



UNION
LEASING

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NEWS AT A GLANCE

- FEDFLEET 2009
- UNION NEWS
- CASH FOR CLUNKERS UPDATE
- TRIMMING YOUR FLEET
- GREEN TIP OF THE MONTH



Union Leasing's **Government Sales Team** once again attended the FedFleet Convention.

FedFleet 2009 was held July 27th through July 30th at the Sheraton Chicago Hotel & Towers and Navy Pier in Chicago, Illinois.

A record breaker - the number of first time attendees was at 37 percent!

We would like to thank everyone who stopped by our booth (#1518) to discuss their fleet management requirements.

Union Leasing is an approved GSA 751 Schedule Holder for vehicle leasing services. If you did not have the opportunity to attend this year's FedFleet Convention, please feel free to contact us for further information.

We offer fuel and maintenance management programs to streamline your fleet operations. Union Leasing specializes in leasing new and used cars, trucks, and vans to all Federal, State, Municipal, and Educational entities. We offer many customizable lease options to suit your needs. Please contact us for more information.

It was great seeing you in **Chicago!**

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UNION NEWS

PRESS RELEASE July 30, 2009

Union Leasing is proud to announce a strategic alliance with *Innovative Funding Services* (IFS) to provide remarketing and financing for clients and employees of those clients who purchase their company fleet vehicles.

For 54 years Union has focused on providing financial and fleet management services to all facets of the Commercial, Government and Rental Car industries. From the beginning Union has strived to provide their clients with the best customer service in the industry. When employees of their fleet clients wanted to purchase the off-lease vehicles, we looked for assistance from Innovative Funding Services.

Mark Conroy, Vice President of Sales and Marketing at Union Leasing said, "Many finance companies and dealerships have tightened up their lending criteria, so some consumers are unable to obtain loans in our current environment. Fleet and leasing companies require solid, consistent programs to remarket their vehicles. Adding a new avenue for fleet drivers to acquire and fund their company vehicles makes total sense. Innovative Funding Services really aids us by providing quality loan programs for employees looking to purchase these fleet vehicles."

IFS makes the process of purchasing a vehicle at lease-end simple and efficient. IFS offers the best financing programs available and can include comprehensive vehicle service protection plans backed by AAA+ rated insurers. With the completion of one simple application, IFS works with national lending partners to ensure the best loan rate and terms are available to fit the driver's needs. In most cases, IFS will have a loan decision within 24 hours, fully financed with no down payment required. They also handle the title paperwork on behalf of the customer in all 50 states.

Tim Janssen, President of IFS says, "Lessors have found our program incredibly valuable when remarketing their vehicles. Purchasers of Union Leasing vehicles want personal service, a convenient process and often *100% financing*, all aspects of the program we provide."

An IFS Advisor works closely with every driver from beginning to conclusion of the transaction. State of the art technology facilitates an almost seamless transaction for its drivers. Everything can be done from the privacy of a driver's home or office. They even offer *vehicle service contracts*. IFS holds exceptionally high standards of personalized service. Establishing a relationship with every driver is of key importance.

About Innovative Funding Services (IFS):

IFS partners with lessors, fleet management companies, and other organizations to provide efficient employee sales programs with full credit spectrum financing and one stop shopping from financing to quick perfection of title work. For more information call 512-336-8700 or visit www.ifs4u.com.



CASH FOR CLUNKERS

Something for Nothing?

The opinions on the program are widely varied, but one thing seems to be for certain... the “Cash For Clunkers” program rolled out late last month, seems to have had a dramatic effect on new car sales.

Some are estimating that Ford may see its first monthly sales increase since November of 2007!



But a few questions still remain. It seems certain that the program cannot continue as long as originally anticipated (initially planned to run through November). One billion dollars was allocated towards this program from the onset, but the popularity seems to have plowed through that money in a matter of days rather than months.

Currently the Senate is being urged to approve more money for the program. According to reports, Transportation Secretary Ray LaHood is saying that the program would have to be suspended, possibly as soon as next week, if the Senate does not approve another \$2 billion in new financing towards the program.

A few key issues that are evident from ground level? The website, www.cars.gov, provides information to both dealers and consumers regarding the program, however it has repeatedly crashed due to high traffic volumes. This has hindered many dealers in the process of entering in their rebate requests, and it seems time is of the essence. Another source of worry for the dealerships is the requirement of destroying the engines of the old vehicles in order for them to receive their rebate reimbursement.

Some wonder if this program is really helping those in need of a new car, or accelerating the timeline of a car purchase for those who didn't “need” the incentive. Of course, there is also the question of the future accessibility of parts from scrap yards. For car lovers, often times, one man's trash might be another man's treasure.



TRIMMING YOUR FLEET

Is Extra Weight Adding Dollars to your Fuel Bills?

It is no secret that a truck, when fully loaded with product, will get less fuel efficiency than one that is empty. It is also no secret that an aerodynamic vehicle would get better efficiency than one that isn't. Well, it doesn't depend if your fleet is made up of sports cars or tractor trailers for these lessons to affect the costs in your own fleet!

- An extra 100 lbs. in a vehicle could reduce the mileage up to 2 percent.

This means, anything from dated sales materials, to point of sale demos, tools carried in the trunk or backseat.

“I was told of one rep who would buy in bulk several boxes of one-gallon bottled water (a cumulative of 16 gallons per box) and leave the boxes in the trunk because they were too heavy to carry into her home. She would remove from the trunk a gallon or two at a time, whenever water was needed. In the meantime, she hauled this unnecessary weight while conducting company business.”

- Every extra pound of weight causes an engine to work harder, decreasing fuel economy.

Remind drivers quarterly to empty their vehicles of unnecessary cargo. It's hard to break old habits, but just like turning off lights in unoccupied rooms at home, these energy saving techniques can pay off in the long run.

- In terms of trucks, it is important not only for the purpose of fuel economy, but for the purpose of safety risks.

Developing guidelines as to what can be carried in the vehicles relative to tools, passengers, and payload will not only overcome consumption of additional fuel, but it will reduce unnecessary wear and tear.

Weight savings can start to add up. Look at your fleet, and ask your fleet manager for assistance in identifying both areas to reduce weight in current vehicles and maximize efficiency in future vehicles without compromising performance and safety.

*These points were taken from the article “Now is the Time to Put Your Fleet on a Diet” written for and appeared in **Automotive Fleet**, June 2009 by Mike Antich mike.antich@bobit.com



GREEN TIP OF THE MONTH

Wanna go where few grillers have gone before?

The Bite:

Explore lighter fluid alternatives. As BBQ season heats up, many people are using the nasty stuff to light their coals, but if you haven't already switched to gas, put eco-friendlier (and tastier) ways to light your charcoal on the map.

The Benefits:

- **Discovering greener grilling.** Lighter fluid's made from not-so-eco, nonrenewable petroleum distillates that let of volatile organic compounds (VOCs) and contribute to unhealthy, ground-level ozone pollution.
- **A key to healthier 'cuing.** Those VOCs can cause everything from headaches to cancer.
- **No gnarly lighter fluid taste.**



Wanna Try:

Char-Broil Charcoal Starter Wand - just plug in this fire starter and stick it under your coals for about 10 minutes

Weber Chimney Starter - put your briquettes inside, and light some newspaper below to get grilling.

Cowboy Charcoal - charcoal made in the United States from maple and oak scraps

Virtual Weber Bullet - easy-does-it guide to using a chimney starter



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