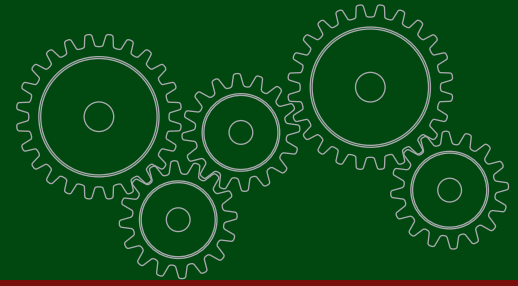




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Accelerate Your Business →

Auto Industry Factoids

April 2007

OVERALL INDUSTRY:

- For the first quarter of 2007, market share for the Detroit Three- 52.1%-was down 3.7 points from full-year 2006. Annualized, each point of share equals 170,000 vehicles.
- For the month of March only, sales were down for all of the Detroit Three (GM down 4%, Ford down 9% and D/C down 4%) while the three largest imports were all up (Toyota up 12%, Nissan up 8% and Honda up 11%).
- The use of long vehicle loans (5 years and more) continues to rise dramatically: loans for 72 months plus went from 7% of the market in 2005 to 17% in the first quarter of 2007; loans for 61-72 months went from 38% to 44% for the same period.

FORD:

- The value of the Ford Family's Class B stock has dropped by \$581 million between when Bill Ford took over as CEO in 2001 and the end of March 2007 (dropping from \$1.14 billion to \$556 million).
- Ford lost \$12.6 billion last year, expects to burn through \$17 billion in cash in the next three years, and has pledged most of its assets for \$23.5 billion in loans.

CHRYSLER:

- The average Chrysler Group dealership (excludes Mercedes) sold about one-third as many vehicles in 2006 as the average Toyota dealership: 571 vs. 1,600. Just closing dealerships would cost Chrysler several million dollars per dealership.

TOYOTA:

- Toyota has up to \$3,000 in incentives on some models of the all-new Tundra full-size pickup that debuted in February; \$1,000 of that is a "trade-in" incentive that was just added this month. There is no incentive on the Crew Max model. On the domestic side, Dodge full-size pickup incentives top out at \$5,000-Ford at \$3,000 and GM \$3,000.





CAR RENTAL:

- Enterprise Rent A Car has announced that it will buy Vanguard Car Rental, owner of the Alamo and National brands. Vanguard is owned by private equity firm Cerberus, which bought it out of bankruptcy.

COMMERCIAL FLEET:

- GE Capital Solutions announced that it will acquire PHH Corporation in a transaction valued at \$1.8 billion. It will keep PHH Arval, the fleet management services division. According to the Automotive Fleet Fact Book, # 1 GE's vehicle portfolio is 779,000 units, # 2 PHH has 548,000 (# 3 Lease Plan has 400,000 while # 4 ARI has 387,800). The total number of vehicles for the Top 10 Fleet Management companies is 2.8 million.

OTHER (GAS PRICES, TAX REFUNDS AND JOBS):

- Retail gas prices have climbed 54 cents in the past 10 weeks to a nationwide average of \$2.80 a gallon. 18 cents of the increase came in the past two weeks.
- The Treasury is on track to pay out about \$14 billion more in tax refunds (a total of \$220 billion) in 2007 than it did in 2006. Average refunds currently are \$2,427 per return vs. \$2,344 a year ago. 70% of returns have already been filed. Tax refunds are frequently used as down payments on a used vehicle.
- Non-farm payrolls jumped by 180,000 in March-well above a forecast 142,000. The unemployment rate dropped to 4.4%, matching its lowest level since May 2001.

