

November 2010

GSA Fleet Newsletter

Toth Talk

As another acquisition cycle gets underway, I'm happy to announce that vehicle contracts for 2011 models have already been awarded. Currently, sedans, light-duty, medium-duty, heavy-duty and ambulance vehicle contract awards are available for ordering in AutoChoice. This is the first time in the program's history awards were made in September. This milestone event provided purchasing customers a full line of vehicles to purchase to meet their end-of-year needs.

Once again, GSA was able to negotiate significant discounts across all our vehicle lines, although prices are up slightly from previous years. The increase is due in large part to the auto industry's need to return to profitability. Manufacturers are no longer willing, or able, to sell vehicles at a loss. In addition, new emissions and fuel economy requirements continue to push prices upward. For the top selling items, discounts ranged from 8.8% to 36.4% below invoice.

FY 2011 GSA Fleet lease rates are available at www.gsa.gov/vehiclerates

New bus contracts should be available early in the calendar year.

When making decisions on acquiring new vehicles, please keep in mind that EISA 2007 requires you to buy a low greenhouse gas (GHG) emitting vehicle unless no such vehicle is available that meets your functional/mission need. Also, please be aware that EPA has increased the minimum combined miles-per-gallon threshold required to obtain a certain GHG score for model year 2011. The most notable changes in scores affect compact sedans. Details of the changes are explained on page four.

Greenhouse gas scores are now available in AutoChoice to help you make the right decisions when purchasing vehicles for your fleet. In addition, our FSRs are available to assist our leasing customers in obtaining the best vehicle options to meet your agency needs and ensure compliance with federal mandates.

Due to higher procurement

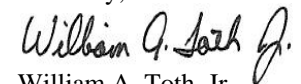
costs and rising maintenance costs, GSA Fleet rates increased for FY2011. On average, vehicle rates are 2.9% higher this year.

GSA Fleet vehicle ordering is underway. We expect to have all light duty vehicle orders to the vehicle manufacturers by late December, and deliveries could occur as early as February.

We are committed to helping you meet the mandates for petroleum reduction and use of alternative fuels. Your FSR will work with you to acquire more environmentally-friendly vehicles wherever practical.

As always, we appreciate your business and thank you for your continued support.

Sincerely,



William A. Toth, Jr.
Director
GSA Office of Motor
Vehicle Management

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GSA Fleet Tests New Technologies

GSA Fleet is testing three new technologies with customers. The pilot programs in progress are testing technology for car-sharing, in-vehicle video monitoring and driver identification.

GSA Fleet has partnered with the U.S. Navy to pilot car-sharing technology. The technology allows a large number of drivers to share a relatively small pool of vehicles. This product has been branded *GSA Fleet Share*. The pilot began in San Diego, California in July. Currently 252 users are registered, and 182 have activated their accounts.

The U.S. Navy fleet participating in the pilot averages 14,000 miles per vehicle annually which is high by federal fleet standards; yet analyzing the first weeks of the pilot indicates that the Navy could already reduce the size of its vehicle pool. The potential to identify further reductions before the end of the 6 month pilot is very high.

Participating Navy drivers have made 647 reservations online since the pilot kicked-off through the end of September. The online system allows administrators a clear view of their fleet's utilization. The online history for the Navy shows that Friday is the day with the lowest utilization. This knowledge allowed the Navy fleet manager to schedule preventative maintenance when demand for vehicles is lowest. This further increases efficient use of the vehicle pool.

GSA Fleet and the USMC have partnered in Quantico, Virginia to pilot in-vehicle video-monitoring technology. The contractor selected was Drivecam. This pilot began on August 19, 2010 with 41 vehicles and will last for 4 months. The pilot's goal is to determine if this technology is an effective tool to help increase driver safety by reducing accidents. Additional benefits could include increased fuel economy, driver exoneration from fault of accidents and reduction of wear-and-tear on vehicles.

The pilot includes the Drivecam managed service. Video events are triggered by an abrupt change measured by an accelerometer on the vehicle. The managed service includes computer software to identify notable video events, these events are then reviewed by a team of Drivecam technicians. The most severe events are then forwarded to the agency customer for review, preventing customers from having to review every video event. The managed service also trains customer on how to coach drivers.

Many customers have expressed interest in knowing who is driving a vehicle at any given time. The pilot with driver identification technology will allow participants to not only monitor vehicles with traditional tracking technology, but also to know who is driving the vehicles and when. Each driver is

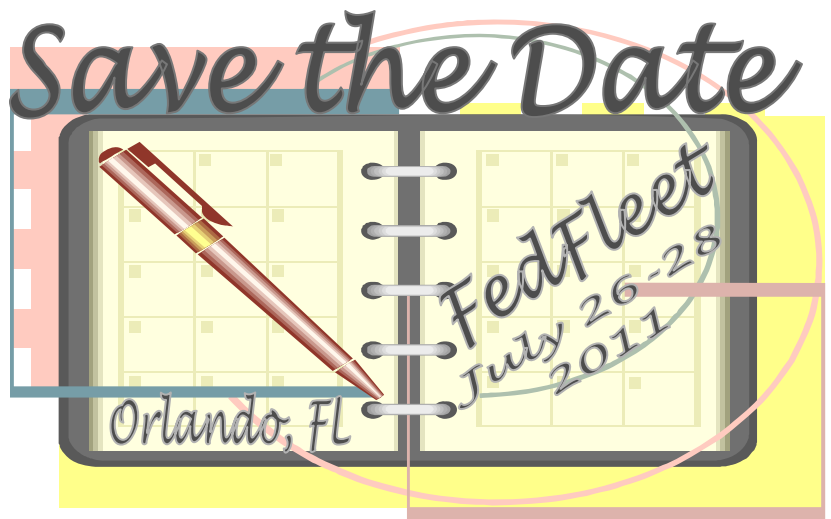
required to waive an identification pass over a reader in the vehicle before starting a trip. Additionally, this technology includes in-vehicle driver feedback, using an accelerometer to measure abrupt and erratic movement. Based on these measures, a mounted display rates good, or potentially unsafe/dangerous driving behaviors for an individual trip.

GSA Fleet is testing technology offered by Trimble in this pilot. Sixteen vehicles for the National Guard in Bismarck, North Dakota will use the Trimble technology. The driver identification technology pilot will begin in early November.

If these pilot programs prove successful, GSA Fleet plans to offer these tools to all customers. We look forward to updating you on the outcomes of the pilots. If you would like to participate in future programs or have ideas for new products please email your suggestions to fleetsolutions@gsa.gov.

**Do you have an unexpected temporary vehicle need?
Contact the Short Term Rental office today.**

**Call or email us at
gsa_rental@gsa.gov
1-866-886-1232**



2011 AFV Update

FY2011 AFV Acquisitions

Hybrids. Electrics. New technology. Petroleum reduction. Greenhouse gas (GHG) reduction. Whether you are a purchasing or leasing customer, our goals are the same - put information and vehicle options in the hands of GSA customers so YOU can make environmentally sound decisions that meet mission and mandate requirements.

For the 2011 ordering season, GSA is offering a great selection of AFVs operating on a variety of alternative fuels and low GHG-emitting platforms. Customers will have a range of light-duty hybrid and electric vehicles to choose from, along with E85, CNG, and propane options to assist you in meeting your mandates. Another great change from the OEMs this year is the availability of B20 capable engines at no cost and with no incremental in almost all light-duty diesel models.

GSA is also helping customers track their environmental impact through changes made to the AFV purchase and lease guides. For the first time, the guides provide customers with GHG and MPG scores based on vehicle type and by the specific engine used in that vehicle. Customers can see how a change in engine will affect their environmental impact, and will be better prepared to make the right choices for their agency. The guides also identify conventionally-fueled, low-GHG vehicles that can count as AFVs.

GSA Fleet and Automotive are excited about this new acquisition year. We will work throughout the year to continue to offer the same outstanding vehicles and services, and strive to provide new and green initiatives to help you meet your mission and energy mandates.

Plug-In Electric Vehicles

The pending release of much-talked-about new vehicles, such as the extended range electric Chevrolet Volt and all-electric Nissan Leaf, is generating tremendous interest and demand.

This is both exciting and a challenge as many of these vehicles are not yet commercially available and will initially be offered in limited quantities in just a few cities. However, greater availability is expected by 2012.

In order to bring these vehicles to federal fleets, GSA issued a solicitation for advanced technology vehicles, including electric, plug-in hybrid electric, and extended range electric vehicles in late September. This solicitation will close in mid November.

GSA Fleet has been working on a 100 vehicle pilot of these advanced technology vehicles. This pilot will involve commercially available vehicles with the potential to significantly reduce petroleum consumption and reduce GHG emissions. Plug-in hybrid electric vehicles and all-electric vehicles may both be part of the pilot. At this time, customers and locations have not been selected though that will occur in the near future.

To prepare for this pilot and to prepare for federal fleet electric vehicle charging needs, GSA Fleet is working with the GSA Public Buildings Service to locate charging stations at federal facilities. The initial focus will be in cities identified by the OEMs for early release of plug-in vehicles. The key for a successful introduction will be to have charging stations in place, capable of sufficient recharging speeds, with proper safety certifications, and transactional data collection capabilities. We are currently trying to add vendors of Level 1 (110V – slow charge) and Level 2 (208-240V – mid-level charge) electric vehicle chargers to Schedule 23V. Once standards are in place for the Level 3 (480V – fast charge) chargers, we'll look to add those as well.

Changes to EISA 141

In June 2010, EPA published its Vehicle Environmental Scoring for MY2011 Greenhouse Gas (GHG) Scores. This new scoring raised the minimum EPA combined MPG rating required to attain each GHG Score.

In order to qualify as a low-GHG vehicle, sedans and station wagons must have a GHG Score of 7 if they operate on gasoline, diesel, or CNG, and a score of 6 if they operate on E85.

In order to qualify as a low-GHG vehicle, light trucks and medium-duty passenger vehicles must have a GHG score of 6 if they operate on gasoline, diesel, or CNG, and a score of 5 if they operate on E85.

These MPG thresholds are about 15 percent higher than last year. As an example, whereas last year the low-bid gasoline-powered compact sedan was a low-greenhouse gas vehicle with a combined gas MPG rating of 24, this year there are no gasoline-powered compact sedans available that meet the low-greenhouse gas requirement. Please see GSA's AFV Product Guide for a list of available low-GHG vehicles. It can be found at www.gsa.gov/portal/content/104224

One option that GSA urges you to strongly consider is the MY2012 Ford Focus which will be available for ordering in December. This vehicle underwent a complete redesign, providing size comparable to previous compact sedans, good power (15 more horsepower), great fuel economy (10% or more improvement from MY2010), a low price, and no incremental. This vehicle has a lot to offer and is likely to be a low-GHG vehicle once rated by the OEM and EPA.

At this time, GSA is unable to say whether the low-bid compact sedan (SIN 9C), the 2011 Dodge Avenger, will qualify as a low-GHG vehicle, as it will have a new, and as yet, unrated engine. The MY2010 Avenger did qualify as a low-GHG vehicle under the EPA MY2010 scoring chart. It would not qualify under EPA's new MY2011 Scoring Chart. The MY2011 scoring chart can be found at www.epa.gov/greenvehicles/GHG_Score_2011.pdf

Vehicle Fuel Reports

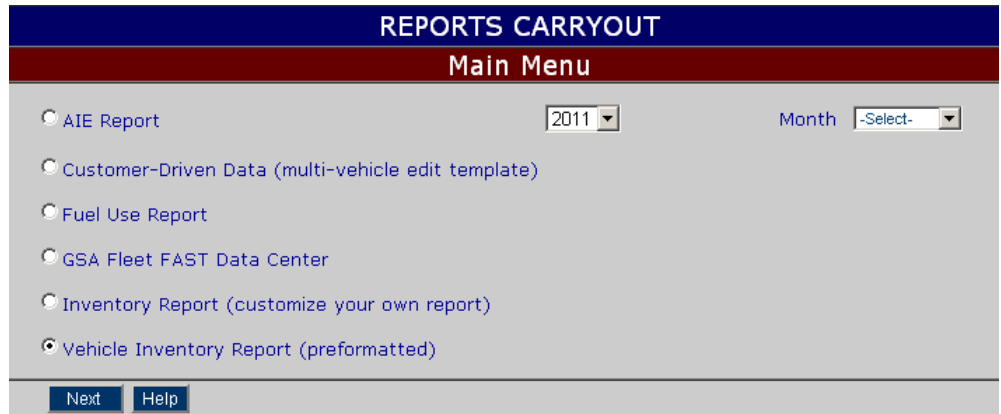
Towards the end of the fiscal year, GSA Fleet receives an increasing number of requests from customers wanting Fleet Services Card fuel data information. There are tools available in GSA Fleet Drive-thru to access your vehicles' fuel consumption information. Visit <http://drivethru.fss.gsa.gov> to start accessing your data.

1. GSA Fleet Drive-thru's FAST Data Center allows you quick access to your fuel usage in annual, year-to-date, and monthly reports. Access is available through your regular customer number. These reports are summaries, by state, of purchase and fuel type. Vehicle level data is not available.
2. GSA Fleet Drive-thru's Fuel Use Report provides transactional and summary reports of fuel consumption down to the vehicle level. Summary reports are available using your regular cus-

tommer number. Due to security and privacy concerns, transactional reports are only available to the agency headquarters fleet manager. GSA Fleet will not grant access to this data to additional users. Please contact your agency fleet manager to request transactional reports.

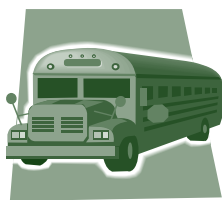
It is important to remember that all transactions for fuel and maintenance are covered under your monthly mile-

age rate and are routinely monitored for misuse and fraud. If at any time you suspect fraud or misuse of a GSA Fleet Services card please email the Loss Prevention Team at lpt@gsa.gov. We will follow-up with you to ensure that transactional information is provided to the proper authorities.



Enter your mileage at the pump every time you fill-up. It's fast and easy.

Helpful Vehicle Ordering Tips



Awarded vehicles are now available for purchasing customers on Auto-Choice. New bus contracts for

2011 models should be available early in the calendar year



If you need assistance with purchasing vehicles please call the Program Management

Branch at (703) 605-2277. Personnel are available between 8:00 am and 4:30 pm EDT for assistance.

For leasing customers, talk with your FSR about your vehicle needs and mission requirements. Discuss available vehicle options, and fuel type requirements. Call your local FSR to discuss the ongoing replacement cycle and how GSA Fleet can help you best meet your mission.



Don't forget that GSA Fleet Drive-thru has multiple tools to help you manage your fleet. View your inventory in Reports Carry-out and lookup accident history data in CRASH. If you need assistance with any of these programs, contact your local FSR.



Roll down the windows

and feel the breeze at slower speeds and use the vents at higher speeds. With the cooler weather use the vents and open windows to cool down. Air conditioner use increases fuel consumption, increases NOx emissions in some vehicles, and involves environmentally damaging fluids. This fall keep cool the natural way.

Safety Corner

New Edition of Online Driving Course Available



GSA Fleet is proud to announce the release of the 9th and latest edition of the National Safety Council's Defensive Driving course. It is available for free to our customers through Fleet Drive-thru.

The new course is easier to navigate, more interactive and includes up-to-date information on all aspects of driver

safety. This latest version of the safety course focuses on distracted driving including cell phone use and texting, and drunk driving, among other important topics.

GSA Fleet customers will receive safety training relative to their specific age group and location within the United States (focused on weather training and up-to-date state laws). Throughout the course, customers are

also able to print fact sheets and tips for safe driving as take-always. Feedback from previous editions of this course has been profoundly positive and we look forward to even more success with this edition!

To refresh your knowledge or take the Online Defensive Driving course for the first time please go to www.safetyserve.com/gsafleet.



How important was that last text?

- If you cause an accident while texting you could spend time in jail.
- 23 studies show hands-free phones are just as dangerous as using your hand-held phone.
- Texting while driving is 6 times more likely to result in an accident than driving while intoxicated.
- Texting while driving brings eyes off the road an average of 4.6 seconds.
- At 70 MPH, one would travel the length of a football field, including the end zones, without looking at the road.
- While talking on your cell phone you are 400% more likely to cause a crash.
- 84% of drivers admit to using a cell phone while driving.

What will your fleet do to drive safely?



Download your free toolkit at
<http://trafficsafety.org/drivesafelyworkweek>

Stop using your phone when you drive. We need you back at work.

put it down
www.distraction.gov