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RICART PLANS CENTRAL OHIO EXPANSION

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Ricart Automotive Inc. is buying the Nourse Ford Lincoln Mercury dealerships in Delaware and Chillicothe as part of a strategy to develop a "regional" concept to car sales.

"This is one of the area's first regional concepts," said Fred **Ricart**, co-owner of the company. "You've now got points north and south of the city that will feed off a centralized megamall, with huge economies of scale, one used-car manager and one business office."

Ricart said he will add the Nourse dealerships within a few weeks to his lineup of area shops, which include the **Ricart** Mega Mall, **Ricart** Chrysler-Plymouth-Jeep, **Ricart** RV/Vanland and three used-car dealerships.

"I plan to expand this further, these are just the first two satellites of the concept," **Ricart** said. "**Ricart** goes regional -- it'd be very hard for these not to have a huge advantage with economies of scale."

Ricart is buying the Nourse Ford Lincoln Mercury dealerships on Route 23 in southern Delaware County and in Chillicothe.

The Nourse family also owns dealerships in Marietta, South Point and the Nourse Chevrolet Toyota Cadillac dealership in Delaware. Officials from the Nourse family were unavailable for comment.

The acquisition will give **Ricart** its first luxury line in Lincoln. **Ricart** said he was particularly drawn by the Lincoln Blackwood, a luxury truck.

Ricart said he plans to add a used-car dealership at the Nourse site in Delaware. He could not say how many, if any, employees of the Nourse dealerships would be retained.

"They're being evaluated right now," he said. "There are a lot of layers of overhead being paid there that aren't needed."

Ricart would not disclose terms of the sale.

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