



MEET-A-MEMBER

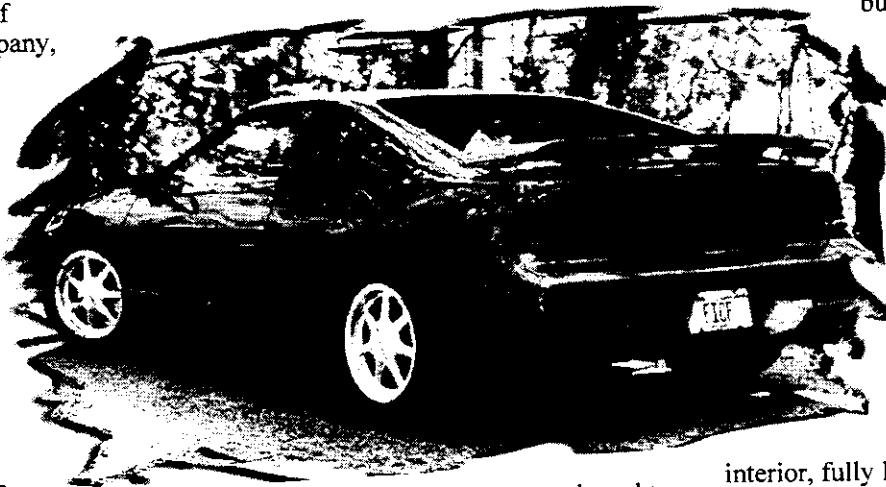
My name is Bob Rayner and I currently live in Oak Park. I have worked in the financial services profession since 1971, upon graduating from Elmhurst College with a major in Economics. This year, I have completed 25 years of service with my company, IOF - Foresters. We provide financial planning services, with an emphasis on insurance, investment, retirement, and estate planning. I am also currently working on my certification in financial planning and hope to complete my studies in 1997 or early 1998.

My interest in Pontiac's first started back in high school when my friend's dad purchased a brand new 1962 Grand Prix. Since that time, I have always had an interest in the Pontiac line of automobiles. As a result, back in 1965, I talked my dad into purchasing a new Grand Prix with the tri-power option.

It would not be until 26 years later after my first encounter with my friend's 1962 Grand Prix that I would purchase my own Pontiac, a Fiero! I remember when the Fiero first got my attention. It was in mid-1986 when the Fiero was first offered with the GT model in the fastback version. WOW! Was this a new concept, prototype version, I thought? To my surprise, it wasn't. The Fiero GT fastback was actually available to the public for purchase. I believe from that moment back in 1986, that I was hooked. However, it would not be until late in the summer of 1988 that I would actually purchase this fabulous design.

Mr. Bob Rayner

How many of you remember the summer of 1988? This was the summer that the mid-west suffered one of its worst



droughts ever with days of 90 plus degree temperatures. This was not your typical summertime car buying weather. I practically had to beg a Pontiac salesman to leave the comfort of their air conditioned showrooms to show me the Fiero inventory on their lots.

August of 1988, it was closing in on the last run of Fiero's being produced. The plant was to close forever. I went to many dealerships, but was not successful in finding that one model with the desired options and color that I wanted. I knew I was running out of time. Maybe if I called the Fiero plant in Michigan, the people there might be able to help me locate the Fiero I wanted. It turned out that I was right! The Fiero plant people were very cooperative and told me that soon there would be a new run of Fiero GT's, and one of those was the car I was looking for. The only problem was the Fiero I wanted was being built for the owner of a dealership in Kansas City, Kansas! After many phone calls back and forth to the factory, they were

able to make a trade for another car to go to the Kansas City dealer. After a long struggle, the Fiero I wanted was MINE! I made arrangements with the Fiero plant to have the car shipped to a dealership on Chicago's north side (no longer in business). On August 20, 1988, with cash in hand, I went to pick up my new bright red 1988 Fiero GT fastback.

Now, let me tell you briefly about the Fiero I picked up on that hot summer day back in August of 1988.

My Fiero is a bright red GT with grey leather trim interior, fully loaded with all factory options, including automatic, air, power windows, power door locks, power mirrors, tilt wheel, and sunroof. The only change I have made to my Fiero has been to add a new set of 15" Fittipaldi wheels with Goodyear Eagle GT+4 tires. In the near future, I would like to make some changes to the Fiero's sound system. I have had some minor problems with the car recently and just last summer ended up having the radiator replaced.

Since 1988, because of a busy work schedule and other commitments, I have only driven an average of 700 miles per year. The car currently has about 5,600 miles showing on the odometer. Hopefully in 1997, I will be able to drive and enjoy my Fiero more. My Fiero is a "keeper" and I only drive it when the weather is nice. Maybe I should move to L.A. to enjoy the car more - then again, maybe not! Thanks for reading about my Fiero...