



UNION
LEASING

April 2008

Making A Used Vehicle Marketable

We all know by now that much time and effort is spent deciding on what vehicles should be incorporated into your company's program. There are standard variables like cost, availability, utilization capacity and model life. There are also a myriad of unique considerations, each viewed case-by-case and company-by-company. Once the vehicle is selected, ordered and delivered, another set of challenges needs to be evaluated. After all, you and your drivers are now on the way to manufacturing a used vehicle. Some suggest that the process be viewed similarly to that of a production or manufacturing process. One that is aimed at developing a step-by-step procedure designed to minimize depreciation expense.

The Goal: Reduce the production cost while increasing the selling price...Don't forget that Union embraces this same goal and offers consultation in reducing operating expense and maximizing remarketing dollars.

Viewing Today's Vehicle Orders As Tomorrow's Used Vehicle Sales

Fleet managers begin selector development by choosing those vehicles properly designed to accomplish a core job; it would be foolish to choose a compact car for a job-site vehicle that must deliver heavy payloads. However, the right vehicle for the job can come in many colors and could contain a wide variety of equipment. Equipping your future "used vehicle" for optimal resale may suggest that you add options not needed today for its core use. Choosing the proper equipment and colors that sell well will benefit you come sale time. The secret lies in knowing what to add and more importantly what not to add.

Equip your fleet vehicles properly & make certain that power train options are sufficient to do the job. Buyers don't like an under powered vehicle. An underpowered vehicle may also fail if overloaded and could actually cost more to operate, not to mention the negative mental impression that it can offer the driver. Fuel economy may also be compromised, since an underpowered vehicle has to work harder, and the driver will more than likely demand from the engine what it is incapable of delivering.

Don't add Zero Value options. Equipping a vehicle with many upgraded options or after market goodies will in most instances not pay you back at lease end. Used-vehicle buyers almost always elect not to pay a premium for added options unless they are essential to the areas operating conditions.

Color choice is a KEY VALUE and is often overlooked as a used-vehicle sales tool. An odd colored vehicle will not sell as quickly as other competitive vehicles possessing a high demand color. Neutral colors such as silver, white, black and gray will move quickly and appeal to a wider array of buyers. Colors also have an impact on safety and insurance. Consult your Insurance company or better yet, your friends here at Union Leasing.

NEWS AT A GLANCE

- MAKING A USED VEHICLE MARKETABLE
- UNION SALES TEAM VISITS CHICAGO FREIGHT CAR LEASING
- FLEET REMARKETING ECONOMICS
- INADEQUATE REST SUGGESTS INCREASED DISTRACTIONS
- INDUSTRY NEWS
- VEHICLE GPS THEFTS CAN LEAD TO HOME BURGLARY
- 2008 MY BUILD OUT DATES





UNION UPDATES

Union Leasing Sales Team visits Chicago Freight Car Leasing Company Headquarters

Chicago Freight Car Leasing Co., (CFCL) parent of Union Leasing, recently welcomed the Union Leasing National Sales team to its Rosemont, Illinois headquarters office. CFCL is a premier independent provider of railcar leasing solutions celebrating its 80th year in 2008. The February 20th meeting was an opportunity for the sales teams of both companies to share industry challenges, successes, and each company's best practices for providing excellent services for their clients. CFCL President, Fred Sasser, led a presentation that outlined the beginnings and history of CFCL and his vision for the future of both CFCL and Union Leasing.



From Left to Right: Kent Boskovich, Chris Shellenbach, Shad Peterson, Fred Bulterman, Bill Elwess, Kelly Brannon, Jeff Faetz, Larry Abraham, Randy Pozin, Fred Sasser, Paul Deasy, Mark Conroy

ITEMS TO CONSIDER WHICH IMPACT FLEET REMARKETING ECONOMICS

When to Buy — There remain two primary ordering cycles: fall, when most new model-years kick off and spring, which heralds the beginning of the driving season after wintertime. When vehicles are ordered in the fall, or at the beginning of the model-year, a fleet will enjoy the full model-year's use of the vehicle. The spring order season while not as optimal for model year entry, allows you to capitalize on the used car market at a time when pricing is in favor of the seller.

How to Buy — Factory Ordering is Key. As often as possible, new vehicles should be ordered from the factory rather than purchased from dealer stock. This allows you to maximize your purchase price and avoids adding unnecessary options that will most likely not yield future payback. The fact is that what you paid for a new vehicle has no bearing on what it is going to be worth when you are ready to sell it. A lower entry price puts the lessee in a better position at lease end.

To Service or Not To Service — Variable Maintenance & Expense Management. Optimum replacement occurs at the intersection point between fixed (X- Axis) and variable (Y-axis) expense. This intersection represents the lowest operational value, thus the best time to cycle. The problem is that not many know where the intersection exists. Depreciation is the major fixed cost evil and fuel combined with maintenance is the bastion of the variable expense world. Most fleets establish replacement policies predicated on time and mileage indices while keeping in mind manufacturer warranty thresholds. It is important not to forget to offer, track and enforce regular preventive maintenance. This will keep fleet vehicles operating efficiently, offering optimum fuel and performance economy. With gas edging the \$4 per gallon mark, that's important. Proper preventive maintenance, tire inflation and driving common sense can have a positive impact on fuel economy.

Here's the Remarketing Pot-O-Gold — It is also important to note that a properly maintained (physically and mechanically) vehicle is likely to outsell it's competition in both time and miles. If you don't already have access to a vehicle's actual maintenance service schedule, make it a future priority to do so. Clients enrolled in Union's Maintenance program have instant access to a vehicle's service history via Union's Client Portal. This information could be the deciding factor in selling your vehicle.



INADEQUATE REST SUGGESTS INCREASED DISTRACTIONS

The National Safety Council "Safety & Health" publication is commonly referred to by employers to enlighten shops, offices, factory workers, and often themselves. For example, a current article examines the top five occupations with the highest fatality rate in 2006. It shows that driver/sales workers and truck drivers have the highest fatality rate at 940 deaths per 100,000 full-time workers.

The January 2008 issue is no different; it takes a closer look into "Working and Driving 24/7." Solid information from the Virginia Tech Transportation Institute is included in this article. It highlights a recent study of 241 drivers.

These drivers had:

- 82 crashes
- 761 near-crashes
- 8,295 critical incidents

Of these, 66 crashes (80%) and 495 near-crashes (65%) occurred from driver inattention within the 3 seconds leading up to each event. AND, driver drowsiness contributed to 20% of the crashes and 16% of the near-crashes.

What's the lesson for us? One, always wake up at least 5 seconds before the event might occur...hmmm, when would that be? Second, stay attentive so I can be a part of the 20% non-crashers and 35% non-near-crashers. Come to think of it, do I even want to know what those 8,295 "critical incidents" are?

By the way, one of our very enlightened Fleet Managers is elevating the protection of her drivers by informing them about what states are closing in on the distractions of cell phones and blackberries while driving. And have you observed that besides lots of small vehicle drivers on the phone, there are a lot of "heavy truck" drivers and bus drivers, and several law-enforcement officers chatting away while driving. I have.

Check out the article. Sooner or later, distractions and drowsiness will get a tough legal punch. Protect ourselves with enough sleep and attentiveness so we don't get fined, sued or worse.

Copyright 2008. Fleet Response, Inc.

INDUSTRY NEWS

Chrysler was the first out of the gate for the 2009 MY "Crossover Wars" with the all-new 2009 Dodge Journey. Nissan followed shortly thereafter with the totally redesigned Nissan Murano. Coming in this summer and fall will be the new entries from Ford and General Motors.

- Ford will begin production in May of the Ford Flex. The Flex offers 7 passenger seating in one of the most unique packages you will see on the road. The Flex will be powered by the 3.5 Liter Duratec V6 coupled to a 6 speed automatic transmission. It will be available in FWD or AWD configurations.
More on the Flex can be found at: <http://www.fordvehicles.com/flex/>
- GM introduced the 4th member of their Lambda family of crossovers at the Chicago Auto Show - the Chevrolet Traverse. The Traverse will be powered by the 3.6 Liter V6 and 6 speed automatic transmission (notice a trend). It will be available in FWD or AWD versions. The traverse will offer up to 8 passenger seating depending on model.
More on the Chevrolet Traverse can be found at: <http://www.chevrolet.com/traverse/>

Mercedes Benz debuted the 2009 Bluetec GL320, R320, and face-lifted ML320 at the New York Auto Show, all boasting the AdBlue urea- injection technology that cleans up the exhaust from the 215-hp, 3.0- liter turbo-diesel enough for these diesels to be certified for sale in all 50 states.

The 2009 Ford Escape and Mercury Mariner Hybrids will feature a new 2.5 Liter 4 cylinder engine. Adapted for hybrid use, the engine is Ford's first to use variable valve timing on an Atkinson cycle hybrid engine. Ford says that advancements in engine processor technology enable a nearly imperceptible transition from gas to electric mode.

Nissan unveiled it's all-new 2009 Nissan Maxima at the New York Auto Show. The Maxima will retain it's FWD with a revised 3.5 liter V6 that should have close to 300 HP. Deliveries of the 2009 Maxima will begin in September.



VEHICLE GPS THEFTS CAN LEAD TO HOME BURGLARY

In the event a GPS device, or your vehicle with onboard GPS, is stolen, safeguard your home by not entering your correct home address in the My Home Location. Some erroneously believe they can thwart would-be thieves by simply entering their street name or nearby street with no house number. However, if a thief has your vehicle, he or she most likely also has your garage door opener. If they know the street you live on, they can simply cruise it, pressing the garage door opener before each home to see which garage door opens. The best suggestion is to use the address of a nearby public building, laundry mat, retail store, or supermarket.

As an aside, conceal your insurance and registration documents in a nontraditional spot (not the glove compartment) since they too can provide a thief with your home address.

GPS Device is No. 1 Theft Item from Vehicles

Law enforcement around the country (and internationally) are reporting a rise in the theft of GPS devices. These devices are portable and, because of their small size, easily concealed. GPS units can cost from \$180 to more than \$1,000. Thieves can fence stolen GPS units on the street for about \$150 or fraudulently re-sell them on an online auction. For drug addicts, common smash-and-grab perpetrators, electronic devices generate quick cash.

In yesteryear, cars were broken into to steal a cassette players, radios, or CD players, (and still are), but today, GPS devices are high on the list of coveted items. In fact, GPS devices are now the number one item stolen from motor vehicles. Thieves have targeted GPS devices because of their small size and ease with which they can be re-sold in the underground economy.

Tips to Thwart Portable GPS Theft

It takes only seconds to break a vehicle window, and experienced smash-and-grab thieves aren't fazed by blaring security alarms. Sometimes drivers inadvertently advertise the presence of a GPS device by leaving it turned on, which, at night makes it highly visible and an inviting target for a quick smash-and-grab.

Conventional wisdom says to hide valuables in the vehicle trunk. However, with all vehicles equipped with an interior trunk pop lever, once the thieves are inside the vehicle, they gain access to the trunk and its contents. Likewise, don't hide valuables in obvious places, such as the glove compartment or under one of the front seats, since these are the first areas searched by thieves.

The best precaution is to take the portable GPS device with you when leaving a car parked and unattended. If this isn't feasible, remove all telltale signs that you have the device. Conceal the mounting arms and any other accessories such as car chargers, headsets, or audio leads. Opportunist thieves look for these tip-offs. An empty suction-cup windshield mount usually means a GPS device is hidden somewhere in the vehicle. Even taking the extra step of removing the windshield mount may not be sufficient, as the tell-tale residual mark of the suction cup smudge on the windshield is enough to tip off would-be thieves. Before leaving your vehicle, wipe off the suction cup smudge from the windshield or dash with a handkerchief.

The Important Take-Away

If there is a lesson to be gleaned from this editorial, it is to not store your home address in a portable or onboard vehicle GPS system. Consider this nightmare scenario. If your vehicle is stolen from an airport garage while you're out of town, the thieves assume there is no one home, which is not always the case.



Union Leasing Corporate Offices

425 N. Martingale Road, Suite 1250 Schaumburg, IL 60173

T: (847) 240-1500 | www.unionleasing.com



UNION
LEASING

2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Dodge/Chrysler/Jeep

	Plant Build Out Date	EST 2009 MY Order Acceptance
Aspen & Durango	4/4/2008	6/9/2008
PT Cruiser & Journey*	4/25/2008	6/9/2008
PT Cruiser Convertible**	12/21/2007	Life Cycle end
Minivans St Louis South	4/25/2008	6/9/2008
Windsor	4/25/2008	6/9/2008
Ram Truck & Cab Chassis	4/25/2008	6/9/2008
Dakota	4/25/2008	6/9/2008
Commander & Grand Cherokee	4/25/2008	6/9/2008
Wrangler	1/25/2008	6/9/2008
Liberty & Nitro	4/25/2008	6/9/2008
Caliber, Compass & Patriot	4/25/2008	6/9/2008
300 & Charger	4/25/2008	6/9/2008
Avenger & Sebring	4/25/2008	6/9/2008
Magnum**	2/8/2008	Life Cycle end
Pacifica**	11/9/2007	Life Cycle end
Sprinter	TBD	TBD

* Journey is an early production vehicle for the 2009MY. Due to regular model year "change over" production will stop on June 27th and resume on July 7th.

**Early model year cutoff for PT Cruiser Convertible, Magnum and Pacifica.

GM

Buick	Plant Build Out Date	EST 2009 MY Order Acceptance
Lacrosse	4/4/2008	4/17/2008
Lucerne	4/4/2008	4/17/2008
Enclave	4/4/2008	4/17/2008

Cadillac	Plant Build Out Date	EST 2009 MY Order Acceptance
CTS	4/4/2008	4/17/2008
DTS	4/4/2008	4/17/2008
STS & STS-V	4/4/2008	4/17/2008
XLR & XLR-V	4/4/2008	4/17/2008
Escalade	4/4/2008	4/17/2008
Escalade ESV	4/4/2008	4/17/2008
Escalade EXT	4/4/2008	4/17/2008
SRX	4/4/2008	4/17/2008



UNION
LEASING

2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Chevrolet	Plant Build Out Date	EST 2009 MY Order Acceptance
Aveo	2/1/2008	2/7/2008
Cobalt	4/3/2008	4/3/2008
Corvette	4/17/2008	4/17/2008
Equinox	4/17/2008	4/17/2008
Impala	5/2/2008	4/17/2008
Malibu	4/3/2008	4/3/2008
Malibu Hybrid	2/22/2008	n/a
Avalanche	4/4/2008	4/17/2008
Colorado REG/EXT/CREW cab	4/4/2008	4/17/2008
Express	4/4/2008	4/17/2008
HHR	4/4/2008	4/17/2008
1500 EXT & REG	5/23/2008	4/17/2008
1500 LD Crew & Ext Cab	5/23/2008	4/17/2008
1500 LD SSBOX	5/23/2008	4/17/2008
1500HD/2500/3500 Crew Cab	5/23/2008	4/17/2008
Suburban	4/4/2008	4/17/2008
Tahoe Police & Special Services	3/21/2008	4/17/2008
Tahoe	4/4/2008	4/17/2008
Tahoe Hybrid	2/22/2008	4/17/2008
Trailblazer	4/4/2008	4/17/2008
Uplander	5/30/2008	TBD

GMC	Plant Build Out Date	EST 2009 MY Order Acceptance
Acadia	4/4/2008	4/17/2008
Canyon REG/EXT/CREW Cab	4/4/2008	4/17/2008
Envoy	4/25/2008	4/17/2008
Savana Passenger	4/4/2008	4/17/2008
Savana Cargo / Cutaway	4/16/2008	4/17/2008
Sierra 1500 EXT & Reg Cab	5/23/2008	4/17/2008
Sierra 1500 LD Crew & EXT Cab	5/23/2008	4/17/2008
Sierra 1500 LD SSBOX	5/23/2008	4/17/2008
Sierra 1500 1500HD/2500/3500 Crew Cab	5/23/2008	4/17/2008
Yukon	4/4/2008	4/17/2008
Yukon Hybrid	2/22/2008	4/17/2008
Yukon XL	4/4/2008	4/17/2008



UNION
LEASING

2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Hummer	Plant Build Out Date	EST 2009 MY Order Acceptance
H2	4/4/2008	4/17/2008
H3	4/4/2008	4/17/2008

Pontiac	Plant Build Out Date	EST 2009 MY Order Acceptance
G5	4/4/2008	4/3/2008
G6	4/4/2008	4/3/2008
G8		1/17/2008
Grand Prix	9/1/2007	Life Cycle End
Solstice	4/4/2008	4/17/2008
Torrent	4/4/2008	4/17/2008
Vibe (2008 MY)	9/1/2007	11/8/2007

Saab	Plant Build Out Date	EST 2009 MY Order Acceptance
9-3	2/29/2008	4/17/2008
9-5	2/29/2000	4/17/2008
9-7	4/25/2008	4/17/2008

Saturn	Plant Build Out Date	EST 2009 MY Order Acceptance
Astra	4/4/2008	4/17/2008
Aura	4/4/2008	4/3/2008
Aura Hybrid	2/22/2008	N/A
Outlook	4/4/2008	4/17/2008
Sky	4/4/2008	4/17/2008
Vue	4/4/2008	4/17/2008
Vue Hybrid	2/22/2008	N/A



UNION
LEASING

2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Ford/Lincoln/Mercury		EST 2009 MY Order Acceptance
Ford	Plant Build Out Date	
Crown Vic	5/26/2008	5/16/2008
Focus	5/19/2008	5/16/2008
Fusion	4/7/2008	4/17/2008
Mustang	3/24/2008	3/19/2008
Taurus	5/19/2008	5/16/2008
Econoline	4/21/2008	5/16/2008
Edge	7/21/2008	7/21/2008
Escape	3/24/2008	4/17/2008
Expedition/ EL	5/19/2008	5/16/2008
Explorer	6/16/2008	6/23/2008
F150	5/19/2008	5/16/2008
F650-750	3/7/2008	2/18/2008
SD F250-550	4/21/2008	5/16/2008
LCF	3/3/2008	3/24/2008
Ranger	6/16/2008	7/21/2008
Sport Trac	6/16/2008	6/23/2008
Flex		2/18/2008
Taurus X	5/19/2008	5/16/2008

Lincoln/Mercury		EST 2009 MY Order Acceptance
	Plant Build Out Date	
Grand Marquis	5/26/2008	5/16/2008
Milan	4/7/2008	4/17/2008
MKZ	4/14/2008	4/17/2008
MKS	N/A	2/18/2008
Sable	5/19/2008	5/16/2008
Town Car	5/26/2008	5/16/2008
Mariner	3/31/2008	4/17/2008
Mark LT	4/14/2008	N/A
MKX	7/21/2008	7/21/2008
Mountaineer	6/16/2008	6/23/2008
Navigator/Nav L	5/19/2008	5/16/2008



UNION
LEASING

2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Mazda	Plant Build Out Date	EST 2009 MY Order Acceptance
CX-7	4/21/2008	
CX-9	6/23/2008	
3 sedan/5door	6/23/2008	
5	6/23/2008	
6	4/21/2008	
MX-5	11/23/2008	
RX-8	1/1/2008	
Tribute	6/23/2008	

Nissan	Plant Build Out Date	EST 2009 MY Order Acceptance
Versa H/B & Sedan	5/15/2008	3/15/2008
Sentra	6/15/2008	4/15/2008
Altima	6/15/2008	4/15/2008
Maxima	4/15/2008	1/15/2008
350z Coupe	8/15/2008	7/15/2008
350z Roadster	6/15/2008	4/15/2008
Frontier	5/15/2008	2/15/2008
Xterra	5/15/2008	2/15/2008
Murano**	9/15/2007	7/15/2007
Pathfinder	3/15/2008	1/15/2008
Rouge	5/15/2008	5/15/2008
Titan	2/15/2008	12/15/2007
Armada	2/15/2008	12/15/2007
Quest	6/15/2008	5/15/2008



2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Toyota	Plant Build Out Date	EST 2009 MY Order Acceptance
Camry	10/10/2007	1/10/2008
Camry Hybrid	10/10/2007	1/10/2008
Camry Solara	6/10/2007	8/10/2008
Corolla	8/10/2007	1/10/2008
Avalon	4/10/2008	5/12/2008
Sienna	3/10/2008	6/10/2008
RAV4	5/12/2008	8/10/2008
Highlander	5/12/2008	8/10/2008
Highlander Hybrid	5/12/2008	8/10/2008
Matrix	8/10/2007	1/10/2008
4Runner	5/12/2008	8/10/2008
Prius	5/12/2008	8/10/2008
Yaris	5/12/2008	8/10/2008
Sequoia	4/10/2008	7/10/2008
Land Cruiser	5/12/2008	8/10/2008
FJ Cruiser	7/10/2008	8/10/2008
Tacoma	2/11/2008	5/10/2008
Tundra	4/10/2008	7/10/2008

Scion	Plant Build Out Date	EST 2009 MY Order Acceptance
XD	4/10/2008	7/10/2008
XB	12/10/2007	3/10/2008
TC	1/10/2008	2/11/2008

All build out dates are believed to be accurate as of 4/7/2008. Updates are Highlighted.

Union Leasing is not responsible for any changes or modifications to the dates that the manufactures provides. Build out dates may change without notice and they are being provided as informational only. Consult with your Regional Sales Manager or Account Manager for any changes to the above information prior to placing an order as the dates may have changed.



Union Leasing Corporate Offices

425 N. Martingale Road, Suite 1250 Schaumburg, IL 60173
T: (847) 240-1500 | www.unionleasing.com