

**SPECIAL
EDITION**



UNION
LEASING

2009 FEBRUARY & MARCH

ELECTRONIC BILLING!

In our most recent paper billing that was sent we announced the launch of Electronic Billing. Here's the scoop!!

NEWS AT A GLANCE

- ELECTRONIC BILLING
- MANUFACTURER UPDATE
- GOVERNMENT LEASING
- FUEL & YOUR DRIVERS
- FUTURE TRENDS
- GREEN TIP OF THE MONTH

Going green?

It's one of the hottest topics on everyone's lips. As part of our ongoing commitment to you and the environment, Union will be launching electronic invoice and billing functionality this month.

How Does It Work?

It's simple. When your statement is ready, you will receive an email message with your billing attached. This will enable you to view, print or forward your billing within your organization for processing.

No need to familiarize yourself with something new! The electronic invoice will be in the exact layout as your current paper invoice.

Union also offers clients the option of obtaining a variety of detailed reports via our Client Portal, including access to your current invoices as well as a history of past invoices. This information is available in both PDF and Excel formats.

Questions? Contact us!

We will be happy to answer any questions you may have, simply contact your Union Leasing Client Service Representative or send us an email at:

clientservices@unionleasing.com



MANUFACTURER NEWS



GM

3/09/2009

Teetering on the brink? General Motors, Corp. could face the need to file for bankruptcy protection sooner rather than later, despite the multi-billion dollars in loans that the government extended to aid the troubling company. Many top officials feel that this may be the quicker and less costly option to help the world's largest manufacturer keep its head above water and restructure.

HONDA

3/4/2009

Sales continue to decline for all of the major auto manufacturers, but less so in comparison for Honda. February saw a decline of 38% versus previous years' sales for Honda Motor Co, placing their delivery numbers at 71,575 units.

TOYOTA

3/10/2009

For the first time in 50 years, Toyota has lost money due to the decline of their most lucrative market—the US. Their concerns, however, are more focused on the condition of the auto part manufacturing industry since almost half of Toyota's parts in the US are produced by the same companies that supply the US based manufacturers.

NISSAN

3/4/2009

According to published sales results of all the major manufacturers, Nissan saw the least amount of decline in deliveries versus February 2008 coming in at a 37% drop.

3/10/2009

Fitch Ratings Ltd cut Nissan Motor Cos credit rating to the lowest investment grade. Future outlooks are negative, indicating potential further downgrades.

FORD

3/11/2009

With the recent agreement Ford Motor Co has reached with the United Auto Workers (UAW), it is estimated that they will save \$500M per year.

CHRYSLER

3/12/2009

Also with an uncertain future, Chrysler's most recent plan consists of cutting 3,000 more jobs and increasing its loan request by \$2 billion beyond the original \$3 billion they planned to request from the Government in April.



GOVERNMENT LEASING

DID YOU KNOW???

Did you know that Union Leasing also specializes in servicing Federal, State, and Municipal Fleets?

Both big and small, we can help to relieve the stress in administering your fleet.

Managing the fleet is probably only a small part of your job; yet when it doesn't go smoothly, everyone seems to notice.

Union realizes that each client is different. We don't offer boiler plate services, where it is our way or no way. We listen to your needs, and structure a program for you.

We lease new or pre-owned vehicles, and offer both open and closed end lease programs built around your requirements. Your own client web portal allows you to access a variety of reports; including billing, inventory reports, L&T reports, and status reports.



Advantage![®]

www.gsaadvantage.gov

Union Leasing is a GSA 751 Schedule holder providing vehicle leasing and Fleet Management Services to Government Agencies. We can supply fully serviced leases including Fuel & Maintenance Management.

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FUEL & YOUR DRIVERS

While reduced fuel prices are helping to reduce the overall cost to run your fleet, it is also possible that this price drop will reverse all those good habits your drivers picked up during the previous months.

From Automotive Fleet, here are some suggestions to help keep your drivers from losing focus:

Driver Communication Program: Fleet managers should use e-mail newsletters to increase driver awareness of how their actions can increase or decrease fleet costs. Share resources to identify less costly fuel stations and general information on the cost of fuel to fleets.

Avoid Unnecessary Idling: Turn off the engine whenever possible and stop idling for long periods. An idling engine gets zero miles per gallon. Drivers should be advised to use this strategy only in situations with no possibility of collision.

Maintain Proper Tire Inflation: One out of four employees drive vehicles with one or more under-inflated tires. When a tire is underinflated 4 to 5 psi below the manufacturer's recommended tire pressure, fuel consumption increases by 10% and, over time, causes a 15% reduction in tire life.

Keep Trunks Clean: Cars, like cargo trucks, get much better mileage when not loaded with unnecessary weight. Every 200 lbs of additional weight trims one mile off of fuel efficiency. Most drivers accumulate material in their trunks, much of it is unnecessary.

Encourage Drivers to be Price Conscious: Fleets need to encourage drivers to continue to be "price sensitive" when refueling. Encourage drivers to look for the best net fuel price.

Monitor Fuel Exception Reports: The most common approach to mitigating the impact of higher fuel costs is increased attention to fuel management exception reports. By restricting and enforcing rules on only buying regular fuel, most fleets can save as much as 10 cents per gallon or more.

Monitor Personal Use: Fleets must remain diligent about monitoring personal use. Most fleet managers are surprised by how much fuel is used "moving your brother-in-law" with the company van on the weekend.

Drive the Speed Limit: Driving fast wastes gas. Traveling at 65 miles per hour uses 10-15 % more fuel than driving 55 mph. By adhering to speed limits, a driver will conserve fuel. Also, use cruise control during highway driving. Unnecessary changes in speed are wasteful, and the use of cruise control helps improve fuel economy.

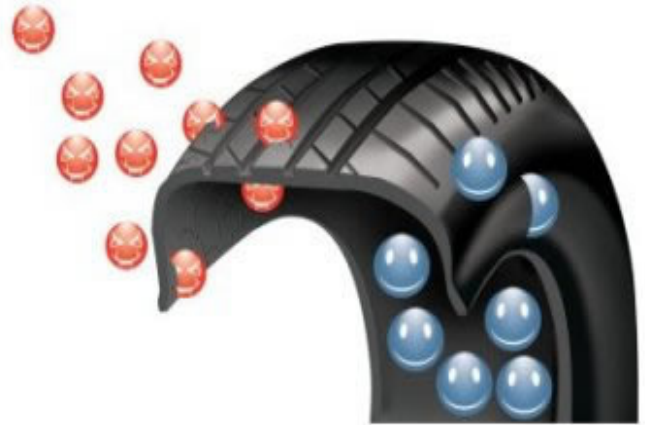
Avoid Aggressive Driving: The largest fuel waste occurs with aggressive driving. Time studies show that fast starts, weaving in and out of traffic, and accelerating to and from a stop light doesn't save much time, wastes fuel, and wears out components, such as tires and brakes, faster. By not driving aggressively, drivers can save up to 20% in fuel economy, advises the EPA.



WHAT'S IN YOUR TIRES???

Everyone is always looking for ways to make things better, last longer, be safer... the latest??? Nitrogen in your tires. Is it all it's cracked up to be?

According to some sources nitrogen filled tires maintain proper pressure up to 3 times longer and gives the safety and performance advantages of reducing problems associated with under inflated tires. They are believed to maintain their strength longer and have shown twice the life to failure in both lab and field tests based on the absence of interior oxidation caused by the oxygen in compressed air. It is also believed that the tires perform better and can increase tire mileage by as much as 25%, and respond better to steering input. Additionally, tire pressure is more consistent. Compressed air expands at differing rates depending on the amount of water vapor it contains.



While these all may sound like fantastic reasons to switch, current consensus is that there is not enough evidence that the average driver will see any advantage at all. The verdict remains to be seen on this growing trend in the tire world.

GREEN TIP OF THE MONTH



Would your parents disapprove of your workday lunch costs?

Don't crash your motorcycle over it. Just try bringing your lunch in reusable containers a couple times a week to conserve cash and landfill space - no matter which side of the tracks you're from.



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