

NASSCO

FLEET MANAGEMENT PROGRAM

We are very pleased to announce that NASSCO has secured the services of Allstate Leasing, a nationwide provider of vehicle fleet services, to provide vehicle fleet management services to members of NASSCO. By combining the purchasing power of the membership, the program will aim to save time and money in the areas of vehicle acquisition, financing, service and maintenance and disposal.

- **Acquisition** – Members will have the ability to acquire vehicles at a price approximating the manufacturer's invoice. By participating in the program, the member will be able to take advantage of all manufacturer fleet rebates and incentives. In addition, because most vehicles are ordered directly from the manufacturer, the member is assured of receiving a vehicle with the proper specifications, including color.
- **Financing** – Based upon the credit review, lease financing will be made available to the members at competitive rates and terms.
- **Service and Maintenance** – The Allstate Leasing Maintenance Management Program can provide a complete program for the management of the service and maintenance of the member's fleet vehicles. The program provides for a variety of flexible management programs designed to reduce operating costs and simplify the time consuming administration needed to run a fleet. The program, available for both cars and trucks, includes services such as preventive maintenance, maintenance consultation, fuel management, accident management and emergency roadside assistance.
- **Disposal** – The Allstate remarketing program is designed to help the member earn the best return on investment for their fleet. To maximize the return, the program utilizes a variety of ways to dispose of the vehicle, including wholesale auction and employee purchase.

Allstate Leasing, Inc. was founded in 1969 with the intent of fulfilling the transportation needs of small to medium size business concerns. The company has maintained steady growth while continuing to emphasize its commitment to customer service and satisfaction. From its corporate headquarters outside of Baltimore, Maryland, the Company services its client's automobile, truck and equipment leasing requirements throughout North America.

Allstate's continuing goal is to offer products and services to fulfill the vehicle and equipment needs of its customers, providing the expertise of a national leasing company while at the same time maintaining the level of personal service that our customers have come to expect.

Allstate Leasing is a member of the MileOne Automotive Group, the preeminent automotive company in the Mid-Atlantic region. It operates over 30 automobile brands in nearly 40 locations from suburban Washington, DC through Wilkes-Barre, Pennsylvania. Further information about MileOne Automotive can be found at www.mileone.com.

Allstate Leasing, Inc.

Proposal of Services to NASSCO Members

Vehicle Pricing

Factory Orders – Manufacturer's invoice less advertising and the greater of all applicable fleet or retail incentives

Out of Dealer Stock - Manufacturer's invoice less the greater of all applicable fleet or retail incentives, plus dealer mark-up, plus an out-of stock fee of 3% of the vehicle purchase price.

Open-End Lease Rates

The lease rate offered to NASSCO members will be at 285 basis points above like-term Treasury Bill Rates in effect at the time of delivery, plus a .07% administration fee, subject to credit approval.

Closed-End Lease Rates

Pricing for closed-end leasing will be offered on an individual basis.

Maintenance Management Program

The cost of the Allstate Leasing Maintenance Management Program is \$8.00 per vehicle per month. If 50 or more vehicles are enrolled by a member, the monthly charge will be reduced to \$7.00 per vehicle.

Wright Express Co-Branded Gasoline Card

The program is offered in conjunction with the Allstate Leasing Maintenance Management Program at no additional cost.

Vehicle Disposal Fee

\$150 per vehicle, plus auction, reconditioning and transportation expenses.

Tag and Title Services, Moving Violations and Parking Tickets

No additional charge

Courtesy Delivery Fee

By utilizing our nationwide network of dealers, we strive to negotiate the most cost effective courtesy delivery fee as possible. Such costs will be charged as incurred.

Equipment Leasing

Quotes for the leasing of other equipment is provided upon request.