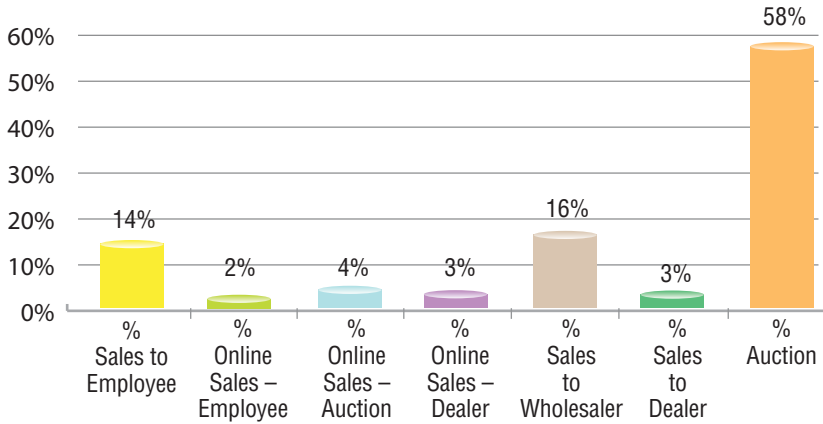


remarketing statistics

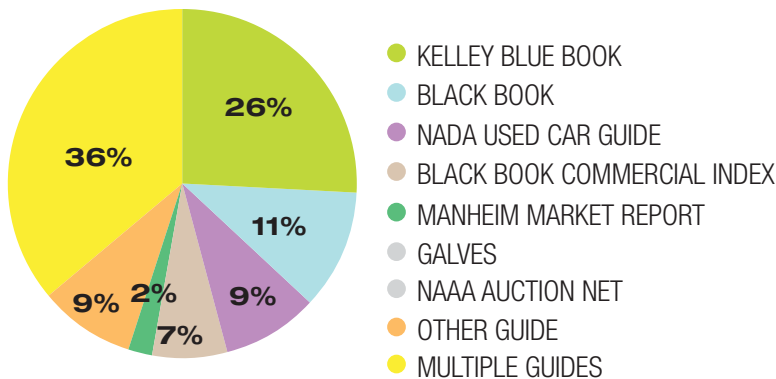
Commercial Fleets

How Do You Remarket Your Out-of-Service Fleet Vehicles?



At 58 percent, auctions remain the primary channel fleets use to remarket out-of-service vehicles, while employee sales (including online) was the second-most popular sales channel at a combined total of 16 percent.

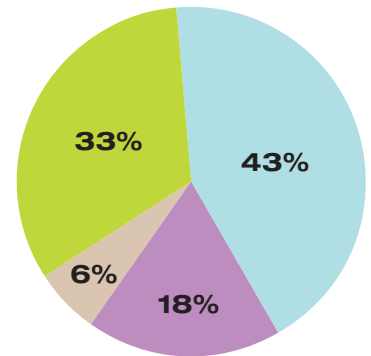
Against Which Resale Guidebook(s) Do You Benchmark?



Multiple Guidebook Usage

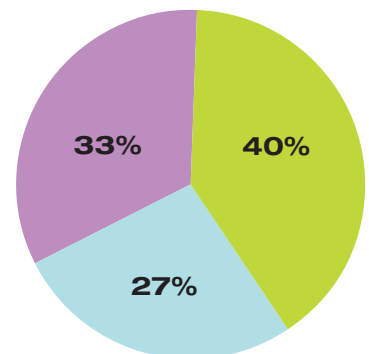
Black Book + NADA Used Car Guide + Kelley	21%
Black Book + Manheim Market Report	15%
Black Book + NADA Used Car Guide	8%
Black Book + Edmunds True Market Value	8%
Black Book + Black Book Commercial Index	8%
Black Book + Black Book Commercial Index + Manheim Market Report	8%
Black Book Commercial Index + Kelley Blue Book + Manheim Market Report	8%
Black Book + NADA Used Car Guide + Manheim Market Report + NAAA AuctionNet	8%
Black Book + NADA Used Car Guide + Kelley + NAAA AuctionNet	8%
Black Book + Black Book Commercial Index + Kelley + Manheim	8%

Who is Responsible for Remarketing Your Vehicles?



- USE NO THIRD-PARTY
- THIRD-PARTY VENDOR
- REGIONAL/LOCAL MANAGERS
- FLEET MANAGEMENT COMPANY

How Involved Are You in the Day-to-Day Remarketing of Your Vehicles?

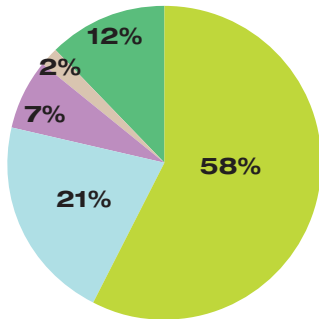


- VERY INVOLVED
- SOMEWHAT INVOLVED
- OVERSIGHT INVOLVEMENT/ RESPONSIBILITIES OUTSOURCED TO THIRD PARTY

remarketing statistics

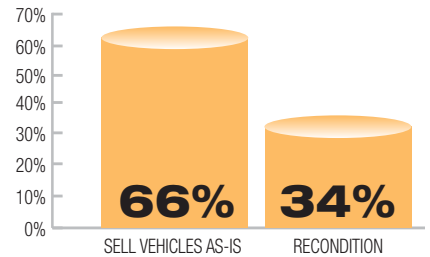
Commercial Fleets

How are Floor Prices Determined for Vehicles Sold to Employees?

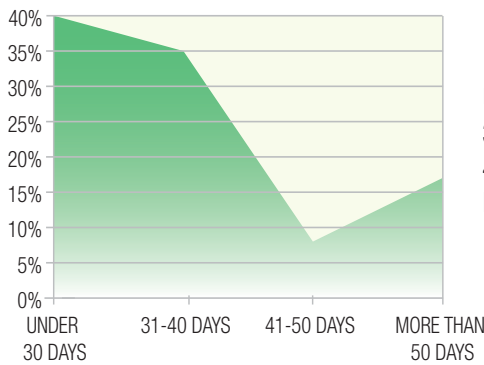


- WHOLESALE MARKET VALUE
- PERCENT BELOW WHOLESALE MARKET VALUE
- PERCENT BELOW RETAIL VALUE
- EMPLOYEE SUBMITS BID
- DEPRECIATED BOOK VALUE

Do You Recondition Vehicles Prior to Resale?

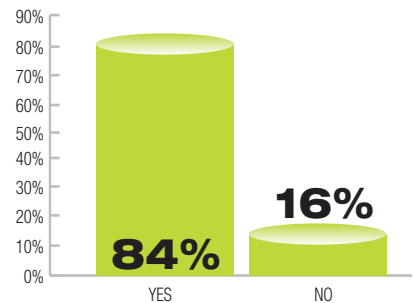


What are Your Average Days to Sale? (From date vehicle is taken out-of-service to date sold.)

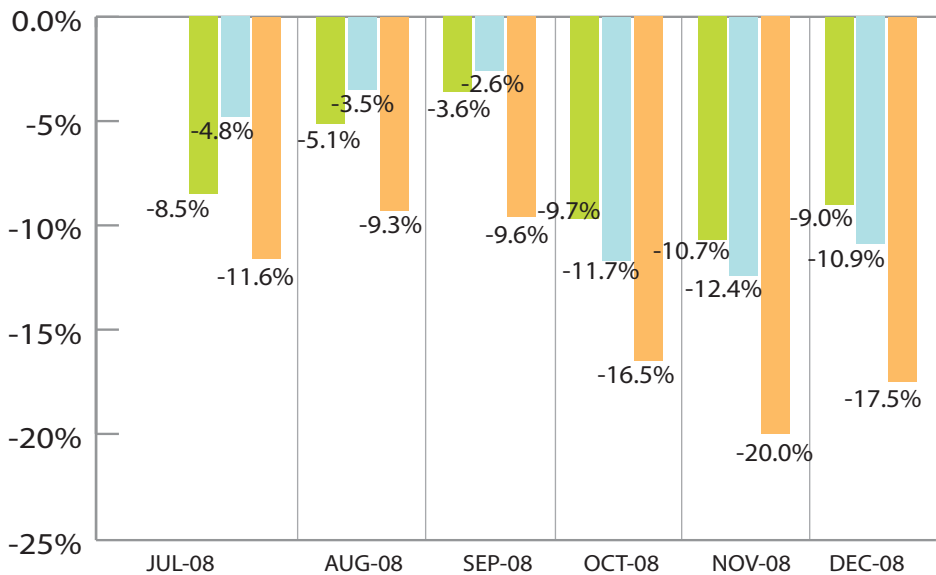


- Under 30 Days40%
- 31-40 Days35%
- 41-50 Days8%
- More than 50 Days.....17%

Do You Offer an Extended Warranty for Out-of-Service Vehicles Sold to Employees?



Auction Price Trends by Sale Type



- MANUFACTURERS
- FLEET/LEASE
- DEALER
- CONSIGNMENT

SOURCE: ADESA ANALYTICAL SERVICES