

Budget Blowout? Put your Fleet Costs into Cruise Control



ACS Fleet Management helps clients **save 20% or more** on operating costs by packaging operating lease needs into **one fixed monthly payment**.

Most of us know that budgeting for your fleet involves more than just raw leasing costs. With a pre-negotiated rebate on Australia's favourite car manufacturers, ACS can help Not For Profit sector fleet managers achieve savings of 20% or more.

"Not only can we save you money on lease costs, our Fully Maintained Operating Lease provides additional savings on fuel cards, scheduled servicing and tyres – all through our one call service," ACS Fleet Management Manager James Middleton explains. "These cost benefits are factored into one simple monthly price, allowing you to budget effectively for the duration of the lease."

"Community sector organisations are especially mindful of whole-of-life vehicle costs and the need to prevent unexpected budget blow-outs. That's why ACS Fleet Management developed a lease that offers set payments and takes care of other expenses," explains Jon Holloway, Managing Director of ACS Financial.

“By passing on pre-negotiated savings, ACS enables fleet managers to streamline their budget and reduce costs.”

ACS Fleet Management's Fully Maintained Operating Lease also assists with your OH&S compliance by including all scheduled manufacturer servicing and non-warranty maintenance, as well as tyres, roadside assistance and accident management.

It offers great value for money and hassle-free budgeting of your vehicle costs by tailoring simple payment plans to suit your needs, so you know exactly how much you will spend and save on your fleet costs.

To further help you manage your expenses, the team at ACS Fleet Management keeps you updated on other variables like infringements, fuel and e-tag use, allowing you to manage your fleet more effectively.

Call us today on **1300 729 322** for more information on how ACS Fleet Management can stabilise your budget with a Fully Maintained Operating Lease.

TOP TIPS TO REDUCE FLEET COSTS

1. Consider hybrid or diesel technology to enhance fuel efficiency.
2. Reduce weight and improve power-to-weight ratios with smaller, lighter vehicles.
3. Utilise whole-of-life cost modelling – don't just look at raw monthly costs.

3 WAYS ACS FLEET ASSISTS NFP

1. As an NFP organisation ourselves, we understand your needs and can structure NFP tailored fleet solutions.
2. We educate our clients on the best fleet solutions whilst passing all pre-negotiated benefits back to you.
3. We offer relationship-based service where time and cost are considered.



Welcome to In Motion

Welcome to our first ACS Fleet Management newsletter, bringing you fleet management news and specialist advice.

ACS Fleet Management was founded in 2005 as a unit of ACS Financial; an organisation dedicated to offering quality financial services to the church, NFP and government-funded sectors.

ACS Fleet Management draws on international expertise to offer tailor-made fleet solutions and service that makes your day-to-day operation of fleet vehicles hassle-free and cost effective.

In a recent customer satisfaction survey, 91.3% of our customers said they are "satisfied to extremely satisfied" with the service they receive from us. The key question is how satisfied are *you* with your current fleet arrangements and costs? We invite you to experience our quality service by calling us today.

I trust that you will find *In Motion* informative and useful. **Call us today on 1300 729 322** to find the right solution for you.

James Middleton
National Manager
– ACS Fleet Management

ACS FINANCIAL & KIA: PARTNERING TO SERVE NOT FOR PROFITS

KIA CERATO Si HATCH

- » 2.0L 6 speed auto
- » Metallic paint
- » Includes scheduled servicing
- » Roadside assistance
- » Accident management
- » Includes registration and compulsory third party

FROM ONLY
\$629 PER MONTH*
36 MONTH OPERATING LEASE



ACS Fleet Management's
KIA SPECIAL OFFER

*Cost based on indicative pricing only and subject to change. Contact ACS Financial today for more special offers on the Kia Grand Carnival and Sportage.



Kia's growing range of well-equipped, well-priced cars is hitting a sweet spot with Australia's fleet managers and companies like ACS Fleet Management.

"Increasingly fleet buyers are recognising the high levels of standard equipment, class-leading build quality and head-turning styling that is now a cornerstone of the new Kia range," Kia Motors Australia National Fleet Manager Chris Forbes says.

"While that is good news for the end user, it is the hard-to-beat whole-of-life costs and uncompromising safety stories that are striking a chord with fleet managers."

With one of the automotive world's most aggressive model replacement strategies, Kia has taken its new Peter Schreyer-led styling evolution and married that to an engineering and quality program that is second to none.

Models such as the new Sportage SUV and Cerato range are taking giant steps in making Kia a value brand that is being shopped on both quality and desire.

"It is a great mix of core, reliable and proven products such as Australia's Number One people mover – the Carnival – and new and exciting models like the Sportage and Cerato that are making Kia one of the first-choice options for an increasing number of Australian fleets," Forbes says.

With new, more efficient petrol and diesel engines coupled to a range of in-house designed manual and automatic gearboxes, Kia's progression towards the big end of town seems assured. ACS Financial and Kia have partnered to pass on big savings and quality to the Not For Profit sector. Contact ACS Fleet Management today for a great deal on the Kia range.

Looking to the Future

As our nation contemplates its standing as the world's highest emitter of carbon per capita, there is a growing need for organisations to reduce their impact on the environment.



At ACS Fleet Management we believe that the future of fleet management lies in bringing cleaner and greener solutions to the Not For Profit and church sectors, assisting our clients to make smarter, greener choices.

“Countries around the world are taking action to reduce carbon pollution and an open trading nation like Australia can't afford to be left behind,” Deputy Prime Minister Wayne Swan announced recently.

Overseas trends indicate that governments are putting increasing pressure on business

to take responsibility for carbon emissions, with a range of initiatives in place including carbon taxes and incentives/rebates for reducing emissions. Australia is expected to implement similar schemes in the not-too-distant future.

“A carbon market is just one way the Government could effectively create incentives to protect and restore, rather

than deplete, our natural infrastructure,” says Mr Rod Bristow, Chief Executive of Greening Australia, the largest Not For Profit, environmental organisation in Australia.

“The team at ACS Fleet Management offers expert guidance in finding the most appropriate fleet vehicles for your organisation.”

HOW CAN MY ORGANISATION REDUCE ITS CARBON FOOTPRINT?

Smart driving and maintenance go a long way towards reducing carbon emissions. Educate your employees to drive smoothly, avoiding harsh acceleration and braking, and ensure that your vehicles' tyres, oil and coolant levels are regularly monitored.

The team at ACS Fleet Management offers expert guidance in finding the most appropriate fleet vehicles for your organisation, considering all the practical elements of your vehicle use.



POPULAR ENVIRONMENTALLY FRIENDLY VEHICLES

Make/Model	Overall Rating	Fuel Cons. (urban)	CO2 Emis. (urban)
Ford Fiesta Econetic - Diesel	5 stars	3.7L/100 km	98 g/km
Toyota Hybrid Camry 2.4L 4 cyl	5 stars	6.9L/100km	162 g/km
Volkswagon Golf 1.4L Trendline	5 stars	7.9L/100km	184 g/km
Hyundai i30 SX 1.6L Auto	4.5 stars	8.9L/100km	218 g/km
Kia Sportage 2L Auto	4 stars	11.8L/100km	281 g/km
Ford Mondeo LX 2L Auto - Diesel	3.5 stars	7.7L/100km	204 g/km
Toyota Corolla 1.8L Auto 4 Speed	3.5 stars	9.7L/100km	225 g/km
Kia Sportage 2L Auto - Diesel	3.5 stars	10L/100km	265 g/km

Our corporate responsibilities are built on partnerships with other Not For Profit organisations and providing environmentally responsible fleet management solutions.

ACS Fleet Management continues to offer a range of environmentally conscious solutions, so our clients can enjoy the advantages of cost effective, fuel-efficient vehicles with lower emissions.



TOP 5 FLEET SAFETY TIPS

1. Encourage your employees to plan routes in advance, allow sufficient travel time and avoid peak traffic periods. Reward them for safe, economical driving.
2. Driving requires full attention. Educate your employees on dangers such as fatigue and mobile phone use while driving.
3. Set realistic limits for the number of kilometres that can be covered safely each day.
4. Enable clear communication on driver responsibilities, emergency and incident procedures.
5. Utilise driver risk assessment and develop a Safe Driving Policy for your organisation that identifies the driving hazards that your employees face.

SAFETY MATTERS

Safety at work is not limited to the office – fleet vehicles are workplaces too! A controlled 2003 UK study has shown that work vehicles are 86% more likely than private cars to be involved in an accident.

HOW CAN I PROTECT MY WORKFORCE?

ACS Fleet Management recommends that your fleet vehicles carry a five star ANCAP safety rating and undergo regular maintenance.

To achieve this safety rating, a vehicle model must pass the highest international safety standards. Recently, ANCAP Chair Lauchlan McIntosh expressed concern that many work vehicles have a rating of three stars or less. With five star ANCAP cars available in all categories, "there is no reason for fleet managers not to meet their duty of care," Mr McIntosh said.

Roadside assistance should also be included in your leasing package, particularly if your staff drive alone in remote areas. In the unfortunate instance of a collision, ACS Fleet Management's Accident Management Program takes care of details by providing a

replacement vehicle, organising repairs and submitting insurance claims.

HOW CAN DRIVERS HELP REDUCE RISK?

Speeding, driver fatigue and improper use of mobile phones or GPS devices are common causes of accidents in fleet vehicles. Education is key. Developing a Safe Driving Policy can help achieve this.

ACS Fleet Management works with many NFP to specifically develop formal safety policies and procedures. If you require support in this area, please contact ACS Fleet Management on 1300 729 322.

WHERE CAN I GO FOR HELP?

ACS Fleet Management can assist by tailoring your lease plan to include affordable vehicles with five star ANCAP ratings. Your package may also include scheduled servicing, roadside assistance, accident management, comprehensive insurance and more.

Call **1300 729 322** for more info.

POPULAR FIVE STAR ANCAP RATED FLEET VEHICLES – MEDIUM SIZED SEDANS

Make/Model	Variant	Year
Ford Falcon	FG XT Sedan	2008 on
Holden V8 Caprice	V6 Caprice	2009 on
Honda Accord Euro	ES-GT	2008 on
Mazda 6	Limited	2008 on
Mitsubishi Lancer	ES Sedan	2007 on
Subaru Liberty	2.5i	2009 on
Toyota Aurion	AT-X	2009 on

Global Trends

With **Malcolm Noyle**, Fleet Strategy Manager

What is happening globally for the fleet industry gives us insight into Australian fleets moving forward. The biggest trends revolve around environment, cost and OH&S. How does your fleet measure up?



ENVIRONMENT & COST

Europe has made huge inroads into reducing carbon emissions. Average new car CO₂ emissions have fallen by 21.2% over ten years* due to financial pressures from Government as well as manufacturer response to the 'clean green' challenge. In Australia, we will see more and more low carbon vehicles that are cheaper to operate and use less fuel.

OH&S

In 2008, The Australian Safety & Compensation Council reported that, at 34%, the most common cause of workplace fatalities involved vehicle accidents**. Fleet

vehicles are considered an extension of the workplace. As such, all the rules and regulations of OH&S become applicable to vehicles. What does this mean to you? Even if you only have a few fleet vehicles, OH&S considerations apply. Many operators wisely seek professional fleet management support in order to ensure they are fully compliant.

TIMES ARE CHANGING

Engines are getting smaller and cleaner; climate change is part of our lives; an employer's duty of care and OH&S requirements are key considerations; cost efficiency and good management remain the goal. These trends will only accelerate as the fleet industry evolves and the regulatory environment tightens.

“Average new car CO₂ emissions have fallen by 21.2% over ten years due to financial pressures from Government and manufacturer response to the 'clean green' challenge.”

DID YOU KNOW?

That if environmental and OH&S considerations are applied to your fleet correctly you can also successfully reduce costs, with vehicles that are cheaper to operate and manage.

Need a fleet health check?

If you'd like assistance in revisiting your fleet policy, **call us today on 1300 729 322** to arrange a consultation with Fleet Strategy Manager Malcolm Noyle courtesy of ACS Fleet Management.

Not For Profit Sector Specials

Ford Mondeo
2.3L LX Hatch

\$766 pm*

\$1,157 pm*

Hyundai i45
Elite 2.4L Sedan

\$830 pm*

\$1,174 pm*

Mitsubishi Lancer ES
2.0L Sedan

\$633 pm Operating lease*

\$983 pm Novated lease*

All include:

- Automatic transmission and metallic paint
- Scheduled servicing
- Roadside assistance
- Includes registration and compulsory third party



* Cost based on indicative pricing for 36 months and subject to change. Images are for illustrative purposes only.



TESTIMONIAL

From our first meeting, ACS Fleet Management listened to our needs and put together a tailored solution to help us realise our business objectives. They've been fully committed and supportive to the mission of Anglicare Victoria. Their ongoing support has been a great strength to our partnership.

Ryan Sherbrooke
Facilities & Fleet Manager,
Anglicare Victoria

*Average CO₂ emissions per km from new passenger cars, April 2010, European Commission.

**Notified Fatalities Statistical Report, July 2007–June 2008, Australian Safety & Compensation Council.



AUTOMOTIVE UPDATE

TRENDS IN NEW VEHICLE SALES, WITH JAMES MIDDLETON.

ACS Fleet Management customers often ask me which brands we really recommend. My reply is 'look to the facts': the vehicles that are top sellers are those that best meet the needs of Australian motorists.

Toyota continues to top the list in new vehicle sales, with an 8% increase on 2009 sales. But the big mover in 2010 was Hyundai with an astonishing 26% increase in overall sales compared with 2009*.

Hyundai listened to what the market wants: stylish, fuel-efficient, safe cars with five year warranty.

The Hyundai Getz was top performer in the Light Vehicles Under \$25K Category, followed by the Toyota Yaris, the Mazda2 and Holden Barina. In Small Vehicles Under \$40K, the Toyota Corolla only just managed to top the list with around 16% of the market, but lost market share to the Mazda3, Hyundai i30 and Holden Cruze*.

The market is pushing for smaller, more fuel-efficient cars – this is the category where competition is fiercely contested

and where we are seeing the greatest innovation. Holden has experienced a whopping increase in sales of the Holden Cruze, as well as the Barina, whilst sales of the Holden Commodore have remained fairly steady.

In the Medium-Sized Vehicles Under \$60K Category, the Toyota Camry continues to impress, taking up nearly 40% of market share.

And for those interested in People Movers Under \$55K,

the Kia Carnival has outstripped the old favourite Toyota Tarago. The Kia Carnival now occupies around 40% of the People Movers market, followed by the Hyundai iMax and Honda Odyssey.

We are also seeing a great increase in sales of hybrid cars to the business sector, which is expected to increase as more hybrid options become available.

“The market is pushing for smaller, more fuel efficient cars...”

POPULAR FLEET VEHICLE CHOICES

ACS FLEET MANAGEMENT'S TOP FIVE LEASED CARS IN 2010:

1. **Hyundai i30**
2.0L SLX Hatch Auto
2. **Toyota Corolla**
1.8L Vti Hatch/Sedan Auto
3. **Kia Grand Carnival**
3.8L V6 8st Auto
4. **Mazda 3**
2.0L Neo Hatch Auto
5. **Ford Territory**
TX 4.0L RWD Auto

ACS FLEET MANAGEMENT'S TOP FIVE RECOMMENDATIONS FOR 2011:

1. **Ford Mondeo**
2.0Tdc1 Diesel LX Hatch Auto
2. **Kia Sportage**
2.0L AWD Sli Auto
3. **New 2011 Ford Territory** 2.7Tdc1 V6 Diesel Auto
4. **Hyundai ix35**
AWD Elite 2.0CRdi Auto
5. **Holden Cruze**
1.8L CD Sedan Auto



DID YOU KNOW?

ACS Financial provides cash management, commercial lending and general insurance services and advice tailored to NFP.

Call us on 1800 646 777

*VFACTS Report 2010, Federal Chamber of Automotive Industries (FCAI).