

Farmers Cooperative Association Vehicle Program Continues; Order Banks Open for Chrysler/Ford/GM

All of us are feeling the pinch of ever increasing costs of transportation. The Land O' Lakes/CHS Co-op Truck Purchasing Program has come up with some timely, practical ideas to lower your fleet costs.

1) ORDER EARLY IN MODEL YEAR: The 2013 model year for vehicles is now started. With the excellent discounts using the program, you may order a 2013 for a similar price to buying a 2012 model off the retail dealer lot. Ordering early in the model year can save a whole year of depreciation. If you want to check our vehicle pricing, call Jason Saxon direct at 651-312-1816 or email jsaxon@saxonfleetservices.com. Quotes are prompt and professional.

2) ORDER VS. BUY RETAIL: Order vehicles rather than buy off the retail lot. This enables you to buy only the options needed for the application. It will likely save maintenance costs too for unnecessary options.

3) TRADE OLDER VEHICLES: Take inventory of your fleet vehicles. Consider what the costs are of holding on to the older, inefficient vehicles. Many customers are finding it advantageous to cycle their vehicles every 3-4 years to keep vehicles within the base warranty – it will provide a lower cost per mile than "running them until they die." Need help selling the old ones? Call Jason Saxon direct at 651-312-1816 or email jsaxon@saxonfleetservices.com.

4) MANAGE THE MAINTENANCE: Small things like proper tire inflation can provide improved MPG. Some manufactures offer oil change monitoring systems as standard. This system tells the driver when it's time for an oil change, depending on driving conditions. If you need help tracking maintenance on your vehicles, give us a call. There are options available that are cost effective.

5) SLOW DOWN: To the posted speed. Many fleets are strictly enforcing a company speed limit to save fuel – it also saves on maintenance costs while improving fuel economy.

6) SIZE THE VEHICLE FOR THE JOB: Is a large diesel engine needed when a mid size v8 will handle the load? Jason Saxon, your Saxon Fleet professional, can help you determine the right model and specs for your application.

7) TRACK FUEL PURCHASES: These are excellent tools available to provide exceptional reporting. It also can provide a weekly or monthly MPG – good information to have.

8) PLAN YOUR ROUTES: With a goal of minimizing your delivery miles. There are many tools on the market at various price points to assist in routing.

9) AVOID UNNECESSARY LONG IDLING: The worst mileage a vehicle can get is "0" MPG, which is what it gets when it is idling.

10) ANALYZE YOUR VEHICLE PROGRAM TO TAKE ADVANTAGE OF THE MARKETPLACE: Currently we are experiencing \$250/month pickup costs.

As we make our way through the Holiday Season, we at Saxon Fleet Services want to 'Thank You' for the opportunity to make a difference with your vehicle business.

Thank you,

*Don Saxon
President
Saxon Fleet Services*

How to Obtain a Vehicle Through the Cooperative System

Who Qualifies? Cooperatives, Equity Members and Local Hires.

Leverage your buying power with:

- Ford
- General Motors
- Chrysler

The Local Co-op Truck Purchasing Program is managed by Northwest Food Products Transportation, a wholly owned LLC of Land O'Lakes, Inc. If you have questions, please call Greg Nelson at 866-377-4652.

TRUCK EQUIPMENT

Need Upfitting Assistance? Saxon Fleet Services and AUTO TRUCK partner to assist your upfitting needs nationwide.



Samples:

- Hitches
- Electric Brake Controller
- Bulkhead Protectors
- Toppers/Liners
- Tailgate Protectors
- Aluminum Toolbox
- Safety Kits
- Running Boards
- DOT inspections

FINANCING

Saxon Fleet Services will help arrange financing or leasing for your vehicle. We work directly with several money center funding sources that specialize in vehicle funding. Financing or leasing through us will preserve working capital necessary for other aspects of your business. **We also have insurance products available** from national vendors that extend the life of your warranty coverage to protect you against vehicle repair costs.

SAXON FLEET SERVICES

For over 20 years, we have supplied vehicles to Land O'Lakes/CHS/NFPT. We are committed to providing the highest level of personal service.

15 MINUTES

Custom Order Your 2013 Vehicle Now

**SAXON FLEET SERVICES PROVIDES PROMPT, PROFESSIONAL SERVICE.
OUR QUOTING PROCESS TAKES ABOUT 15 MINUTES.**

The Volume Incentive Program for Co-ops and their Equity Members assists you in obtaining the most popular vehicles on the road today and advances all incentives to you in the purchase price.

- 2013 Ford F-150 4WD SuperCrew Platinum w/EcoBoost 3.5L v6 **\$41,663**
MSRP \$51,465
- 2013 Ford Explorer 4WD 4dr XLT **\$31,250**
MSRP \$36,670
- 2013 Chevy Silverado 2500HD 4WD, Crew Cab LT Diesel **\$40,643**
MSRP \$49,635

**Call for Specifications. Price includes local delivery but does not include local taxes, local license & title fees, and any additional fees. Commercial registration only. In-Stock vehicles available on a per quote basis.*

New Vehicles: 2013 cars, trucks, vans, SUVs and medium duty trucks are available to order. Factory-ordered vehicles are spec'd out **EXACTLY** the way you want. Factory-order delivery time is 10 weeks on average. If you need a vehicle sooner, we have vehicles in inventory. Call account manager **Jason Saxon** at **1-800-456-1265, ext. 1816** for details.

VEHICLE SPOTLIGHT

IN STOCK - AVAILABLE NOW

2012 FORD F-350
SRW 2WD REG CAB XLT
DIESEL 60" CA

\$32,976*

MSRP \$42,305 - CALL FOR DETAILS

** Price does not include local tax, local license, transportation and any other registration fees.*

ALL NEW

2013 RAM
1500-5500

CALL FOR PRICING
AND
PRODUCTION SCHEDULE

Plan Ahead!

**2013
CHEVROLET IMPALA LS**

\$21,931

MSRP: \$26,105
Plus tax & license

**2013
GMC SIERRA 1500 AWD
CREW CAB DENALI**

INCLUDES: Navigation

\$42,971

MSRP: \$51,880
Plus tax & license

2013 FORD TAURUS
FWD SEL

\$24,994

MSRP: \$29,595
Plus tax & license

2013 FORD ESCAPE
FWD SE

\$23,000

MSRP: \$25,895
Plus tax & license

2013 CHEVY TAHOE
4WD LTZ

\$51,250

MSRP: \$57,625
Plus tax & license

Contact Account Manager: **JASON SAXON**

1-800-456-1265, ext. 1816

Direct: **651-312-1816**

jsaxon@saxonfleetservices.com

SAXON FLEET SERVICES

FORD + LINCOLN + FORD MEDIUM DUTY + CHEVROLET + BUICK + GMC + CADILLAC
CHRYSLER + DODGE + JEEP + RAM + RAM MEDIUM DUTY

7571 9th Street North ~ Oakdale, MN 55128-6626 ~ Toll Free 800-456-1265 ~ Fax 651-222-1998



"Save Time, Save Money"

