



“CONSISTENT – PROACTIVE – PRE-PLANNED – PURCHASING”

DATED: July 22, 2022

REF: C3P Program Registration

Welcome to Karl Auto Group's exclusive new program designed to assist us all in today's issues with the three dominant manufacturers. We are taking these steps to help alleviate the inconsistent order dates causing us all to have to scramble at the last minute to get orders in or even worse miss the order banks completely. Today's order banks open and close in a few hours, versus historically being open for several months, which causes mass confusion and frustration. Across the board, manufacturers are allocating government orders which only adds to the frustration levels and more accurately only perpetuates the issues of getting fleet orders fulfilled.

All of this ultimately leads to one problem that affects us as dealers and you as the customer. In the end, we are missing orders and even getting large amounts of cancellations. We at Karl Auto Group understand how this affects your fleets and adds to rising costs in maintenance, vehicle shortages, and budget shortfalls.

It is for this reason we have committed to help our customer's track, maintain and monitor your fleets. We are assisting by taking your current fleet and combining this with canceled orders, over-stock orders and pre-planning of future budgeted vehicles, and continuously helping you, as our customer, locate much needed vehicles as they may become available and ensuring that we match up these excess vehicles as quickly as possible with the needs of our customers.

WHAT C3P CAN DO FOR YOU AS A CUSTOMER OF KARL AUTO GROUP:

CONSISTENT ORDERING: This allows for you to have one month of OPEN order banks every year, and consistently the same month and time every year thereafter. No more do you have to guess on when to get orders submitted as you will know every year when these are due. The system will then store the orders until the manufacturers order banks open and then will give us the list of orders due that day of opening that need to be ordered. This will allow for more accurate and timely orders and hopefully help to minimize some of the order cancellations. Obviously we all know it will eliminate the orders, but at least give some advantage to get around some of them. C3P Order Banks will open November 1 and remain open until November 30, every year.

PROACTIVE FLEET REPLACEMENT: This portion is done in several ways. By you submitting your fleet list it allows us to help you in monitoring older units or high mileage units that can be costing you more money than needed. We also can use this to help replace vehicles that were canceled orders, missed orders, or simply add-ons to your fleet by adding you to the "watch list" portion of the system. The C3P system will immediately notify our staff in the event a vehicle comes in that is no longer considered a sold unit and is considered "overstock" in the C3P system. We then can begin contacting the customers on the Watch list that match that specific model type. This is done by the order of the time the entry was made by the customer by the system date and time stamping the entry time.

PRE-PLANNED ORDERING: This portion encompasses several parts of the system. However the largest portion of it looks ahead of each budgeting year, and can help recommend replacements needed that year. It also helps by allowing one time ordering of all of your fleet in the ordering month and then you can forget it until it comes in and ready for you to receive it. By using another portion of the system and other resources available we can help you plan and maintain your entire fleet by monitoring and tracking your high maintenance vehicles and other costly units as well as recommending replacements at specific times and intervals. We also have access to an entire suite of products and services that can put you in control of your fleet instead of your fleet in control of you.

PURCHASING: As a perk, all of the orders that are entered and stored in the C3P system, are the first orders submitted on the day of the order banks opening. This is simply because these orders were scheduled ahead of time and listed out in an accurate and complete list ahead of time. This has the potential of giving you a better chance of missing order cancellations more so than orders submitted later than others. In short, using C3P for your fleet through Karl Auto Group will provide professional staff to assist you in your complete fleet needs. The best part is, it costs you as an agency, ZERO Dollars for all of this. Karl Auto Group wants to be your partner in all your fleet needs. Please feel free to reach out to Danielle or Dennis at any time if you have any questions or concerns.

TO GET REGISTERED PLEASE SUBMIT THE FOLLOWING INFORMATION:

1. CONTACT INFORMATION: Agency, titling address, contact person name, phone number, email

2. FLEET LIST / WATCH LISTS: Current fleet list, (if over 100 units of current fleet list please disregard the current fleet list), vehicles to add to “watch list” with specific specs should also be included. As a minimum please provide the following info on Current Fleet List.

ON YOUR WATCH LIST USE SAME INFO (EXAMPLE):

UNIT ID	YEAR	MAKE	MODEL	VIN	MILES	AVG MILES/YEAR	MAKE/MODEL CODE



COMMERCIAL SALES



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