



**UNION**  
LEASING

**OCTOBER 2008**

## Off Lease Vehicle Financing Assistance

In an effort to provide clients help in adjusting to the tightening credit market and its changes, Union Leasing looks for partners that offer real time value and products that can have immediate impact. In the current economic climate, we have all seen challenges in obtaining credit. Many finance companies have tightened up their lending criteria, and as a result, some consumers are unable to obtain loans in our current environment. Union Leasing and our clients require solid and consistent programs to remarket their vehicles. Consumers desire these vehicles for their lower cost and well maintained status. Often they need loans to finance those cars and trucks, so Union Leasing has partnered with Austin, Texas based Innovative Funding Services (IFS) to provide quality loan programs for employees looking to purchase these fleet vehicles.

In what is often a dynamic and productive relationship with lessors, IFS insures buyers are getting quality vehicles and an easy, streamlined financing option. Union Leasing clients are also able to obtain fast credit decisions; usually within 24 hours. The IFS process makes sure all the title work and documentation is correct. Union Leasing client applicants can even apply for loans online at the IFS website. [www.ifs4u.com](http://www.ifs4u.com)

Consumers appreciate buying vehicles that are well maintained with vehicle loan values quoted at the wholesale level. This means a lower purchase price which equates to lower monthly payments that can fall in the \$200 a month range.

With quality vehicles that are 2-3 years old, buyers are looking for reassurance that they won't have any surprises with major repairs. IFS funding buyers have the ability to acquire Vehicle Service Protection which encompasses Bumper to Bumper Coverage including Road Side Service, Tire and Breakdown Coverage and towing benefits. Buyers can transfer the coverage for a nominal fee if they sell the vehicle thus making it easier to sell.

Union Leasing and IFS have designed a process that is seamless for the customer and provides a fresh, streamlined approach to fleet financing. Tim Janssen, President of IFS says, "Lessors have found our program valuable when remarketing their vehicles. Purchasers of Union Leasing vehicles want personal service, a convenient process and 100% financing. Those are all aspects of the program we provide."

Tim continued, "The industry is in need of a modern approach to fleet financing and that's what IFS brings. It is critical that we stay ahead of the curve to continually improve our processes and keep customer service at optimal levels."

For more information, email Union Leasing's Vice President- Sales and Marketing, Mark Conroy at [mconroy@unionleasing.com](mailto:mconroy@unionleasing.com) or call him at 678-349-2990

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## CLIENT PORTAL PART 4 OF 4

The Union Leasing Newsletter has brought an in depth look at the key components of our Client Portal over the past few months. In this final installment we will bring together all of the elements that this Management Tool has to offer.

The Title Page allows a client to review account, billing and entire fleet information by:

- Branch and Division Location
- Individual Vehicles within a particular Branch
- Review Active, Ordered and Sold Units
- Navigation Buttons to additional functions

Clicking on an individual vehicle brings detail that helps a client zero in on specifics.

- Year Make, Model, VIN, Options
- Driver and License data
- Maintenance History
- Fuel History

Clicking on Maintenance History provides:

- Itemized Repair Billing
- Year to Date Maintenance History
- Life History of Maintenance Repairs

Clicking on Fuel History provides::

- Itemized Fuel Charges including Odometer Reading
- Year to Date Fuel spend
- Life History of fuel spend

Navigation Buttons on the title page give a client the ability to:

- Download your current Invoices
- Monthly Rental Invoice
- Monthly Services Invoice
- Monthly Miscellaneous Invoice

Download Management Reports:

- Vehicle Order Status
- Fleet Inventory
- License and Title Status
- Fuel History for all vehicles
- Maintenance History for all vehicles
- Overdue Preventive Maintenance Reports

A client also has the opportunity to:

- Request Car Fax Reports on vehicles
- Request a Stock Locate for a vehicle immediately
- Request any E-Newsletters for references
- View your Union Leasing Support Staff.



We hope this series has brought more light to the efficiencies of our Client Portal. If you have a fleet of vehicles and would like a demonstration of this tool, please contact your Account Manager or Mark Conroy, V.P. Sales and Marketing at 678-349-2990.



### OIL PLUNGES TO ONE YEAR LOW

Signs that an enfeebled U.S. economy is using less and less oil sent world crude prices below \$70 a barrel for the first time in 14 months, a dramatic turnaround for a market that not long ago had some analysts predicting \$200-a-barrel oil as early as next year.

The sharp drop in U.S. oil demand -- down in recent weeks by about 9% from a year ago -- shows how deep the economic malaise is across much of the industrialized world now. As the U.S. unemployment rate rises and retail sales and manufacturing orders slump, the world's largest consumer of oil needs less crude to move goods, fly passenger jets, and transport workers to the office.

Increasing gloom over the health of the world economy has helped to shove down oil prices at a dizzying rate since the summer. U.S. benchmark crude on Thursday fell to less than half of its record high, set just three months ago, of \$147 a barrel. On the New York Mercantile Exchange, crude for November delivery fell \$4.69, or 6.3%, to \$69.85.

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### GREEN TIP OF THE MONTH

Do as Mom says and clean your plate, literally. Washing and reusing the plastic dishes and cutlery you get with take-away food is an easy way to cut down on waste at work. Better yet, pack your lunch in reusable containers and pocket your hard-earned dollars! Skip the paper (or worse, Styrofoam) cups and refill your travel mug at the nearby coffee shop instead. It may even get you a discount. Besides aluminum cans and glass bottles, there are many other supplies stashed in and around your desk that are recyclable, such as batteries, printer cartridges, DVDs, CDs, and more.

### CHICAGO CITY COUNCIL BANS TEXTING WHILE DRIVING

As of next month, it will be illegal to text-message or browse the Internet while driving in Chicago.

By unanimous vote Wednesday, the City Council expanded the 2005 restriction that forbids talking on hand-held cell phones while behind the wheel. Violators could face a \$75 fine, with the penalty rising to as much as \$200 for violations that occur "at the time of a traffic accident."

Chicago is the largest U.S. city to pass such a ban and joins 10 states with similar restrictions.

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Other states that have banned or have bills pending prohibiting texting while driving include: New Jersey, Washington State, California, Alaska, Louisiana, Minnesota, Michigan, Maryland, New York and Hawaii.

### A NOTE FROM THE UNION LEASING REMARKETING DEPARTMENT

As we are all aware, the country has been experiencing, and continues to experience some very difficult economic challenges. The current state of the economy has impacted all sectors of business in the US and abroad. This year, continual messages indicate mixed signals about the state of the financial markets. Our dependence on oil has negatively impacted everyone at the pump and reaches far beyond the price of a gallon of gasoline. The US dollar is weakening in the global economy. Auto manufacturers are faced with an historic struggle due to sluggish vehicle sales, an increased demand for energy efficient cars and the development of future alternate energy vehicles. Furthermore, each and every business is facing rapidly rising costs and increased pressure to operate more cost effectively. Everyone is being forced to reassess their fleet needs. What is the right vehicle for the job? What is the true cost of depreciation? Operating expense? Used sale value? Can a less expensive, more efficient vehicle replace what is currently in use? The answers to these questions seem to be changing daily, much like the stock market.

Within the vehicle remarketing segment, vehicle sales are weak thus having an impact on wholesale and retail benchmarks. A vehicle's average value today vs. this same period last year is down 15% to 45% depending on the sources consulted. The truck, SUV and luxury segments have been hit hardest. There is also increased competition from new vehicles as the end of the year is quickly approaching. This is the time when dealers under price current inventory to make room for next year's models.

*Important: As a result of the current used vehicle marketplace, prior to lease expiration Union urges you to take the initiative to find future owners for vehicles coming off lease. With Union's help, you can price vehicles attractively for employees (an added value benefit) while maximizing the dollars received vs. the current wholesale environment.*

Union will be happy to assist your employees with the purchase process including obtaining financing and extended warranties if necessary. The employee purchase process can be completely "turn key" for you.

Contact your Account Manager or Regional Sales Manager for more details.



**HOW TO USE A GAS CAN WITH THE 2009 FORD FLEX**

The 2009 Flex features the Easy Fuel™ “capless fuel filler” system introduced on the 2008 Ford Explorer and Mercury Mountaineer. With Easy Fuel™ the gas station unleaded nozzle releases latches in the filler



neck to open the filler. When the nozzle is removed, the door automatically latches to prevent EVAP leakage. The outer door seals to the body with an integrated gasket to keep out dust and moisture. Aftermarket gas cans will not release the latches.

When you are filling the vehicle’s fuel tank from a portable fuel container, you must use the included funnel which is located inside of the rear passenger side cargo compartment access door. Any other filler can cause damage to the Easy Fuel™ System.



Please reference your owners manual on exactly where the funnel is and the procedures on inserting it into the Easy Fuel™ system.

**IS YOUR COMPANY LOOKING TO REDUCE COSTS AND BUSINESS EXPENDATURES? LEASING HAS MANY COST AND CASH FLOW ADVANTAGES.**

**WE CAN HELP YOU WITH A FOCUS ON STREAMLINING YOUR FLEET BUSINESS EXPENSES, DECREASING YOUR ADMINISTRATIVE COSTS AND IMPROVING YOUR REPORTING.**

**CONTACT YOUR REGIONAL SALES MANAGER OR ACCOUNT MANAGER FOR MORE INFORMATION.**  
TELEPHONE: 877-425-1515  
EMAIL: SALES@UNIONLEASING.COM

**UNION LEASING EXPANDS HEADQUARTERS OFFICE SPACE TO MEET DEMAND**

Union Leasing has recently completed an expansion at their headquarters in Schaumburg, Illinois to ensure the continued personal service it’s customers expect. “It gives me great pleasure to see the need for Union Leasing to expand its office space” said Shad Peterson, CEO “as we have had an increase in our fleet, our increased office space signals a commitment to our clients that Union intends to continually invest and expand its team to exceed the future needs of our growing number of clients! Union Leasing’s clients enjoy a pure relationship based service approach that focuses on smooth and strategic fleet management solution delivery. This has been a tried and true model for us, but is unique from the answer tree transaction base most competitors use. Despite the gloomy news on the economy, Union Leasing is upbeat, positive and more prepared than ever with our new expansion to deliver great service and products to our clients.”



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