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Institute preventative maintenance schedules and improve vehicle resale value while minimizing maintenance costs by utilizing national pricing, consistently maintain your fleet across locations and drivers.

Issue: # 36

January 2013

Greetings!

Happy New Year!

Focused on the success of **your** fleet, Doering aims to impart a breadth of knowledge, ideas and paths to execution.

MUCH more information is available on our [website](#) in the newsletter archive! We enjoy sharing our expertise and industry information with you.

Education betters us and ensures our decisions are well-informed! Never be lulled by "we have always done it this way".

LET'S GO



2013-MY Ford Fusion Named IIHS Top Safety Pick

Automotive fleet

The Insurance Institute for Highway Safety (IIHS) named the second generation of Ford's Fusion sedan a Top Safety Pick. The 2013-MY Ford Fusion achieved a Good rating in IIHS' offset frontal impact, side impact, dynamic head restraint, and roof strength testing procedures. This is the highest rating available.

In its announcement, Ford highlighted the new Personal Safety System the sedan features. The Personal Safety System consists of systems that coordinate deployment of the vehicle's front airbags during a collision. The restraint control module translates information from the front crash sensors, front outboard safety belt buckle switches, driver-seat track position, and passenger seat weight sensor into specific actions, activating the safety belt pretensioners and determining how the dual-stage airbags will deploy, for example.

The new Personal Safety System also features changes to the sedan's airbag system. Ford stated it redesigned the seat-mounted side airbags with new venting technology that takes into account the size of the seat's occupant. They also deploy lower in the pelvis area, in addition to the chest. The driver's side front airbag uses a reconfigured curve-shaped tether system that pulls in the lower section of the airbag to lessen the airbag's impact on the driver's chest and ribs in frontal crashes. That airbag deploys at the same time as the driver's knee airbag.

Other available safety features in the 2013 Ford Fusion include the sensor-based Blind Spot Information System (BLIS), Lane Keeping Assist, Lane Keeping Aid, a driver monitoring system, adaptive cruise control, a rear-view camera, front/rear park aids, Hill Start Assist, and an electronic parking brake. Ford also offers an active park assist system that helps drivers parallel park.

Such options will become more and more commonplace over the next five years.

Despite U.S. Traffic Deaths up 13.5 Percent in 2012 - Safety Programs are Being Cut

By Michael Bragg, Automotive Fleet

A recent Traffic Safety Facts summary report from the NHTSA anticipates the increase crash severity rate for 2012 may be the highest since 1979.

A statistical projection of traffic fatalities for the first quarter of 2012 shows that an estimated 7,630 people died in motor vehicle traffic crashes. This represents a significant increase of about 13.5 percent as compared to the 6,720 fatalities that were projected to have occurred in the first quarter of 2011.

Several threads on LinkedIn groups are active with concern that companies are cutting safety programs in the face of the difficult economy.

Mike S., Safety Director at a company in the Atlanta area, noted "It's a real world. Safety managers are not hired to run the company so it is not up to them to dictate how things must be done."

It's tough times for nearly everyone, and sometimes cutting safety programs is considered a quick way to reduce overhead. Judging from the recent DOT data, 2012/2013 might be the worst time in recent memory to cut your driver safety programs.

While it's not clear yet what's driving the increased rate, it's clear that your organization should be doing everything possible to help prepare your drivers to operate in an increasingly dangerous work (driving)

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Truck Leasing Growth to Outpace Commercial Rental in 2013

Work Truck

The revenue outlook for truck leasing firms is undergoing a shift as truck operators begin to reassess the economics of long-term leasing opportunities, according to Fitch Ratings. Demand for short-term commercial truck rentals has been relatively strong since the economic downturn, but we expect demand to shift to longer term leasing solutions, which will support operating fundamentals for lessors in 2013, even as U.S. economic growth remains sluggish.

Healthy commercial truck rental demand and good used vehicle sales have boosted operating results for truck leasing companies since the downturn. Much of this strength has been influenced by customers' reluctance to sign up for long-term leasing contracts (often five years) in favor of shorter term arrangements that preserved flexibility and kept costs down in a period of continuing demand uncertainty when trucking volume growth lagged previous economic recoveries.

However, as customer truck fleets have aged and newer, more fuel-efficient trucks have become available for long-term leasing solutions, the key growth drivers for firms are expected to shift away from commercial rental markets.

Despite the expected decline in rental demand next year, long-term leasing contract volumes are likely to pick up as lessees weigh the benefits of locking in lower operating costs and better fuel efficiency in new trucks being leased to them over a longer term.

DOERING LEASING CO.

Trouble budgeting for fleet costs?

WE CAN HELP.

Leasing is fundamentally safer and more flexible than ownership and provides working capital and availability of credit, whether or not it is currently needed.

environment. Accident costs are also up, and can have an even greater impact on your bottom line.

So what are the alternatives to cutting programs?

Instead of cutting or reducing programs, now may be the right time to find a different kind of program, a proactive approach that targets your safety training dollars to the individuals that need it, has a history of proven performance, and returns a strong ROI by reducing the costs and severity of collisions.

Another option is to create an internal training program on the cheap, and aggressively implement it companywide. Done right, this kind of home-grown solution can work.

Whatever you are doing to reduce your fleet risk exposure, now is the time to ramp it up, and not look at it as "fat" that can be cut. Instead, take a look at alternatives, get the entire management team on board, and ratchet up communications to drivers to make sure everyone in your organization is working toward a "zero-crash" goal.

Ford Details All-New Transit Van Body Styles and Transit Connect Cargo Van Features

Business Fleet

Ford released more details about its upcoming 2014-MY full-size Transit van, including information about its available body styles, trim levels, roof heights, and cargo capacity. The automaker also released new information about the cargo van version of its all-new Transit Connect.



Transit is available in two wheelbases, standard and extended body lengths, three roof heights, and in chassis cab, cutaway and wagon configurations.



All-New Transit

Starting with the Transit, it will come in three body lengths, two wheelbases, three roof heights, five body styles and two trim levels. The body styles for the van include the following: van, wagon, chassis cab and cutaway.

Regarding the specifications for the models with different roof heights, the high-roof model features 81.5 inches of interior cargo height and the overall vehicle height is 110.2 inches. The medium-roof model has room for up to 72 inches of cargo height and is 100.8 inches tall, and the low-roof model has room for 55.8 inches of cargo height and is 83.2 inches tall.

Cargo volumes range from 250 to nearly 500 ft. (in a "jumbo" configuration, according to Ford), which the automaker said is 80% more space than the largest E-Series van and more than twice the volume of the standard E-Series. For towing, a Class IV hitch is available.

Inside, the Transit van's rear cargo doors can open up to 270 degrees, and Ford said it designed the vehicle's interior to allow for easy upfitting with racks, bins, shelves and other types of cargo storage solutions. For the passenger version of the Transit, the largest model can carry up to 15 people.

As noted in previous coverage of the all-new Transit, the powertrain choices include a 3.7L V-6, with a compressed natural gas/liquid propane gas (CNG/LPG) prep kit and E85 flex-fuel capability, the all-new 3.2L Power Stroke five-cylinder common rail turbo diesel engine, and the 3.5L EcoBoost engine.

Ford said the all-new full-size Transit can is set to go on sale in fall 2013 and will be produced alongside the outgoing Ford Econoline van for a model year or more.

Also: All New Transit Connect Van

Ford released new information about its Transit Connect cargo van, officially called the Transit Connect Van (as opposed to its passenger-oriented sibling, the previously announced Transit Connect Wagon).

Under the hood, the all-new Transit Connect Van cargo version offers two four-cylinder engine choices, a standard 2.5L and an optional 1.6L EcoBoost engine. Ford said it estimates the 1.6L EcoBoost version of the Transit Connect will get at least 30 highway mpg.

Leasing provides predictable costs.

Doering Leasing Co. and other reputable long standing leasing firms continue to operate with availability to capital for credit-qualified clients in the same method and has been used in the fleet industry for over 70 years. Residual values are set accurately to reflect market conditions.

EPA Sets Bio-based Diesel Volumes for 2013

Green Fleet

The U.S. Environmental Protection Agency (EPA) has taken action to establish the amount of bio-diesel products required to be included in diesel fuel markets in 2013.

Bio-based diesel products are advanced bio-fuels that are derived from sources that include vegetable oils and wastes oils from renewable sources.

EPA's action sets the 2013 volume at 1.28 billion gallons under the Energy Independence and Security Act of 2007 (EISA), which established the second phase of the Renewable Fuel Standards program. EISA specifies a 1 billion-gallon minimum volume requirement for the biomass-based diesel category for 2012 and beyond.

The law also calls on EPA to increase the volume requirements after consideration of environmental, market, and energy-related factors. This final action follows careful review of the many comments and additional information received since EPA proposed the volume in 2011, according to the agency.

Toyota's North American Sales Gain 45% in 3Q12

Auto Finance News

Toyota Motor Corp.'s North American sales soared 45% last quarter as its regional operating profit doubled, giving the manufacturer an increase in its 2012 profit outlook.

At the end of the quarter, Toyota's second fiscal quarter, North American sales rose to 596,000 from 413,000 in the same quarter last year, which saw worldwide sales affected by the Japanese earthquake.

Toyota's North American operating profit leapt to 64.9 billion yen, or \$807.1 million, during the third quarter, up from 32.5 billion yen in 3Q12. At 257.9 billion yen, or \$3.2 billion, the company's global net profit more than tripled.

With auto demand in the U.S. continuing to bounce back, and Toyota's supply back to normal, the company's North American production increased 42% to 391,000 vehicles, and the robust sales equalized slumping sales in China. Toyota, Japan's largest auto manufacturer, increased its full-year net profit by 2.6%, despite a territorial dispute that cut

For buyers interested in using alternative fuels, they can specify a compressed natural gas/liquid propane gas (CNG/LPG) prep package for 2.5L engine in the all-new Transit Connect.

Inside, the van is available with or without second-row seats. It offers a rear-view camera and a 6.5-inch touchscreen display with navigation and SYNC with MyFord Touch as options. The vehicle comes standard with Ford's programmable MyKey system, which allows fleet administrators to restrict maximum vehicle speed and set the audio system's maximum volume level.

The all-new Transit Connect Cargo van will come in two wheelbase lengths and two trim levels, XL and XLT. It has a 1,600-lb. payload capacity and offers more than 130 ft. of cargo space. The van is also approved to tow up to 2,000 lbs. when equipped appropriately.

When it comes to safety, all Transit Connect van models feature first-row frontal and side airbags, first-row side curtain airbags, and a tire pressure monitoring system.

The automaker said the Transit Connect Van will go on sale in late 2013.

Mitsubishi Fuso Offers Tips to Ready Work Trucks for Winter

Business Fleet

With winter around the corner, Mitsubishi Fuso Truck of America has issued tips for truck fleets to help minimize downtime.

Here is a list of winter preparation measures that should be part of every truck maintenance program. Some are routine and apply to every vehicle in the fleet and some are more specific to medium-duty trucks, but all will help keep trucks safely on the road in spite of the rigors of winter driving.

One of the newest items in the maintenance checklist appears courtesy of the EPA 2010 emissions regulations - specifically for diesel engine models using urea-based diesel exhaust fluid (DEF) in their emissions control systems. The freezing point of DEF is 12°F, so it is likely to freeze in many northern locales, but should thaw under normal operation within 45 minutes, as virtually all medium-duty trucks' emissions systems are designed to accommodate this.

- Check and maintain engine heaters.
- Check coolant for proper protection levels.
- For diesel engine models, make sure fuel is ASTM D-975 Grade 1 diesel in areas where temperatures may drop below 10°F. Note that for diesel particulate filter-equipped vehicles, ultra-low sulfur diesel is required in all temperature conditions.
- Service the fuel filter, and drain the water separator to prevent freezing.
- Test the battery and clean the connections.
- Check windshields for minor chips and pitting.
- Check windshield wiper blade condition and replace as necessary.
- Check and fill windshield washer reservoirs regularly, being sure to use proper winter dilution levels.
- Check heater/defroster operation, including function/position of the directional vanes in the system to assure effective defrosting.
- Check tire condition and make sure tread thickness is a minimum of 5/32 inch for winter driving.
- Put tire chains in the vehicle if severe snow or ice conditions are anticipated.
- Check exhaust systems to assure they are free of leaks.
- On diesel-engine models, check glow plug operation.
- Check ABS operation at the start of the winter season, even if this requires a variance from the regular brake maintenance schedule. Also monitor stroke adjustment on drum brakes, fluid levels and parking brake operation.
- Clean the cab, body and undercarriage weekly to remove road salts in heavy snow areas.
- Keep radiator frontal surface clean and free of bugs, dirt and debris.
- Check the operation of heated mirrors, if so equipped.
- Check all belts and hoses, and replace as necessary.

Ready to Talk about Fleet Management Yet?



\$2175 per car. That is the average savings Doering provided per vehicle in 2012. It's worth your time and attention.

You deserve to understand best practices in fleet management and see the savings and value proposition fleet management provides.

Still thinking? Did we mention - Doering Fleet Management has sold clients' used cars on average 30% over Manheim Market Report values, translating to thousands of dollars back to your company, not lining the pockets of dealers.

2013 Standard Mileage Rates Up 1 Cent per Mile for Business, Medical and Moving

Beginning on Jan. 1, 2013, the standard mileage rates for the use of a car (also vans, pickups or panel trucks) will be:

sales between the two counties in half.	<ul style="list-style-type: none"> • 56.5 cents per mile for business miles driven • 24 cents per mile driven for medical or moving purposes • 14 cents per mile driven in service of charitable organizations
<p>DOE and EPA Release 2013 Fuel Economy Guide</p> <p><i>Business Fleet</i></p> <p>The U.S. Environmental Protection Agency (EPA) and the Department of Energy (DOE) have officially released their 2013 Fuel Economy Guide, which provides readers with EPA fuel economy rating information for new vehicles.</p> <p>According to the agencies, new in the 2013 guide features is a second top 10 list of the most efficient vehicles, separating conventional gasoline and diesel powertrain models from alternative-fuel, plug-in hybrid and all-electric powertrains.</p> <p>The 2013 Fuel Economy Guide also provides an annual fuel cost estimate for each vehicle using national mileage estimates, mpg ratings and average fuel prices. The online version of the guide allows users to enter their own gasoline price information to receive a personalized fuel cost estimate. The guide also features a greenhouse gas emissions rating for each model.</p> <p>The current guide is not totally complete, and EPA and DOE said they will update the guide as more models become available.</p>	<p>A taxpayer may not use the business standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS) or after claiming a Section 179 deduction for that vehicle. In addition, the business standard mileage rate cannot be used for more than four vehicles used simultaneously.</p> <p>These and other requirements for a taxpayer to use a standard mileage rate to calculate the amount of a deductible business, moving, medical, or charitable expense are in Rev. Proc. 2010-51. Notice 2012-72 contains the standard mileage rates, the amount a taxpayer must use in calculating reductions to basis for depreciation taken under the business standard mileage rate, and the maximum standard automobile cost that a taxpayer may use in computing the allowance under a fixed and variable rate plan.</p> <p><i>Information provided by the Internal Revenue Service and Chortek & Gottschalk.</i></p>
<p>NHTSA Proposes New Minimum Sound Requirements for Hybrid and Electric Vehicles</p> <p><i>Automotive Fleet</i></p> <p>The National Highway Traffic Safety Administration (NHTSA) has proposed that hybrid and electric vehicles emit detectable sound when the vehicle is traveling at speeds slower than 18 mph in order to make pedestrians and others more aware of them. NHTSA's proposal would mandate that automakers use sounds that meet minimum requirements. It would also require that each vehicle of the same make and model emit the same set of sounds. This change is required by the Pedestrian Safety Enhancement Act of 2010 (PSEA), according to NHTSA.</p> <p>The agency estimates that if the U.S. Department of Transportation implements this new motor vehicle standard, 2,800 fewer pedestrians and bicyclists would be injured each year over the life of each model-year of hybrid car, truck, van, and low-speed vehicle.</p> <p>"Our proposal would allow manufacturers the flexibility to design different sounds for different makes and models while still providing an opportunity for pedestrians, bicyclists and the visually impaired to detect and recognize a vehicle and make a decision about whether it is</p>	<p>GM Unveils All-new 2014 Chevrolet Silverado</p> <p><i>Work Truck</i></p> <p>General Motors unveiled two all-new trucks, its 2014-MY Chevrolet Silverado.</p>  <p>The 2014-MY Chevrolet Silverado GM will begin production of the 2014 Silverado 1500 crew cab in the second quarter of 2013 and other cab styles will follow later in the year.</p> <p>Silverado Performance For the 2014-MY Chevrolet Silverado, GM said the all-new trucks will come with three engine choices. They include a family of three all-new EcoTec3 engines, which include a new 4.3L V-6, a new 5.3L V-8, and a new 6.2L V-8. GM said all three engines can switch to a four-cylinder mode to improve efficiency when the truck is under light load driving conditions, and that the company engineered all three to provide more power, torque, and be more efficient. GM hasn't yet announced fuel-economy, horsepower, or torque figures for these engines yet but said it will do so early next year.</p> <p>Silverado Exterior On the outside, GM redesigned the headlamps and the grille, sealing it to provide cooling but reduce drag. On LTZ models, GM redesigned the vertically stacked headlamps so they include projector beam lamps.</p> <p>Silverado Interior Inside the cab, GM made the front seatbacks thinner to add more two inches of rear legroom. The Silverado's all-new interior features an upright instrument panel, a six-gauge instrument cluster with a 4.2-inch display (depending on model choice), interior storage options, 12-volt and 110-volt power outlets, and multiple USB ports. GM also offers Chevrolet MyLink for the all-new Silverado, which can connect to up to 10 devices.</p> <p>Silverado Safety Features For safety, GM said it made a number of structural updates and added new safety technologies. GM's Chevrolet brand updated the main rails and crossmembers in the frame, making them from high-strength steel and using hydroforming to boost strength and reduce mass.</p> <p>When it comes to new safety technologies, GM will offer a lane departure warning system that alerts the driver if he or she starts to drift into another lane and forward collision alert, which will warn the driver if he or she gets too close to a vehicle up ahead. A Safety Alert Seat and front and rear park assist are also options, as is a rear view camera mounted in the tailgate. Spotter mirrors are also an option.</p> <p>Standard safety features include StabiliTrak electronic stability control with Trailer Sway Control and Hill Start Assist, head curtain side airbags with rollover protection, and OnStar.</p>
	<p>WEX Says Fuel Prices Start New Year at Highest Average Retail Price Ever</p> <p><i>Automotive Fleet</i></p> <p>WEX (formerly Wright Express) released their forecast for gasoline and diesel prices for the early part of this year, saying that 2013 is starting off with the highest average retail price ever. WEX said experts are predicting that 2013 will look similar to 2012 in terms of price trends, with prices staying stable but slightly higher in January and then increasing into the spring.</p> <p>WEX said some experts believe the national average price could surpass \$3.90 per gallon but they don't believe it will pass \$4 per gallon unless there is some kind of significant supply disruption.</p> <p>Although prices are higher, WEX said demand has been soft, for example during the last 90 days of 2012, and many retail chains are reporting sales off by as much as 10% from their 2007 peak, and off 1-2% from 2012. Diesel prices are starting the year at \$3.90 per gallon, which is 10 cents over the same period last year. WEX noted that cold weather could push demand for heating oil up and thereby increase diesel fuel prices.</p>

safe to cross the street
said administrator
David Tricland.

NHTSA Proposes Mandatory Use of Event Data Recorders in Light-Duty Passenger Vehicles

Automotive Fleet

The National Highway Traffic Safety Administration has proposed a new standard that would mandate that automakers install event data recorders (EDRs) in all light-duty passenger vehicles starting on Sept. 1, 2013. Estimates that 9% of 2013 model-year passenger vehicles are already equipped with these devices.

The requirement would apply to passenger vehicles that weigh less than 5,001 lbs. and would also mandate that automakers provide a commercially available tool for copying the data from an EDR. The EDR would be treated as the vehicle owner's property and would not use or access an EDR without the owner's consent.

GM Offering Standard Maintenance Program to Fleet Customers

Automotive Fleet

General Motors Fleet and Commercial Sales announced its Business Choice program now includes a two-year, 30,000-mile Business Maintenance Plan in addition to a cash allowance for vehicle accessories or upfits.

MS said it's the first automaker to offer a maintenance plan along with cash incentives that can be used with any upfitter. The Business Choice maintenance plan covers lube oil and filter changes, tire rotation and a 27-point inspection. Eligible vehicles include the following: cargo passenger and cutaway vans, chassis cabs 1500, 2500 and 3500 pickups and the Chevrolet Equinox.

"Our customers told us how important a maintenance plan is to them, so we listened and redesigned the Business Choice program to meet their needs as part of our commitment to providing the best possible customer experience," said David Peper, General Motors' vice president of Fleet and Commercial Sales.

MS stated that small-business customers who purchase more than one vehicle for work-related purposes may be eligible for the program.

MS said the changes to the company's Business Choice program will complement its new Business Elite program.

Congress Extends Alternative Fuel and Infrastructure Tax Credits

Automotive Fleet

Congress passed the American Taxpayer Relief Act on Jan. 1, 2013, which provided one-year extensions for several tax credits affecting alternative fuels, including those for compressed natural gas (CNG), liquefied natural gas (LNG) and propane, among others detailed below.

Specifically, this includes the 50-cent per gallon alternative-fuel tax credit for CNG and propane and the 30,000 infrastructure tax credit. The tax credits are extended until Dec. 31, 2013 and are retroactive for all of 2012.

The amended bill now called the American Taxpayer Relief Act of 2012 contains several extensions outlined in Title Energy Amendments of the bill.

[Click here for additional information.](#)

If this newsletter was useful to you and imparted knowledge and ideas as it was intended to do, it was a success. If it did not, please provide the much-needed feedback.

This eZine provided by Doering Leasing Co. and Doering Fleet Management.

Please call me directly with any questions at 414-431-4320. We are advocates of educating -- you and ourselves. We're practitioners offering expertise and service as part of long-term partnerships. We have satisfied clients. If you're not one already, contact us to see if fleet management and/or leasing makes sense for you.

Sincerely,

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