

NEWS YOU CAN USE

TOPICS

- GENERAL MOTORS
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- PICS OF NEW SILVERADO & SIERRA

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2007 Model Year - We are placing 2007 model orders. Please contact us and we can help you create your vehicle selector or provide you individual vehicle price quotes. When you order through AgStar or Farm Credit Fleet (for FCS associations) you save: money, time and gain from our experience.

General Motors - Production start dates for the 2007 Silverado new body style 1500 Crew Cab is 10/2/2006 and Extended Cab starts 10/16/2006. Pricing is expected to be announced near the end of September or early October. The new Silverado has many new features, like: rear access doors on extended cabs open to an industry leading 170 degrees, along with 12% larger window, greater front seat leg, hip and head room, front seat travel increases front seat leg room by 1.3 inches, new generation IV - V8 gas engines teamed with automatic transmissions offer increased fuel efficiency, reduced noise, better durability and quieter operation, the Vortec 5.3L offers over 300 HP and over 20 MPG highway, active fuel management and is capable of using gasoline or 85% ethanol, redesigned frames are stiffer keeping noise and vibration from the passenger compartment, and new coil over shock suspension with rack and pinion steering to improve road feel and ride. GM also said that sometime after 2009 it will introduce a V8 turbo diesel that improves engine fuel efficiency by 25% on light duty vehicles. The heavy duty pickups are powered by 6.0L gas engine or the Duramax Diesel engine.

GM Increases Warranty to 100,000 miles or 5 years. The 100,000 mile limited power train warranty coverage is fully transferable during the warranty period of five years or 100,000 miles, with no deductible. The warranty applies to it entire 2007 car and light duty truck line up. GM also expanded it's roadside assistance and courtesy transportation program to match the power-train warranty term. The new warranty will apply retroactively to 2007 GM cars and trucks sold.

Ford - Ford increases power-train warranty coverage for it's 2007 model car and light duty vehicles to 5 years or 60,000 from 3 years or 36,000 miles. The Lincoln models now have a 6 year 70,000 power-train warranty.

Ford Motor Company recalled 1.2 million trucks and sport utility vehicles due to a possible engine fire. The recall involves vehicle fueled by gasoline and or natural gas and equipped with speed control, including the 1994 to 2002 F250, F350, F450 and F550 F-Super Duty trucks, 2000 to 2002 Excursion, 1994 to 1996 Econoline vans and 1996 to 2002 E45 van and 1998 Explorers and Mountaineers.

2-Mode Hybrid Systems. This is a joint program of Daimler-Chrysler, General Motors, and BMW. The new 2-mode hybrid system will work in both city and highway situations improving the overall fuel economy by 25%. The first 2-mode hybrid models is expected to be 2008 Durango and 2008 Tahoe. The GMC Yukon, Escalade and Silverado and Sierra pickup will be available late in the model year. The current hybrid models are one-mode and generally operate at city speeds.



We keep you rolling

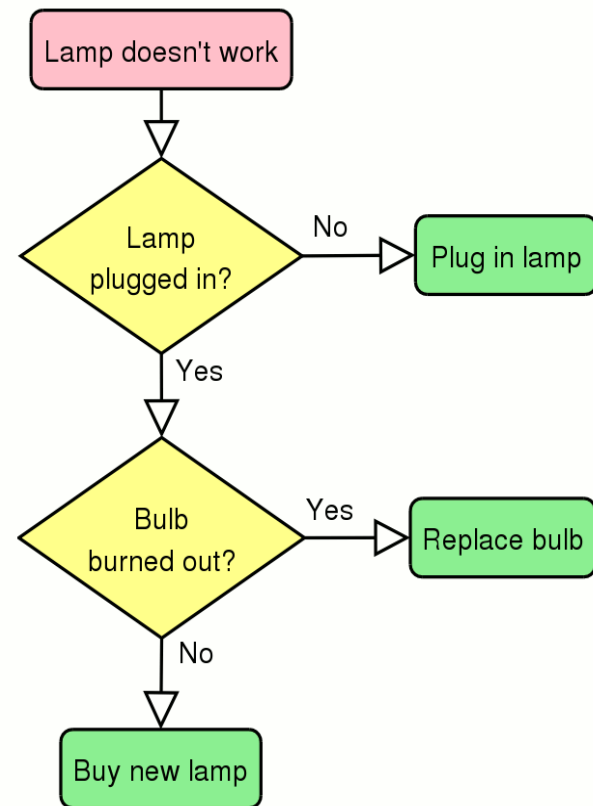
Creating a Culture of Innovation

Whenever we come out with a new product/service or improvements to an existing one, invariably someone internally will ask for a “checklist” to tell them exactly what they are supposed to do relative to their job function. I feel like telling them to “figure it out yourself”. The flow diagram at left might be helpful for the ‘intuitive impaired’ if a lamp at their home or office does not work.

Similarly, based on my experience, I have come to the conclusion that managers who routinely use the phrase “think outside the box”, are the least likely to actually exhibit innovative thinking. They use the phrase to convince others, and perhaps themselves, that they are capable of coming up with creative ideas to solve problems or take advantage of opportunities. It’s like encouraging employees to come up with entrepreneurial and innovative ideas, and then giving them a flowchart or checklist on how to proceed once they have one (an innovative idea).

Technology, skilled labor and capital are very mobile today. Increasingly, a company’s sustainable competitive advantage will be in the area of continual innovation and being quicker to market than their competitors with implemented ideas that create more value for their clients. Innovation can take the form of ideas that lower costs, as well as ideas that enhance the client benefits of the products and services you sell.

A company’s vehicle program is one indication of the degree of organizational innovation. If your company’s vehicle program resembles the infamous quote of the late Henry Ford, then you might have a problem with innovation. Mr. Ford, when asked when Ford was going to offer choices in vehicle colors (in contrast to the then up and coming GM) was quoted: “People can have the Model T in any color—so long as it is black”. In fairness to Mr. Ford, he was a pioneer in a lot of areas. Ford



Motor Company’s problems came after they had established a dominant market position. The more successful a company becomes, the larger it gets, and the older it gets—the more complacent and lethargic it can become.

Everyone wants to control costs. However, if you are serious about having an organizational culture that values innovation, then let your employees have a little fun and individual expression in the company vehicles and options they are allowed to drive. Plus, given the competition for top-flight younger professional talent, a company vehicle program that allows for individual expression just might make the difference in your recruitment efforts.

For all existing fleet clients, AgStar upon written request, will provide you a copy of our company vehicle program. People who see it for the first time usually comment that it is a lot more flexible than other employee programs they are familiar with.



ALL-NEW 2007 SILVERADO AND SIERRA FULL SIZE PICKUPS

Get ready to order your new GM pickup from AgStar. Pricing should be announced soon.