTED RETAIL		 \$30,990.00

Prices and specifications subject to change.



1992 SALEEN SC MUSTANG

FEATURES AND SPECIFICATIONS

ENGINE

- 5.0-liter EFI H.O. motor
- Saleen/Vortech Supercharger - **New for 1992**
- Saleen/big valve heads - **New for 1992**
- 77 mm Saleen mass air flow sensor
- 65 mm throttle body
- Saleen cast upper and lower intake manifolds
- Saleen/SVO 1.7 rocker arms
- Saleen/SC-designed stainless steel headers
- Saleen low restriction exhaust system
- High performance air filter
- Champion H.O.T. plugs
- SVO high performance spark plug wires - **New for 1992**
- Champion Battery
- Saleen high performance 3-core radiator
- Polished aluminum valve covers
- EPA-Certified in all 50 States

RACECRAFT SUSPENSION

- Racecraft progressive rate front/rear coil springs - **New for 1992**
- Saleen/Monroe front struts
- Special strut mounting bushings
- Saleen/Monroe gas rear shocks
- Saleen/Monroe quad shocks
- Saleen urethane sway bar pivot bushings
- Saleen EuroStyle 5-spoke alloy wheels - **New for 1992**
 - Front: 17" x 8" Rear: 17" x 9"
- High performance B.F. Goodrich Comp T/A
Z-rated tires - **New for 1992**
 - Front: P225/45ZR17 Rear: P255/40ZR17
- Saleen high performance alignment and tuned chassis

Specifications subject to change without notice.



PERFORMANCE ENHANCEMENTS

- Saleen/Brembo front wheel disc brake calipers/cross-drilled rotors - **New for 1992**
- Saleen/SVO rear disc brakes
- 5-lug bolt pattern
- 3-point powder coated strut tower brace - **New for 1992**
- G-load brace
- Racecraft sub-frame connectors
- Saleen high torque close ratio 5 speed transmission - **New for 1992**
- Auburn gear traction loc cone clutch differential
- Final drive ratio: 3:55

AIR MANAGEMENT DESIGN

- Saleen competition design rear wing
- Saleen Edition urethane front air dam
- Saleen Edition urethane side skirts
- Saleen Edition urethane rear valance
- Saleen composite special hood - **New for 1992**
- Front bumper molding

STYLING AND INTERIOR MODIFICATIONS

- Special SC 200 MPH Saleen speedometer
- Electronic Saleen tachometer
- Leather-covered shift knob
- Pioneer cassette/radio with 6 speakers and clock - **New for 1992**
- Saleen Edition interior with matching rear seats and door panels by Recaro - **New for 1992**
- Saleen front and rear floor mats
- SC limited edition serialization
- Serialization console plaque, etched metal finish
- Saleen windshield tint band
- SC design graphics/accent stripes - **New for 1992**
- Saleen Mustang owner's jacket
- Saleen Mustang/SC Owner's Manual
- Saleen Championship Wreath

Specifications subject to change without notice.



COLOR OPTIONS

- Black/Silver SC graphics
- White/Blue SC graphics
- Bright Red/Silver SC graphics
- Deep Emerald Green/Silver graphics
- Calypso Green/Silver graphics

Specifications subject to change without notice.





**CONFIDENTIAL 1992
PRICING INFORMATION**

SALEEN MUSTANG SC HATCHBACK

BASE FORD MUSTANG	P-41	\$12,814.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
SPECIAL VALUE GROUP	245A	\$469.00
AIR CONDITIONING	572	695.00
ILLUMINATED VISORS	677	INCL.
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
POWER SIDE MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
REAR WINDOW DEFROST	57Q	144.00
RADIO CREDIT	58Y	(483.00)
FREIGHT		<u>440.00</u>
FORD TOTAL:		\$14,079.00
<u>SALEEN PERFORMANCE PACKAGE</u>	(Pre-Introduction Pricing)	\$21,559.00
NEW CAR DETAIL/HANDLING		INCL.
GRAND TOTAL:		<u>\$35,638.00</u>
DEALER MARGIN		\$4,352.00
Plus Holdback		
SUGGESTED RETAIL		\$39,990.00*

*Consumer will be subject to Gas Guzzler Tax.

Prices and specifications subject to change.





CONFIDENTIAL 1992
PRICING INFORMATION

SALEEN MUSTANG SC CONVERTIBLE

ASE FORD MUSTANG	P-44	\$17,900.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
SPECIAL VALUE GROUP	245A	INCL.
AIR CONDITIONING	572	695.00
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
POWER SIDE MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
RADIO CREDIT	58Y	(483.00)
FREIGHT		<u>440.00</u>
FORD TOTAL:		\$18,552.00
<u>SALEEN PERFORMANCE PACKAGE</u>	(Pre-Introduction Pricing)	\$21,559.00
NEW CAR DETAIL/HANDLING		INCL.
GRAND TOTAL:		<u>\$40,111.00</u>
DEALER MARGIN		\$4,383.00
Plus Holdback		
SUGGESTED RETAIL		\$44,490.00*

*Consumer will be subject to Gas Guzzler Tax.

Prices and specifications subject to change.





CONFIDENTIAL 1992
PRICING INFORMATION
SPECIAL APPOINTMENTS and
OPTIONAL EQUIPMENT

■ **ENGINE UPGRADE (Standard Model Only)**

SALEEN VORTECH SUPERCHARGER

A high flow centrifugal supercharger that increases horsepower.
This option is for the person who demands performance superiority.

DEALER COST: \$2,500.00

SUGGESTED RETAIL: \$3,200.00*

*Consumer may be subject to Gas Guzzler Tax.

■ **ELECTRONIC UPGRADES**

PIONEER COMPACT DISC/RADIO STEREO SYSTEM

Super tuner series: quartz electronic tuner, 24-station preset, best station memory, two times oversampling, 6-speaker system with equalizer.

DEALER COST: \$395.00

SUGGESTED RETAIL: \$595.00

■ **SALEEN REMOTE-MOUNTED RADAR DETECTOR**

Saleen 3R with 3-Band protection, latest technological development; image rejection technology (RT) provides the 3R with Kz protection.

DEALER COST: \$450.00

SUGGESTED RETAIL: \$580.00



■ **INTERIOR UPGRADE**

SALEEN LEATHER INTERIOR PACKAGE

Hand-tailored interior, crafted in quality leather. Seats, door panels, head rests covered in the finest leather available. Each front seat has Saleen identification custom crafted into the bolster. Color options are black or two-tone titanium.

DEALER COST: \$2,500.00

SUGGESTED RETAIL: \$3,200.00

■ **PERFORMANCE UPGRADES**

COCKPIT ADJUSTABLE SUSPENSION

Three-way driver-activated. Saleen electronic adjustable suspension to adapt to changing driving conditions.

DEALER COST: \$1,200.00

SUGGESTED RETAIL: \$1,599.00

TRACTION LOC DIFFERENTIAL/3:55 RATIO

Performance 3:55 axle ratio increases 1/4-mile acceleration.

DEALER COST: \$650.00

SUGGESTED RETAIL: \$838.00

INTERNAL CHASSIS SUPPORT (2-Point)

Additional support for strengthening of overall chassis. Reduce body flex and twist.

DEALER COST: \$275.00

SUGGESTED RETAIL: \$395.00



SPYDER PACKAGE™

Transforms your Saleen into a 2 seater roadster. Package includes 2 point Saleen lite bar, and tonneau cover. Available only as a package. Rear vision is impaired.

DEALER COST: \$700.00

SUGGESTED RETAIL: \$945.00

SALEEN REAR WIND SCREEN

Compliments the Spyder Package™ by decreasing wind noise and turbulence within the cockpit.

DEALER COST: \$185.00

SUGGESTED RETAIL: \$250.00

■ **EXTERIOR COLOR UPGRADE**

Any factory available paint color other than standard Saleen paint color(s) is available at this price.

DEALER COST: \$650.00

SUGGESTED RETAIL: \$838.00

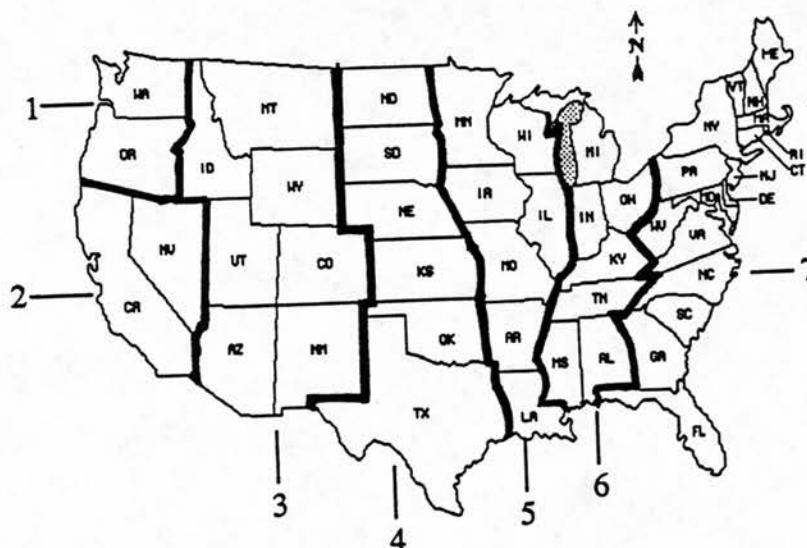
Prices subject to change without notice.



FREIGHT

Shipment of your Saleen Mustang is accomplished using the following:

DELIVERY ZONE MAP



DELIVERY CHARGE PER ZONE PER CAR

ZONE	1	\$375.00
ZONE	2	\$325.00
ZONE	3	\$300.00
ZONE	4	\$275.00
ZONE	5	\$225.00
ZONE	6	\$275.00
ZONE	7	\$300.00
ZONE	8	\$425.00

Hawaii, Alaska

Vehicle delivered to Long Beach/San Pedro Port

ZONE 9 Call for Quote

Canada, Mexico

Vehicle delivered to nearest border crossing point

ZONE 10 Call for Quote

Puerto Rico, Bahamas, U.S. Virgin Islands

Vehicle delivered to Miami Port

All cars are shipped via a fully enclosed and insured trailer direct from the Saleen manufacturing facility to the ordering dealership or designated location.



1992 DEALER PROGRAM

REQUIREMENTS

1. Available to Ford Motor Company Dealers only.
2. Basic requirements based on:
 - Per Capita -- Maximum of one dealer per 400,000 people
 - Demographics
 - Geographics
 - Motorsport/performance interest
 - Physical facilities
3. Dealer must maintain an inventory of two Saleen Vehicles (choice of hatchback, convertible, coupe, SC or Saleen Sportruck) at all times.
4. Dealer must complete license agreement (enclosed). Non-licensed dealer required to submit 50% deposit upon placement of any order.
5. Recommended Dealer stock Saleen parts.
 - Recommended list provided.
 - Terms are net 30 days after first order.



BENEFITS

1. Co-operative advertising program available on an individual review basis.
 - Dealer produced
 - Saleen produced
2. Promotion package available includes:
 - Banners - 1
 - Decals/Saleen Store ID - (1 large, 1 small)
 - Brochures - 100 multipage, 200 single page
 - Posters - 5 street car, 5 race car
 - Other collateral and point-of-sale displays: 1 car topper, 1 sales video, 1 set ad slicks and 1 sales training book.
3. One person from stocking Dealer will become a Honorary Team Saleen Member receiving the following benefits:
 - Quarterly Newsletter
 - Membership Card
 - Entrance to Saleen Hospitality at Race events
 - Team Saleen Jacket
 - All communications from Saleen Enterprises
4. Salesmen incentives throughout the year/Dealership approval.



DEALER LICENSE AGREEMENT

This Dealer License Agreement (hereinafter "Agreement") is between **Saleen Enterprises** (hereinafter "SALEEN") and the undersigned Automobile Dealership (hereinafter "Dealer").

1. APPOINTMENT OF DEALER

SALEEN appoints _____, a Dealer within the Marketing area for the promotion, sale and servicing of the Products.

2. PRODUCTS

The following comprise the Products which SALEEN will provide the Dealer for sale in the Marketing area:

SALEEN MUSTANG; Vehicle as described in Dealer packet.

SALEEN SUPER CAR (SC): Vehicle as described in Dealer packet.

SALEEN SPORTRUCK: Vehicle as described in Dealer packet.

SALEEN PERFORMANCE PARTS: As described in Parts List.

3. PRICING AND PAYMENT

The price of the Products will be as determined from time to time by SALEEN. Price increases enacted by SALEEN will not be effective until thirty (30) days following written notice of the increase to Dealer. Such increase will not apply to any Products shipped prior to the effective date of the increase. Dealer will pay the price charged by SALEEN for the Products upon delivery of the vehicles to Dealer. SALEEN's invoice issued upon shipment of vehicles to Dealer will accompany all shipments.



4. MARKETING AREA

The Marketing Area means that specific geographic area which is designated the area in which the Dealer sells the Products and is described below:

5. ANNUAL SALES GOALS AND SCHEDULES

GOALS. It is recommended that Dealer will purchase from SALEEN and sell Dealer's customers the following minimum quantities of the Products within the 1991 model year. SALEEN will contact Dealer at the start of each quarter to arrange the delivery schedule for that period:

Saleen Mustangs _____ Saleen Super Cars (SC) _____

SCHEDULES. Dealer will provide to SALEEN the following orders for cars to be manufactured:

First quarter (Sept./Oct./Nov.): Saleen Mustangs _____ SCs _____

Second quarter (Dec./Jan./Feb.): Saleen Mustangs _____ SCs _____

Third quarter (Mar./Apr./May): Saleen Mustangs _____ SCs _____

Fourth quarter (Jun./Jul./Aug.): Saleen Mustangs _____ SCs _____

INVENTORY. Dealer agrees to have in inventory at all times a minimum of two Saleen Vehicles with model choice up to Dealer: coupe, hatchback, convertible, SC, Sportruck.

6. PARTS RECOMMENDATION

Dealer agrees to order and maintain in inventory Saleen Performance Parts valued at no less than \$3,000.00, which will be invoiced to the Dealer. The opening order for the minimum quantity will be paid upon receipt, and all subsequent replacement orders will be sold to the Dealer on terms of Net 30 days.



7. TERMS OF THE AGREEMENT

The term of this Agreement is for the period of the 1992 model year, commencing on the effective date shown below, terminating August 31, 1992. In the event of a default by either party of any provision of the Agreement, the non-defaulting party may terminate the Agreement by giving thirty (30) days written notice of such default.

8. EFFECTIVE DATE

The effective date of this Agreement is _____

As agreed to by:

SALEEN ENTERPRISES

DEALER

Saleen Enterprises

By _____
Title

By _____
Title

This ____ day of _____ 19 __

This ____ day of _____ 19 __

Saleen Enterprises, Inc.
1280 Bison Ave., Suite B9-174
Newport Beach, CA 92660
(714) 939-0323

() _____
Attn: _____



ESTABLISHING GOALS

For the 1992 model year, Saleen Enterprises has developed a more accurate and more fairly defined goal for each Saleen Dealer. This system is based on a sample of 17 dealers across the United States and a variety of population sizes designated as the primary Marketing Area. This is not just the area in which the Dealer is located. In fact, Saleen Enterprises has developed the system using *Sales & Marketing Management* magazine's "Survey of Buying Power," and its definition of a "Marketing Area." As a result, Saleen Enterprises has created a very conservative and achievable quota of one Saleen car sale per 100,000 population.

The 17 Dealers shown below are from every area of the country -- from small town to large metropolitan area. They are not just from the "California market," nor are they from the "Eastern megalopolis." The selected Dealers are quite simply, a good cross-section of Saleen's total Dealer network.

As can readily be seen, these Dealers have sold Saleen Mustangs on the basis of at least one per 100,000 people, giving confidence to those new Dealers who wonder how many Saleen Mustangs can be sold in their area. The simple answer is to decide which marketing area is best served by the prospective Dealer, and by checking the current population, it can be determined what the Dealer can expect to do in terms of potential car sales.

These figures are the minimum attainable. Note how well some of the Dealers have done, in all geographic locations. In fact, the prospective Dealer may want to set an internal goal for its sales staff of at least two Saleen Mustangs per 100,000 population. The profit opportunities from this and higher levels of achievement will prove very rewarding.

The staff of Saleen Enterprises wish every Dealer much success in selling its fine Saleen Vehicles.



SAMPLE

DEALER	1991 CARS DELIVERED	MARKET AREA POPULATION	UNITS PER 100,000
A	6	40,000	15.0
B	3	6,000	50.0
C	32	1,900,000	1.7
D	23	2,700,000	.9
E	6	660,000	.9
F	8	900,000	.9
G	32	1,900,000	1.7
H	26	2,100,000	1.3
I	30	2,000,000	1.5
J	33	2,700,000	1.2
K	19	1,900,000	1.0
L	26	1,700,000	1.5
M	26	2,220,000	1.2
N	28	1,600,000	1.8
O	15	950,000	1.6
P	22	2,240,000	1.0
Q	18	540,000	3.3



SALEEN ENTERPRISE, INC.		
If your goal is:	Then the number of Standard Cars to sell is:	And the number of Super Cars to sell is:
3	3	0
4	4	0
5	4	1
6	5	1
7	6	1
8	7	1
9	8	1
10	8	2
11	9	2
12	10	2
13	11	2
14	12	2
15	12	3
16	13	3
17	14	3
18	15	3
19	16	3
20	16	4
21	17	4
22	18	4
23	19	4
24	20	4
25	20	5



1992 SALEEN VEHICLE DEALER DROP SHIP ORDERING INFORMATION

PLEASE READ CAREFULLY

This procedure is in place for the convenience of the Ford Dealer in ordering the Saleen Vehicle to his specifications. This procedure provides for ordering cars in the normal fashion through the computer system. The dealer is billed for the car by Ford, retains all delivery documents, keeps the holdback, and other procedures, as in the normal fashion, while Saleen Enterprises bills the dealer direct for the Saleen package.

TO ORDER:

Submit the order to the Ford Order Processing Center in the normal manner through the computer system. Be sure to include the minimum equipment required on the Saleen Mustang and specify shipment to:

Saleen Enterprises
Drop Ship Code # 860518
3731 Mueller Road
St. Charles, MO 63301

REMEMBER:

MINIMUM EQUIPMENT REQUIRED ON THE
SALEEN MUSTANG

<u>Code</u>	<u>Description</u>
99E	5.01 EFI HO engine
445	5-speed transmission
45C	3.08 traction loc axle
T26	P 225/55 ZR x 16 BSW Performance Tires
58Y	Radio credit
57Q	Rear window defogger (except conv.)
572	Air conditioning



IT IS ESSENTIAL:

You must remit to Saleen office copies of your original DORA's. This enables Saleen to monitor the production and delivery of your vehicle(s).

Send to:

**SALEEN ENTERPRISES
1280 Bison Avenue, Suite B9-174
Newport Beach, CA 92660**

Fax to:

(714) 939-0350



<input type="checkbox"/> NVO - NEW VEHICLE ORDER <input type="checkbox"/> AVO - ALTER VEHICLE ORDER <input type="checkbox"/> CVO - CANCEL VEHICLE ORDER <input type="checkbox"/> TRL - TRAILER-NEW/ALTER/CANCEL	
UNIT IDENTIFICATION (REQUIRED FOR ALL TRANSACTIONS)	
N	MODEL YEAR
	DISTRICT
	DEALER CODE
P 4 0	BODY TYPE
	BEGINNING ORDER NUMBER
	NUMBER OF UNITS
	ENDING (MULTIPLE UNIT) ORDER NUMBER

PASSENGER CAR

All bold outlined areas must be completed for New Vehicle Orders.



RAPID-SPEC ORDER FORM

ORDER TYPE	FLEET 0	RETAIL 1	STOCK 2	A-PLAN A	X-PLAN X	Z-PLAN Z
	FLEET CODE			DEALER DEMO B	DRIVER TRAINING K	

CUSTOMER/FLEET NAME										REQUIRED FOR 0 1 A X OR Z ORDER										FIRST INITIAL	
LAST NAME																					
P.O. NUMBER (11) OR REP. CODE (3)																					

RAPID-SPEC CODE			
2	4	5	A

Enter Rapid-Spec Package Code which most nearly matches your specifications

RAPID-SPEC PACKAGE MAY BE MODIFIED BY ENTERING 3 DIGIT OPTION CODES IN COLUMNS BELOW

ADDITIONS									
ENGINE	+	58Y	+		+		+		+
99E	+	572	+		+		+		+
445	+	79V	+		+		+		+
45C	+	57Q	+		+		+		+
T26	+		+		+		+		+

DELETIONS	
-	-
-	-
-	-
-	-
-	-

NUMBER OF UNITS	EXTERIOR PAINT	TRAILER TYPE COLOR	VINYL ROOF TYPE COLOR	DEALER PRIORITY	AUTHORIZED DROP SHIP CODE	NOTES
SINGLE OR ALTERATION				1 0	8 6 0 5 1 8	

MULTIPLE ORDERS (USE ONLY FOR NVO-NEW VEHICLE ORDER TRANSACTIONS)

WHITE	Y	O	D	A	TITANIUM														
BLACK	U	A	D	J	BLACK														
BRT. RED	E	P																	
EMR. GRN.	P	A																	
EMR. GRN.	P	M																	

TRL REQUIRED TO ADD/CHANGE/DELETE TRAILERS		SHIP TO NAME AND ADDRESS		NOTES	
SHIP	<input type="checkbox"/> NEW <input type="checkbox"/> ALTER <input type="checkbox"/> CANCEL	AUTHORIZED DROP SHIP CODE	NAME (10)	STREET (10)	CITY (10) STATE (2)



- ☐ NVO - NEW VEHICLE ORDER
- ☐ AVO - ALTER VEHICLE ORDER
- ☐ CVO - CANCEL VEHICLE ORDER
- ☐ TRL - TRAILER-NEW/ALTER/CANCEL

UNIT IDENTIFICATION

(REQUIRED FOR ALL TRANSACTIONS)

N	MODEL YEAR
	DISTRICT
	DEALER CODE
P 4 1	BODY TYPE
	ENGINE ORDER NUMBER
	NUMBER OF UNITS
	ENGINE (MULTIPLE ONLY) ORDER NUMBER

PASSENGER CAR

All bold outlined areas must be completed for New Vehicle Orders.

ORDER TYPE	FLEET 0	RETAIL 1	STOCK 2	A-PLAN A	X-PLAN X	Z-PLAN Z
	FLEET CODE			DEALER DEMO B	DRIVER TRAINING K	



RAPID-SPEC ORDER FORM

CUSTOMER/FLEET NAME	REQUIRED FOR 0 1 A X OR Z ORDER	FIRST INITIAL
LAST NAME		
P.O. NUMBER (11) OR REP CODE (3)		

RAPID-SPEC CODE

2 4 5 A

Enter Rapid-Spec Package Code which most nearly matches your specifications

RAPID-SPEC PACKAGE MAY BE MODIFIED BY ENTERING 3 DIGIT OPTION CODES IN COLUMNS BELOW

ADDITIONS							
ENGINE	+	58Y	+		+		+
99E		572	+		+		+
445	+	79V	+		+		+
45C	+	57Q	+		+		+
T26	+		+		+		+

DELETIONS	
-	-
-	-
-	-
-	-
-	-

NUMBER OF UNITS	EXTERIOR PAINT	TRAILER TYPE COLOR	VINYL ROOF TYPE COLOR	DEALER PRIORITY	AUTHORIZED DROP-SHIP CODE	NOTES
SINGLE OR ALTERATION				1 0	8 6 0 5 1 8	

MULTIPLE ORDERS (USE ONLY FOR NVO-NEW VEHICLE ORDER TRANSACTIONS)

WHITE	Y	O	D	A	TITANIUM						
BLACK	U	A	D	J	BLACK						
BRT. RED	E	P									
EMR. GRN.	P	A									
EMR. GRN.	P	M									

TRAILER REQUIRED TO ADD/CHANGE/DELETE TRAILERS	SHIP TO NAME AND ADDRESS	NOTES
<input type="checkbox"/> NEW <input type="checkbox"/> ALTER <input type="checkbox"/> CANCEL	AUTHORIZED DROP-SHIP CODE NAME (10) STREET (10) CITY (10) STATE (2)	<input type="checkbox"/> NEW <input type="checkbox"/> ALTER <input type="checkbox"/> CANCEL



- ☐ NVO - NEW VEHICLE ORDER
- ☐ AVO - ALTER VEHICLE ORDER
- ☐ CVO - CANCEL VEHICLE ORDER
- ☐ TRL - TRAILER-NEW/ALTER/CANCEL

UNIT IDENTIFICATION

(REQUIRED FOR ALL TRANSACTIONS)

MODEL YEAR	
DISTRICT	
DEALER CODE	
BODY TYPE	
BEGINNING ORDER NUMBER	
NUMBER OF UNITS	
ENDING (MULTIPLE UNITS) ORDER NUMBER	

PASSENGER CAR

All bold outlined areas must be completed for New Vehicle Orders.



RAPID-SPEC ORDER FORM

ORDER TYPE	FLEET 0	RETAIL 1	STOCK 2	A-PLAN A	X-PLAN X	Z-PLAN Z
FLEET CODE			DEALER DEMO B		DRIVER TRAINING K	

CUSTOMER/FLEET NAME										REQUIRED FOR 0 1 A X OR Z ORDER										FIRST INITIAL			
LAST NAME																							
P.O. NUMBER (11) OR REP CODE (3)																							

RAPID-SPEC CODE

2 4 5 A

Enter Rapid-Spec Package Code which most nearly matches your specifications

RAPID-SPEC PACKAGE MAY BE MODIFIED BY ENTERING 3 DIGIT OPTION CODES IN COLUMNS BELOW

ADDITIONS									
ENGINE	+	58Y	+		+		+		+
99E		572	+		+		+		+
445	+	79V	+		+		+		+
45C	+		+		+		+		+
T26	+		+		+		+		+

DELETIONS	
-	-
-	-
-	-
-	-
-	-

NUMBER OF UNITS	EXTERIOR PAINT	TRAILER TYPE COLOR	VINYL ROOF TYPE COLOR	DEALER PRIORITY	AUTHORIZED DROP SHIP CODE	NOTES
SINGLE OR ALTERATION				1,0	8,6,0,5,1,8	

MULTIPLE ORDERS (USE ONLY FOR NVO-NEW VEHICLE ORDER TRANSACTIONS)

WHITE	Y, O	D, A	TITANIUM			
BLACK	U, A	D, J	BLACK			
BRT. RED	E, P					
EMR. GRN.	P, A					
EMR. GRN.	P, M					

TRAILER REQUIRED TO ADD/CHANGE/DELETE TRAILERS		SHIP TO NAME AND ADDRESS		NOTES	
<input type="checkbox"/> NEW <input type="checkbox"/> ALTER <input type="checkbox"/> CANCEL	AUTHORIZED DROP SHIP CODE	NAME (10):	STREET (10):	CITY (10):	STATE (2):



DEALER BILLING AND FINANCE INFORMATION

ORDERING:

An Order Confirmation with your car specifications will be faxed to your dealership. It must be signed and returned to Saleen Enterprises by fax. Please include your purchase order number for the amount of the Saleen conversion. You may not change or cancel the order after seven (7) days from receipt.

The chassis will be reassigned to your dealership at the time the conversion is started.

BILLING:

A copy of both the Saleen and Ford invoices will be faxed to your dealership when the car is ready for shipment.

The original invoice will accompany the shipment. All cars are shipped COD, payment is to be given to the transport carrier upon acceptance of delivery.

If you have any questions, please contact our Sales Department at Saleen Enterprises: (714) 939-0323.

FINANCE:

Ford Motor Credit Company

Wholesale Financing:

For wholesale financing, Ford will finance the base vehicle amount and the entire conversion package for all dealers in good standing.

Retail Financing:

Ford Motor Credit will finance or lease the conversion package as long as the retail customer's credit experience, character, and financial stability warrant the amount of the requested credit.





1992 ORDER CONFIRMATION

Date: _____

SOLD TO:
DEALER _____

ADDRESS _____

DEALER
CODE: _____

PHONE: _____

SHIP TO DEALER: _____
ADDRESS: _____ _____
CONTACT: _____
PHONE: _____

FAX NO. _____

<u>SPECS</u>	<u>MODEL</u>	<u>EXT COLOR</u>	<u>INT COLOR</u>
DROP SHIP _____	COUPE (P40) _____	BLACK (UA) _____	TITANIUM (DA) _____
POOL _____	HATCH (P41) _____	WHT (YO) _____	BLACK (DJ) _____
	CONV (P44) _____	RED (EP) _____	OTHER _____
		DEG (PA) _____	
		OTHER _____	ROOF _____

<u>GRAPHICS</u>	<u>WHEELS</u>	<u>DIFF</u>	<u>OPTIONS</u>
SILVER _____	SILVER _____	3:08 _____	CD PLAYER _____
GOLD _____	GOLD _____	3:55 _____	RADAR _____
BLUE _____	WHITE _____	AUTO _____	ADJ.SUSP. _____
			LEATHER: _____
			2 TONE GRAY _____
			BLACK _____

PRICING:

SALEEN BASE PRICE	\$9,779.00	_____
SUPER CHARGER	2,500.00	_____
GAS GUZZLER TAX (APPROX.)	*800.00	_____
RADAR DETECTOR	450.00	_____
COMPACT DISC PLAYER	395.00	_____
LEATHER UPGRADE	2,500.00	_____
DIFFERENTIAL	650.00	_____
ADJUSTABLE SUSPENSION	1,200.00	_____
INTERNAL CHASSIS SUPPORT		_____
MISCELLANEOUS		_____
FREIGHT / ZONE _____		_____
TOTAL SALEEN PACKAGE		_____

NOTES/COMMENTS

*Cars with a supercharger option may be subject to a Gas Guzzler Tax. The exact amount will be determined at time of final certification by the EPA.

This confirms specifications for the described vehicle you are ordering. Specifications may not be changed or cancelled after seven (7) days from date signed and returned to Saleen. **PLEASE REVIEW, SIGN AND RETURN BY FAX TO SALEEN ENTERPRISES, at (714) 939-0350.**

DEALER AUTHORIZED SIGNATURE _____

P.O. NO. _____

DATE _____

VIN No. _____ ITEM No. _____ SALEEN NO. _____





1992 SC ORDER CONFIRMATION

Date: _____

SOLD TO:
DEALER _____

ADDRESS _____

DEALER
CODE: _____

PHONE: _____

SHIP TO DEALER: _____
ADDRESS: _____ _____
CONTACT: _____
PHONE: _____

FAX NO. _____

<u>SPECS</u>	<u>MODEL</u>	<u>EXT COLOR</u>	<u>INT COLOR</u>
DROP SHIP _____	COUPE (P40) _____	BLACK (UA) _____	TITANIUM (DA) _____
POOL _____	HATCH (P41) _____	WHT (YO) _____	BLACK (DJ) _____
	CONV (P44) _____	RED (EP) _____	OTHER _____
		DEG (PA) _____	
		OTHER _____	ROOF _____

<u>GRAPHICS</u>	<u>WHEELS</u>
SILVER _____	SILVER _____
BLUE _____	WHITE _____

<u>OPTIONS</u>
CD PLAYER _____
RADAR _____
ADJ.SUSP. _____
LEATHER: _____
2 TONE GRAY _____
BLACK _____

PRICING:

SALEEN BASE PRICE	\$21,559.00	_____
GAS GUZZLER TAX (APPROX.)	*1,300.00	_____
RADAR DETECTOR	450.00	_____
COMPACT DISC PLAYER	395.00	_____
LEATHER UPGRADE	2,500.00	_____
DIFFERENTIAL	650.00	_____
ADJUSTABLE SUSPENSION	1,200.00	_____
INTERNAL CHASSIS SUPPORT		_____
MISCELLANEOUS		_____
FREIGHT / ZONE _____		_____
TOTAL SALEEN PACKAGE		_____

NOTES/COMMENTS

*Due to extensive engine modifications on the Saleen Mustang SC, this car is subject to a Gas Guzzler Tax. The exact amount will be determined at time of final certification by the EPA.

This confirms specifications for the described vehicle you are ordering. Specifications may not be changed or cancelled after seven (7) days from date signed and returned to Saleen. **PLEASE REVIEW, SIGN AND RETURN BY FAX TO SALEEN ENTERPRISES, at (714) 939-0350.**

DEALER AUTHORIZED SIGNATURE _____

P.O. NO. _____

DATE _____

VIN No. _____ ITEM No. _____ SALEEN NO. _____



1992 SALEEN VEHICLES

WARRANTY POLICY AND PROCEDURES INFORMATION

The Warranties in effect on each Saleen Vehicle are as follows:

- Ford Motor Company New Car Warranty, in effect on all unaltered components.
- Third party Vendors Extended Warranty. See attached list.
- Saleen Vehicle Warranty is effective for 12 months or 12,000 miles, whichever comes first. Effective from date of service, **INCLUDING DEMO SERVICE.**

Ford Motor Company's New Car Warranty is the primary warranty on the 1992 Saleen Vehicle. All claims on the unaltered portions of the vehicle should be made to Ford Motor Company in accordance with approved warranty and policy procedures.

The Saleen competition wing, air dam, side skirts and rear valance as well as all decals are warranted to be in deliverable condition when the vehicle is delivered to the Dealership. Due to the exposure of these parts, it is not warranted beyond the delivery inspection. Any warranty claim on the above mentioned parts **MUST** be noted with driver of the transport company **AND** called into Saleen Warranty Department by the **NEXT BUSINESS DAY.**

All claims relating to Saleen Vehicle Conversion as installed by Saleen Enterprises **MUST RECEIVE PRIOR APPROVAL** before repairs or replacement commence.

To facilitate "Hassle Free" handling of these claims, Saleen Enterprises has put in place the following warranty procedure. Consideration for Warranty approval may be received by calling the following number:

**SALEEN ENTERPRISES
c/o CARS AND CONCEPTS
WARRANTY DEPARTMENT
(314) 947-8225**



YOU WILL NEED TO HAVE THE FOLLOWING INFORMATION WHEN YOU CALL:

**FORD VEHICLE IDENTIFICATION NUMBER (VIN)
SALEEN CAR NUMBER
MILEAGE
IN SERVICE DATE**

Saleen Enterprises personnel will discuss the problem with you and determine the appropriate course of action. You'll be given a verbal authorization for approved repairs and subsequently issue a written warranty authorization. The Warranty Authorization Number must be on all invoices and repair orders to be validated and paid. All deliveries should be made during normal business hours and a signed delivery receipt obtained from Dealership personnel. Please ensure each Saleen Vehicle received at your dealership is properly inspected at the time of receipt, and that any damage is noted on the delivery receipt.

ANY TRANSPORTATION CLAIMS SHOULD BE DIRECTED TO THE CARRIER.

For out of warranty or general parts ordering, please call Saleen Performance Parts at 1-800-888-8945.

Note:

Ford Motor Company vehicle, parts and Saleen parts warranties are voided if the vehicle or parts is used for enclosed course competition or racing applications; or if they fail as a result of modifications.



1992 SALEEN VEHICLE Third Party VENDOR WARRANTY LIST

<u>Part</u>	<u>Deliverable to Dealer</u>	<u>12 Months or 12,000 Miles</u>	<u>Notes Comments</u>
<u>Suspension</u>			
Sway bar bushings		XXXX	Pro rated.
Wheels		XXXX	
Tires		XXXX	
Springs		XXXX	
Upper strut bushings		XXXX	
Struts, shocks, quads		XXXX	
<u>Performance Enhancements</u>			
Strut tower brace		XXXX	
G load brace		XXXX	
Sub-frame connectors		XXXX	
Brake kit		XXXX	
Brake lines		XXXX	
Shifter		XXXX	
Lug nuts		XXXX	
<u>Aerodynamics</u>			
Wing	XXXX		
Front air dam	XXXX		
Side skirts	XXXX		
Rear valance	XXXX		
Aerodynamics paint	XXXX		
<u>Interior</u>			
Seats		XXXX	
Door panels		XXXX	
Floor mats	XXXX		
Stereo or CD player		XXXX	Saleen pays R&I Pioneer pays for repair or replace.
Equalizer		XXXX	
Speakers		XXXX	



VENDOR WARRANTY LIST

(Continued)

<u>Part</u>	<u>Deliverable to Dealer</u>	<u>12 Months or 12,000 Miles</u>	<u>Notes Comments</u>
Antenna		XXXX	
Shift knob		XXXX	
Speedo face		XXXX	
Tach decal		XXXX	
<u>Styling/I.D.</u>			
Decals	XXXX		Saleen will only pay on claims made at time of delivery
Wheel emblems	XXXX		
Console plaque	XXXX		
Engine bay plaque	XXXX		
<u>Options</u>			
Radar detector		XXXX	
3.55 differential		XXXX	
3.55 speedo gear		XXXX	
Adjustable suspension		XXXX	
Internal chassis Support		XXXX	
Spyder Package		XXXX	
Wind Screen	XXXX		
<u>Saleen SC</u>			
Supercharger		XXXX	
Big valve heads		XXXX	
Rocker arms		XXXX	
Mass airflow sensor		XXXX	
Throttle body		XXXX	
Saleen manifolds		XXXX	
SC headers		XXXX	
Mufflers		XXXX	
Spark plug wires		XXXX	
Spark plugs	XXXX		
Radiator		XXXX	
Battery		XXXX	Pro rated.
Valve covers		XXXX	
Saleen gaskets		XXXX	
Transmission		XXXX	Pro rated.
SC differential		XXXX	
SC ignition module		XXXX	

AUTHORIZATION NO.

2400 East Katella Ave., Suite 1190 • Anaheim, CA 92806
(714) 937-9310

WARRANTY REPAIR AUTHORIZATION

DEALER	NAME	
	ADDRESS	
	CITY	STATE ZIP
	CONTACT	PHONE # ()
AUTOMOBILE	SALEEN SERIAL #	VIN #
	MILEAGE	DATE OF RETAIL SALE
RETAIL OWNER	NAME	
	PHONE # ()	
	ADDRESS	
REPAIR AUTHORIZATION	CITY	STATE ZIP
	PARTS	
	SUBTOTAL PARTS \$	
	LABOR	
SUBTOTAL LABOR \$		
TOTAL REPAIR AUTHORIZATION \$		

INSTRUCTIONS TO DEALER: Your invoice for Authorized
Warranty Repair must include the Authorization number above.

1 See take-off parts to _____
2 See take-off parts.
SALEEN



1992 SALEEN ENTERPRISES MERCHANDISING MATERIALS

STORE IDENTIFICATION

Small window applique (5 1/2" x 5 1/2"):	
"Saleen Authorized Dealer"	\$25.00
Large window applique (24" x 5 1/2"):	
"Saleen Authorized Dealer"	35.00
Store Banner (42" x 96"): "Saleen Mustang"	50.00
Store Banner (42" x 96"): "Saleen Sportruck"	50.00

BROCHURES

Multi page full-color (8.5" x 11"): "Saleen Mustang/SC" models	100.00	/50
Two page two-color (5.5" x 8.5"): "Saleen Mustang" spec sheet	50.00	/50
Two page two-color (5.5" x 8.5"): "Saleen Mustang SC" spec sheet	50.00	/50
Two page two-color (5.5" x 8.5"): "Saleen Sportruck" spec sheet	50.00	/50

PROMOTIONAL MATERIAL

Ad slicks with copy (camera ready)	15.50	/10
Saleen Mustang race car decal (6" in length)	.75	
Saleen Sportruck Championship decal	.75	
Saleen Mustang street car decal (6" in length)	.75	
Saleen Mustang "Super Car" (SC) decal (6" in length)	.75	
Car Topper (Silent salesman)	10.00	
Sales Training book	100.00	

VIDEOS

"Performance Plus" Saleen Mustang and assembly	49.95
"Being First" 1987 Championship Racing Season	49.95
Sales Training video	49.95

POSTERS

Saleen Mustang "Power in the Hands of a Few" - New for 1992	25.00	/10
Saleen Mustang "Two Fast" featuring street car and Mustang race car	25.00	/10
Saleen Mustang race car	25.00	/10



SALEEN SPORTS APPAREL

Lightweight Athletic Jacket featuring "Saleen Mustang"
embroidery. Sizes: S, M, L, XL 63.00
Colors: Red/White

Golf Shirt features "Saleen" logo embroidery 22.50
Sizes: S,M,L,XL
Colors: White, Black, Red

Tee Shirts

Street Car "Power in the Hands of a Few: S,M,L,XL 10.80

Race Car "SCCA Endurance Manufacturers Champion: S,M,L,XL 10.80

Saleen Indy Car: S,M,L,XL 10.80

Saleen Championship Race Truck
S,M,L,XL - New for 1992 10.80

Saleen Mustang Race Car: S,M,L,XL - New for 1992 10.80

Black Corduroy Baseball Cap featuring Saleen "S" logo 10.80

Saleen Lapel Pin features Saleen "S" logo 5.00



1992 SALEEN GT SPORT FEATURES AND SPECIFICATIONS

SPECIFICATIONS

- Distinct 16 x 7 inch Saleen alloy wheels
- B.F. Goodrich Comp T/A Unidirectional tires
P225/50ZR/16
- Saleen/Monroe struts and shocks
- Special strut mounting bushings
- Racecraft Linear Rate Front-Rear Coil Springs
- Saleen urathane sway bar pivot bushings
- Saleen High Performance alignment and tuned chassis
- Hurst quick ratio shifter
- Saleen GT rear wing
- Saleen leather grained shift knob
- GT Sport decals

This entry level Saleen Vehicle will attract the first time buyer, as well as the performance enthusiast on a defined budget. With the successful turn rate of the GT Sport, a minimum of 3 units is suggested.

Specifications subject to change without notice.





CONFIDENTIAL 1992
PRICING INFORMATION
SALEEN GT SPORT

BASE FORD MUSTANG	P-42	\$13,736.00
5.0L EFI HO MOTOR	99E	INCL.
5-SPEED TRANS	445	INCL.
TIRES	T26	INCL.
3:08 AXLE	45C	INCL.
H.D. BATTERY		INCL.
 SPECIAL VALUE GROUP	 249A	 \$1,163.00
AIR CONDITIONING	572	INCL.
ILLUMINATED VISORS	677	INCL.
POWER SIDE WINDOWS	61A	INCL.
POWER LOCK GROUP	61A	INCL.
DUAL ELECTRIC MIRRORS	61A	INCL.
SPEED CONTROL	525	INCL.
REAR WINDOW DEFROST	57Q	144.00
FREIGHT		<u>440.00</u>
 FORD TOTAL:		 \$15,483.00
 <u>SALEEN GT SPORT PACKAGE</u>		 \$2,695.00
 GRAND TOTAL:		 <u>\$18,178.00</u>
 DEALER MARGIN		 2,212.00
 SUGGESTED RETAIL		 20,390.00

Prices and specifications subject to change.



1992 SALEEN GT SPORT

DEALER DROP SHIP ORDERING INFORMATION

PLEASE READ CAREFULLY

This procedure is in place for the convenience of the Ford Dealer in ordering the Saleen GT Sport to his specifications. This procedure provides for ordering cars in the normal fashion through the computer system. The dealer is billed for the car by Ford, retains all delivery documents, keeps the holdback, and other procedures, as in the normal fashion, while Saleen bills the dealer direct for the Saleen package.

TO ORDER:

Submit the order to the Ford Order Processing Center in the normal manner through the computer system. Be sure to include the minimum equipment required on the Saleen Mustang and specify shipment to:

Saleen Enterprises
Drop Ship Code # 860518
3731 Mueller Road
St. Charles, MO 63301

REMEMBER:

MINIMUM EQUIPMENT REQUIRED ON THE
SALEEN GT SPORT

<u>Code</u>	<u>Description</u>
P-42	GT Mustang
99E	5.01 EFI HO engine
445	5-speed transmission
45C	3.08 traction loc axle
T26	P 225/55 ZR x 16 BSW Performance Tires
57Q	Rear window defogger



IT IS ESSENTIAL:

You must remit to Saleen office copies of your original DORA's. This enables Saleen to monitor the production and delivery of your vehicle(s).

Send to:

**SALEEN ENTERPRISES, INC.
1280 Bison Avenue, Suite B9-174
Newport Beach, CA 92660**

Fax to:

(714) 939-0350



1992 SALEEN SPORTRUCK

FEATURES AND SPECIFICATIONS

SPECIFICATIONS

- Distinct 16 x 7 inch Saleen alloy wheels
- B.F. Goodrich Comp T/A Unidirectional tires
P215/50R/16
- Saleen/Racecraft struts and shocks
Saleen/Racecraft specific rate front/rear coil springs
- Saleen Edition front air dam
- Saleen Edition rear wing
- Saleen Edition tail gate panel
- Lubrithane sway bar pivot bushings
- Saleen leather grained shift knob
- Saleen Edition Sportruck decals
- SCCA Championship Wreath
- Saleen High Performance Alignment and tuned chassis

Specifications subject to change without notice.





**CONFIDENTIAL 1992
PRICING INFORMATION
SALEEN SPORTRUCK**

BASE FORD RANGER-SPORT		
114" WHEEL BASE	R-10	\$8,127.00
4.0L EFI V-6 ENGINE	99X	527.00
5-SPEED TRANS	44M	INCL.
3:55 AXLE	XAB	202.00
HANDLING PACKAGE	684	34.00
SPECIAL VALUE GROUP	860M	\$771.00
AM-FM CASS W/CLOCK	589	INCL.
SPORT TRIM PACKAGE	162	INCL.
POWER STEERING	52H	INCL.
TACHOMETER	152	INCL.
WHEELS-DEEP DISH	649	INCL.
TIRES	T87	INCL.
60-40 CLOTHSPLIT BENCH	Y	INCL.
FREIGHT-DEST. DEL.		<u>460.00</u>
FORD TOTAL:		\$10,121.00
<u>SALEEN SPORTRUCK PACKAGE</u>		\$3,200.00
GRAND TOTAL:		<u>\$13,321.00</u>
DEALER MARGIN		1,669.00
Plus Holdback		
SUGGESTED RETAIL		14,990.00

Prices and specifications subject to change.



1992 SALEEN SPORTRUCK

DEALER DROP SHIP ORDERING INFORMATION

PLEASE READ CAREFULLY

This procedure is in place for the convenience of the Ford Dealer in ordering the Saleen Sportruck to his specifications. This procedure provides for ordering cars in the normal fashion through the computer system. The dealer is billed for the car by Ford, retains all delivery documents, keeps the holdback, and other procedures, as in the normal fashion, while Saleen bills the dealer direct for the Saleen package.

TO ORDER:

Submit the order to the Ford Order Processing Center in the normal manner through the computer system. Be sure to include the minimum equipment required on the Saleen Mustang and specify shipment to:

Saleen Enterprises
Drop Ship Code # 860518
3731 Mueller Road
St. Charles, MO 63301

REMEMBER:

MINIMUM EQUIPMENT REQUIRED ON THE
SALEEN SPORTRUCK

<u>Code</u>	<u>Description</u>
R10	Ford Ranger - Sport 114" Wheel Base
99X	4.0L EFI V-6 engine
44M	5-speed transmission
XAB	3.55 limited slip rearend
684	Handling package
T87	P215/705X14 All Season Tires



IT IS ESSENTIAL:

You must remit to Saleen office copies of your original DORA's. This enables Saleen to monitor the production and delivery of your vehicle(s).

Send to:

**SALEEN ENTERPRISES, INC.
1280 Bison Avenue, Suite B9-174
Newport Beach, CA 92660**

Fax to:

(714) 939-0350



SALEEN PERFORMANCE PARTS LIST RECOMMENDATION

Description	Min. Qty.	Suggest. List Price	Per	Dealer Price	Recommended Inventory
WINDTUNNEL TESTED AERODYNAMICS					
Air Dam - Front '87-'89	1	269.99	Ea	202.49	
'90-'92	1	289.99	Ea.	217.49	
Side Skirt-Right Side, '87-'92	1	119.99	Ea	89.99	
Side Skirt-Left Side, '87-'92	1	119.99	Ea.	89.99	
Rear Valance, '89-'92	1	349.99	Ea.	262.49	
Rear Wing/Spoiler '87-'89	1	299.99	Ea.	224.99	224.99
'90-'91	1	579.99	Ea.	434.99	
'92	1	299.99	Ea	224.99	224.99
Convertible Wing '79-'92	1	299.99	Ea	224.99	
Ground Effects Body Kits '87-'89	1	688.99	Ea.	516.74	516.74
'90-'92	1	709.99	Ea	532.49	532.49
RACECRAFT SUSPENSION					
Springs: Saleen: Front '87-'89	Pair	160.00	Pr.	120.00	
Rear '87-'89	Pair	120.00	Pr.	90.00	
Front '90-'91	Pair	179.00	Pr.	134.25	
Rear '90-'91	Pair	150.00	Pr.	112.50	
'86-'89 Suspension Kit		995.99		746.99	746.99
Saleen/Monroe Quad. Shocks	2	69.99	Ea.	52.49	
Saleen/Monroe Shocks	2	79.99	Ea.	59.99	
Saleen/Monroe Struts-Front	2	119.99	Ea.	161.24	
Urethane Sway Bar Bushings-Pair	1	19.99	Pr.	14.99	
'90-'92 Suspension Kit		1,015.99		761.99	761.99
PERFORMANCE ENHANCEMENT					
Strut Tower Brace '87-'89	1	149.99	Ea.	112.49	112.49*
'90-'92	1	159.99	Ea.	119.99	119.99*
"G" Load Brace '87-'92	1	69.99	Ea.	52.49	52.49*
"Hurst" Quick Ratio Shifter	1	89.99	Ea.	67.49	
Brake Pads Front	1	89.95	Ea.	67.49	
Brake Pads Rear	1	50.95	Ea.	38.20	
Subframe Connectors	1	139.99	Ea.	104.99	104.99



STYLING AND INTERIOR ADVANCEMENTS

Graphics-Body Side-Lower

A. Silver '90-'92					
1. Full Kit	1	139.99	Ea.	105.00	105.00
2. RH Side Only	1	79.99	Ea.	59.99	
3. LH Side Only	1	79.99	Ea.	59.99	
B. Blue					
1. Full Kit	1	139.99	Ea.	105.00	105.00
2. RH Side Only	1	79.99	Ea.	59.99	
3. LH Side Only	1	79.99	Ea.	59.99	
C. Gold					
1. Full Kit	1	139.99	Ea.	105.00	105.00
2. RH Side Only	1	79.99	Ea.	59.99	
3. LH Side Only	1	79.99	Ea.	59.99	
"302" Emblem/Hood Decal					
A. Silver	6	2.99	Ea.	2.24	13.44
B. Black	4	2.99	Ea.	2.24	8.96
C. Gold	2	2.99	Ea.	2.24	4.48
"Racecraft Suspension" Decal					
A. Silver	2	5.99	Ea.	4.49	8.98
B. Black	2	5.99	Ea.	4.49	8.98
C. Gold	1	5.99	Ea.	4.49	
"Ford Motorsports" Decal & Oval					
	2	10.99	Ea.	8.24	16.48
Center Cap/Road Wheel - 5 Spoke	4	8.75	Ea.	6.56	26.24
DP5 SSC	4	25.99	Ea.	19.49	78.00
Center Cap Decal '84-'88 Silver	4	6.99	Ea.	5.24	20.96
Gold	4	6.99	Ea.	5.24	20.96
'89-'91 Silver	4	6.99	Ea.	5.24	20.96
Gold	4	6.99	Ea.	5.24	20.96
Gear Shift Knob	1	19.99	Ea.	14.99	14.99
Saleen 170 mph Speedometer	1	163.99	Ea.	127.43	
Saleen 200 mph Speedometer, '91-'92	1	169.99	Ea.	127.49	

APPAREL

Saleen Apparel: T-Shirts	10	12.00	Ea.	9.00	90.00
Baseball Caps	5	12.00	Ea.	9.00	45.00
Jackets (S,M,L) N/A	3	69.99	Ea.	52.49	157.47
Polo Shirts	5	24.99	Ea.	18.74	93.70

Retail Sales Value of Recommended Inventory \$6,500.70

Dealer Cost of Recommended Inventory \$4,946.32

Average Inventory Markup: 25%.

***Included in Suspension Kits.**

