

Addendum #1

5/27/14



**Providing
Government
Fleet Solutions.**

County of Webb

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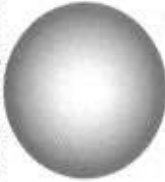


**Providing
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Enterprise Fleet Management

Vehicle Acquisition



Competitive with GSA
and State pricing

Funding Programs



Bridge funding and off
balance sheet available

Selling Your Vehicles



Bid process
maximizes resale

Total Vehicles Managed

More than 1.1 Million

Fuel Programs



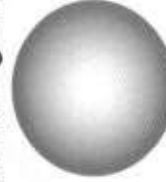
Tax exempt,
customized reporting

Maintenance Programs



All inclusive, fixed cost

Risk Management



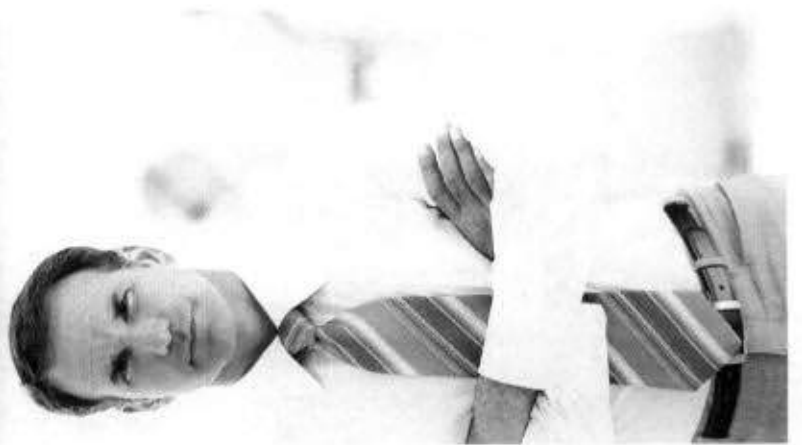
Efficient and cost effective

Effective Vehicle Life Cycle

- Lower depreciation cost through increased resale value
- Decrease operating expense
- Lessen employee and vehicle downtime
- Improve fuel economy
- Reduce safety risks

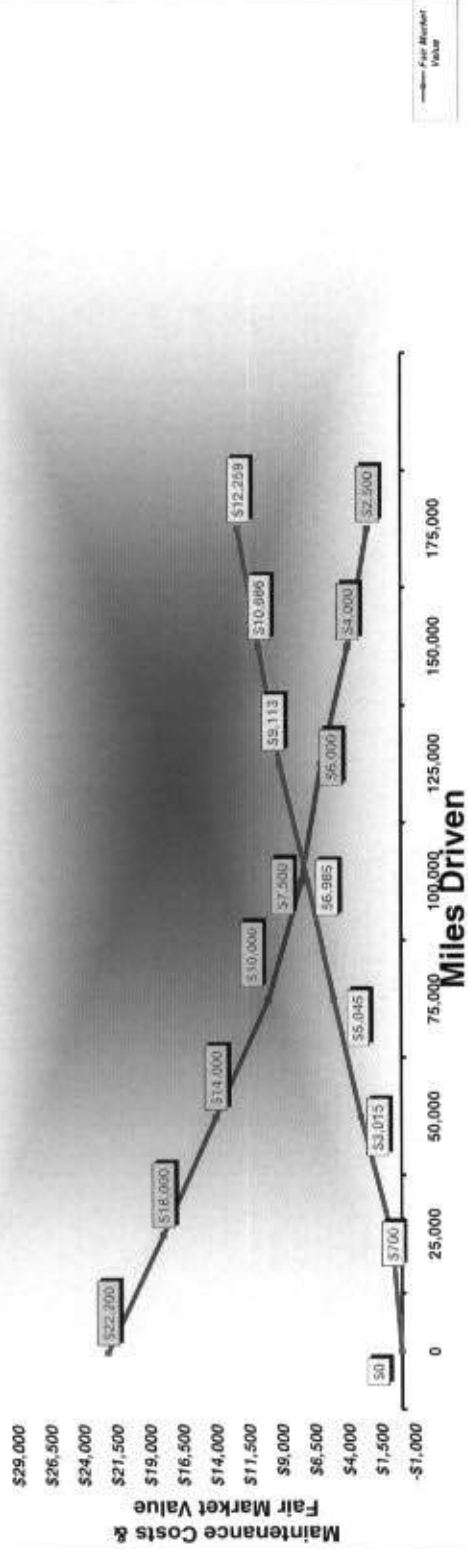


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CYCLE ANALYSIS



***FAIR MARKET VALUE BASED ON ACTUAL DATA ON SIMILAR MAKE AND MILEAGE OF VEHICLES SOLD

VEHICLE COST ESTIMATED AT \$22,200

Months	0	12	24	36	48	60	72	84
Mileage	0	25,000	50,000	75,000	100,000	125,000	150,000	175,000
Fair Market Value	\$22,200	\$18,000	\$14,000	\$10,000	\$7,500	\$6,000	\$4,000	\$2,500
Maintenance Costs	\$0	\$700	\$2,800	\$4,600	\$6,293	\$7,866	\$9,439	\$11,012
Maintenance Costs + Additional Fuel Costs	\$0	\$700	\$3,015	\$5,045	\$6,985	\$9,113	\$10,686	\$12,259

Quantity	Vehicle Yr.	Current Est. MPG City	Est. Annual Mileage	Gallons Per Year	Estimated Annual Fuel Expense@ \$3.74/gal	New Vehicles MPG	New Vehicles Gallons/Year	New Annual Fuel Expense	Additional Annual Cost Of Running Older Vehicles
1	2014	15	25000	1667	\$6,233.33	15	1667	\$6,233	\$ -
1	2013	15	25000	1667	\$6,233.33	15	1667	\$6,233	\$ -
1	2012	14.5	25000	1724	\$6,448.28	15	1667	\$6,233	\$ 214.94
1	2011	14	25000	1786	\$6,678.57	15	1667	\$6,233	\$ 445.24
1	2010	13.5	25000	1852	\$6,925.93	15	1667	\$6,233	\$ 692.59
1	2009 or Older	12.5	25000	2000	\$7,480.00	15	1667	\$6,233	\$ 1,246.67



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Commercial Open-End Lease

- No early termination, mileage or abnormal wear and tear penalties
- Customized terms for use and type of vehicle
- Improve cash flow
- We can sell your used vehicles for you



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Full Maintenance

- Maintenance covered for a fixed monthly charge up to 100,000 miles or 7 years
- Proactive programs save you down time
- Local vendor network
- You can budget all of your fleet maintenance costs





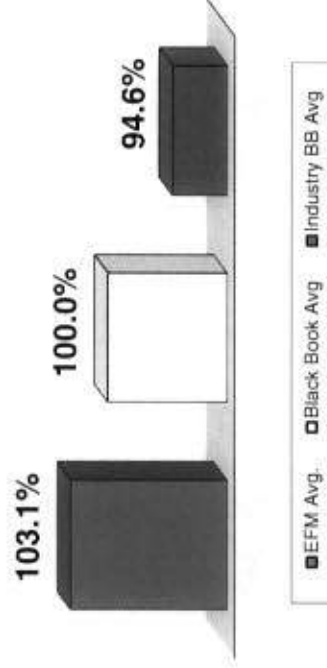
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Selling Your Vehicles

- Bid process maximizes resale of your assets
- Minimize your involvement by outsourcing the entire process
- Consistently experience higher than average price returns
- Utilize our aggressive network selling over 600,000 vehicles annually

Sales Price vs. Black Book





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Our Local Account Team Makes it Easy

- **Account Managers** proactively design, review, and execute your fleet program
- **Customer Service Representatives** implement your fleet management programs
- **Make it easy** to get back to what you do best - running your business



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Next Steps

- Understand decision making process
- Discuss due diligence process
- Develop additional support materials
- Follow up date



Webb County Menu Pricing

Equity Lease Menu Pricing								
Vehicle Type	Year	Make	Model	Term	Estimated Annual Mileage	Monthly Cost	Monthly Full Maintenance	Estimated Equity Return at Possible
Full-size Van-Passenger	2014	Ford	E-350 Super Duty	48	10000	\$428.28	\$43.05	\$2,346.95
Full-size Van-Passenger	2014	Ford	E-350 Super Duty	48	10000	\$452.08	\$43.05	\$2,173.45
Compact Sedan	2014	Ford	Focus	48	10000	\$256.90	\$36.65	\$1,853.37
Mid-size Sedan	2014	Ford	Fusion	48	10000	\$285.66	\$36.65	\$3,133.50
Compact SUV 4x2	2014	Ford	Escape	48	10000	\$333.10	\$36.65	\$2,046.84
Full Size SUV 4x2	2014	Ford	Expedition	48	10000	\$472.87	\$39.77	\$6,127.62
Full Size SUV 4x2	2014	Ford	Expedition EL	48	10000	\$514.96	\$39.77	\$2,394.87
1/2 Ton Pickup Reg 4x2	2014	Ford	F-150 Regular Cab	48	10000	\$297.79	\$38.13	\$5,236.78
1/2 Ton Pickup Quad 4x2	2014	Ford	F-150 Crew Cab	48	10000	\$405.98	\$38.13	\$6,433.52
3/4 Ton Pickup Quad 4x4	2015	Ford	F-250 Crew Cab	48	10000	\$482.75	\$41.72	\$6,619.99
3/4 Ton Pickup Quad 4x4	2015	Ford	F-250 Crew Cab	48	10000	\$432.74	\$41.72	\$7,947.19
3/4 Ton Pickup Quad 4x2	2015	Ford	F-250 Crew Cab	48	10000	\$441.18	\$39.77	\$6,999.00
3/4 Ton Pickup Quad 4x2	2015	Ford	F-250 Crew Cab	48	10000	\$391.17	\$39.77	\$7,726.20
Full-size Sedan	2015	Ford	Taurus	48	10000	\$369.55	\$36.65	\$2,107.20
Mid Size SUV 4x2	2015	Ford	Explorer	48	10000	\$431.80	\$38.13	\$4,706.38

Lease rates are based upon 2014/ 2015 MY factory ordered pricing

Pricing does not include any applicable taxes

Full Maintenance includes one set of brakes every 26,000 miles and no tires