



- ## Topics
- Who we are
 - How we operate
 - Who are our big customers
 - AFVs



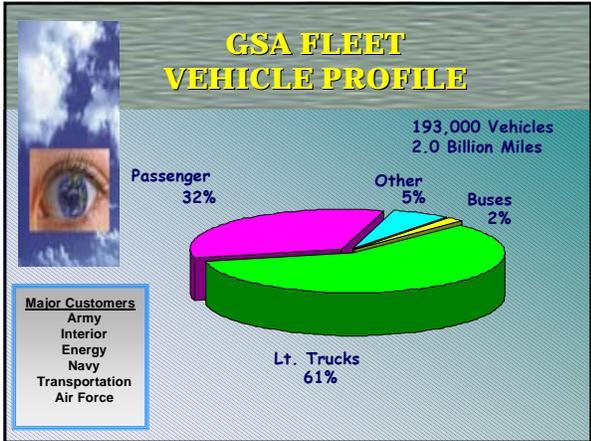
- ## AGENCY VEHICLE OPTIONS
1. Own their own
 2. Commercial lease
 3. P.O.V. reimbursement
 4. GSA Fleet lease
 5. Combination of the above

- ## Who is GSA Fleet?
- Provide long term vehicle leasing
 - Lease over 193,000 vehicles
 - Planned MINIMUM replacement cycle
 - Charge monthly/mileage fee
 - Provide cradle to grave fleet management services
 - Worldwide

OUR MISSION

“To provide safe, reliable, low cost vehicle solutions assisting our customers to effectively and efficiently meet their mission requirements.”

**Right Vehicle
at the
Right Price**



- Benefits of GSA**
- Best Non-agency Option
 - Low National Rates
 - Full Service Support
 - Guaranteed Vehicle Replacement
 - Assume Financial Risk (purchase price, fuel price, resale market)
 - Modern Fleet
 - AFV Program
 - Internet Solutions for Customers

- We are Privatized**
- Vehicle and Delivery
 - Maintenance/repair
 - Fuel
 - Body Repair
 - Vehicle Remarketing

- National Maintenance
Control Center**
Call 1-888-622-6344
- National MCC Team
 - 4 Locations/1 Toll-free Number
 - 400,000 Calls Annually
 - Emphasis on Quality of Calls
 - Call Monitoring
-

**National Accident Management Center
Call 1-800-325-2958**



- 2 Locations/Full Service
- Toll-free Number
- Centralize Accident Reporting/Claims Functions

Vehicle Remarketing

- Use Commercial Auction firms
- "Mini-Business" - Over \$200m Annually
- Proceeds used to Fund Replacement Vehicles
- Focus on Buying Right and Selling Smart

Goal: Maximize Net Proceeds



HOW WE BUY



100% Low Bid

- * Lowest price as equipped
- * Documented justification for non-low

**Snapshot of Income Taxes
Median One- and Two-
Income Families**



1998 Stats

	<u>One-Earner</u>	<u>Two-Earner</u>
Salary	\$36,579	\$68,605
Taxes	\$1,931	\$6,083

Alero
\$11,604



Caravan
\$16,569



Tahoe
\$24,437



Customer Responsibilities



- Operate vehicles as if it were theirs
- Obtain scheduled PM services
- Maintain vehicle appearance & cleanliness
- Avoid vehicle misuse/abuse
- Report all accidents promptly to the AMC



Customer Responsibilities

(cont.)



- Use self-service fuel pumps
- Use regular unleaded fuel or Alt. Fuel
- No smoking in Government vehicles
- Wear seatbelts
- Safeguard keys and credit card
- Pay GSA Fleet bill promptly



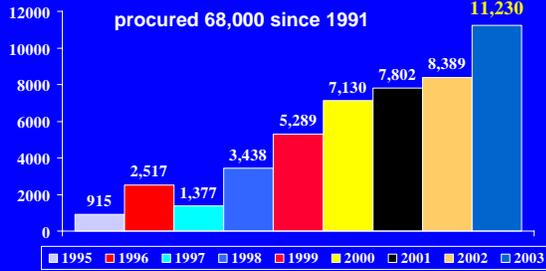
Greening the Government

Presidential Executive Order (E.O.) 13149

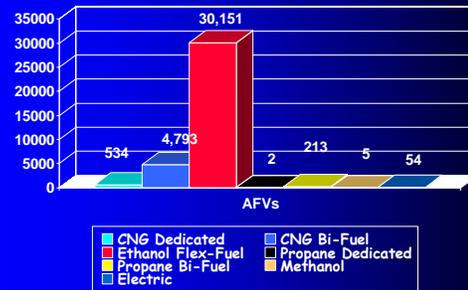
- Signed on April 21, 2000
- Reduce fleet's annual petroleum consumption by at least 20 percent by the end of FY 2005, 3 MPG increase by 2005
- Through increases in fleet efficiencies and the use of alternative fuels

GSA Fleet AFV Acquisitions

Number of AFVs acquired annually, 1995-2003
35,000 in current inventory
procured 68,000 since 1991



GSA Fleet AFVs



Available AFV Products from GSA Fleet

- Approximately 48 vehicle configurations available as AFVs in FY04
- E85, CNG, and LPG light duty models



FY04 AFV Preview

F85 Dodge Stratus



CNG2 GM CG3300



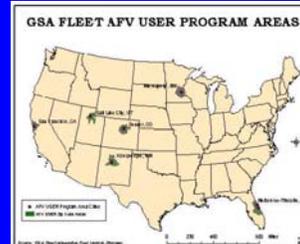
LPG2 Ford F150



How we help with AFVs

- AFV Customer Planning
- AFV User Program (Six Cities)
- Flexible Funding Options

AFV USER Program



- Albuquerque, NM
- Denver, CO
- Melbourne-Titusville, FL
- Minneapolis, MN
- Salt Lake City, UT
- San Francisco, CA

AFV Incremental Cost

- Low bid - the least expensive vehicle that meets the vehicle class mission requirements

Example			
Low Bid	Conventional Cost	AFV Cost	AFV Incremental Cost
Cavalier Gasoline	\$10,000	Cavalier CNG2	\$5,000
			\$15,000

AFV Incremental Cost Funding Options

- Lump Sum Transfer
 - Cash transfer from headquarters, Interagency agreement
- Vehicle Surcharge
 - Spread cost over customer's fleet
- 12-Month Rate (GOING AWAY)
 - Spread cost over 12 months



Customers by Funding Option - FY03

- Surcharge - Army, Navy, DOE, DOI
- Interagency Agreement - USMC, USCG
- MIPR - DLA, DCMA, AFMC

New Rate for AFVs

- Amortize the AFV costs over the life of the vehicle
- AFV USER money would go away
- GSA Fleet will amortize AFV costs up to \$20 million

New AFV Rate Example

- Chevrolet Cavalier CNG Bi-Fuel



Example

Vehicle	Fuel Type	Conventional Rate	New AFV Rate
Chevrolet Cavalier	CNG Bi-Fuel	\$ 148	\$ 268

Lowest Cost

Option

Compact Sedan - Std. Item 9C



FY04 Rate: \$168 mo.// \$10 ½ cents/ mile
 EST AFV rate: \$205 mo.// \$10 ½ cents/ mile
 Replacement: 3 yrs. or 36,000 miles

Lowest Cost

Option

Passenger Sedan - Std. Item 20



FY04 Rate: \$205 mo.// \$0.130 mile
 Replacement: 7 yrs. or 60,000 miles

Using Unleaded Gas in E85 Vehicles



National Park Service, Boulder City Nevada
 6 slow fill spots. DOE Funded



Fort Lewis Washington CNG Grand Opening Aug 2003

Compressed Natural Gas Fueling Station KSC, FL



Kennedy Space Center



New Orleans is not always a safe place



Passenger and cargo vans



 **THANK YOU !!** 

ANY QUESTIONS?

Contact Kevin Gibson

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