



## The Stories: How PARS Drives Our Customers' Success



A vehicle relocation provider must bring the combination of proven experience, service quality and technologies to any fleet transport project. Working with the customer, transport professionals can develop a metrics-driven solution that combines vehicle driveaway, auto carrier service, storage management, license and titling, reconditioning & make-ready, detailing, body work, mechanical repair, and general maintenance services, all ensuring that the company realizes the highest possible asset values.

PARS is sized to provide a personalized solution to any company's specific transport needs. Our experts solve the most complicated, time-sensitive relocation challenges throughout North America. Our advanced technology integrates with any fleet management company system to simplify reporting and administration, too.

This white paper, "Stories: How PARS Drives Our Customers' Success" is a compilation of compelling examples of how expert consultants, proven processes, and advanced technology can deliver excellent results for companies in different industries!

## Story #1

# PARS Delivers...

## PARS System Flexibility Solves Food Manufacturer's Start Date Concern

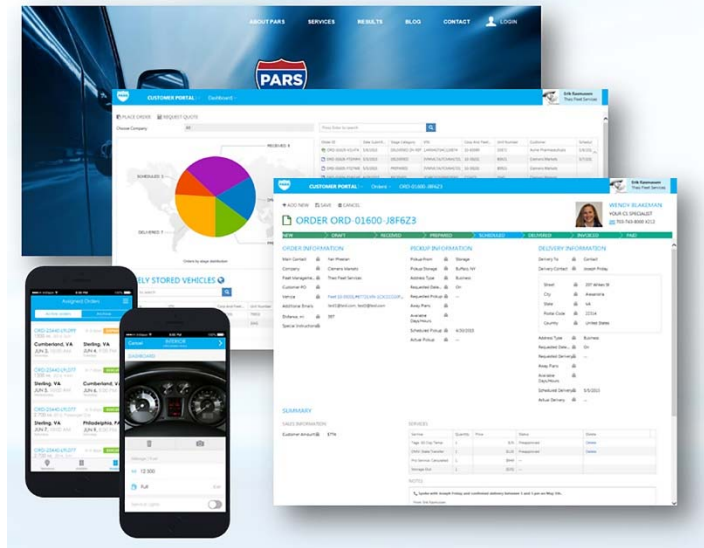
As with many companies, a food manufacturer's delivery dates are a critical issue for conducting its business. A vehicle needs to arrive on the day a new employee starts. Period.

In some instances, it may arrive on or before, but having a system that is capable of distinguishing one versus the other was critical.

PARS' systems are designed to the ability to choose "on or before," "on or after," or "on." The "on or before" option is critically important for a customer who wants the vehicle there in time so that they can start out on Monday morning, e.g., delivery on Friday or Thursday. The "on or after" choice is meant for those instances when the vehicle cannot be delivered before that person is on the payroll and before the driver is insured.

Built-in system flexibility reflects PARS' 20 years of vehicle transport experience that ensures customers of customized solutions that fit even the most complex project.

No matter how complicated, no matter how urgent the transport need, we help drive our customers' business. Call us today to find out how our comprehensive transport services can help drive your business success!



## Story #2

# PARS Results

## PARS Provides Electronics Manufacturer with Transport & Storage Solution To Address Two Simultaneous Requirements

PARS ability to handle a multi-faceted vehicle transport project is exemplified by a recent project completed for an electronics manufacturer.

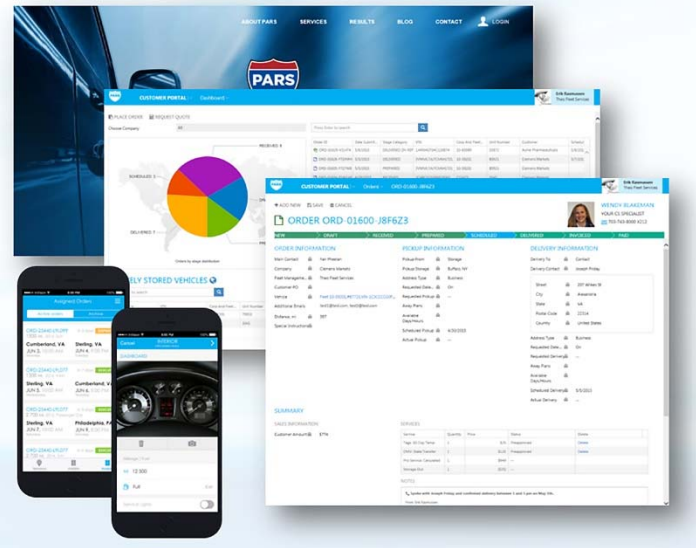
The firm was in the process of downsizing the sales force along with approximately 500 vehicles. Complicating matters, some of these vehicles had been recalled by the manufacturer. The fleet manager faced an extremely tight deadline to have all the cars turned in, and he sought the advice of a PARS fleet transport logistics expert to suggest a strategy.

Because the customer was not replacing these sales reps, having non-recall vehicles sent directly to an auction seemed to make the most sense. However, the company was especially concerned that the process of picking up the vehicles was controlled, and the manager believed that PARS could more effectively communicate with the drivers, including Instructing them about their allowance, confirm with HR that the asset was collected, provide all necessary real-time status reporting, and complete the job by the deadline.

The fleet manager noted, "I know PARS will provide all the necessary information. And, I know that if PARS says they are going to pick up vehicles by April 1st, they will pick them up by April 1st!"

PARS secured all of the vehicles and put them in storage. Once there, the company could manage more effectively the liquidation of the surplus fleet. PARS also worked with the fleet management company to have the recalled vehicles stored to meet the OEM's requirements.

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Story #3

# PARS Results

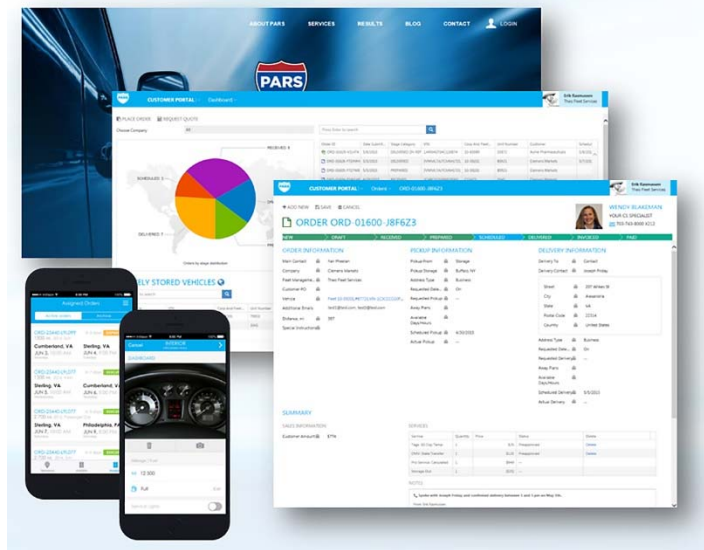
## Clinical and Commercial Health Services Company Maximizes Asset Utilization

PARS ability to improve the utilizations of a company's assets was exemplified by a recent project completed for a clinical and commercial health services company.

When a new fleet manager assumed responsibility for the corporate fleet, she identified high interim rental car costs despite a large inventory of stored vehicles. In concert with PARS' logistics professionals, a program was created to identify the most efficient relocation of stored vehicles to support the firm's service needs in cities with high levels of activity.

Specifically, the service provider used the PARS web portal featuring a map of storage facilities with vehicle inventories for each location around the country. With it, the company was quickly able to identify and reallocate stored vehicles in lieu of rentals. The result: service levels were maintained while reducing costs.

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Story #4

# PARS Results

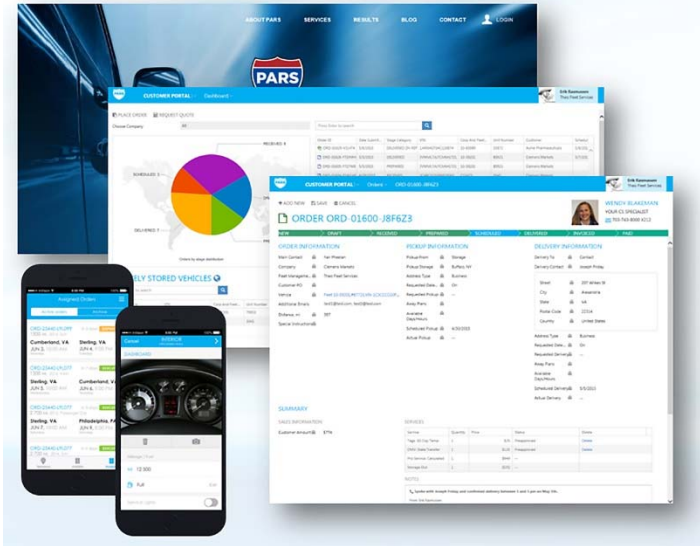
## Communications Company's Move from Vehicle Transport Carriers to Driveway Brings Savings

A global communications technology leader relied entirely on carrier vehicle transport of its tool-equipped work truck moves.

These moves had to be scheduled around the carrier's schedule. Crossing state lines, required a separate license and titling effort. And, the economics of short-distance transport were excessive.

In order to prove the advantages of using driveway transport, PARS won the opportunity to conduct a pilot driveway program. Ericsson found that the cost was comparable or even less than using a carrier. More importantly, the moves were completed more quickly and licensing headaches were eliminated.

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Story #5

# PARS Results

## PARS to the Rescue of Abandoned Retailer's Vehicle

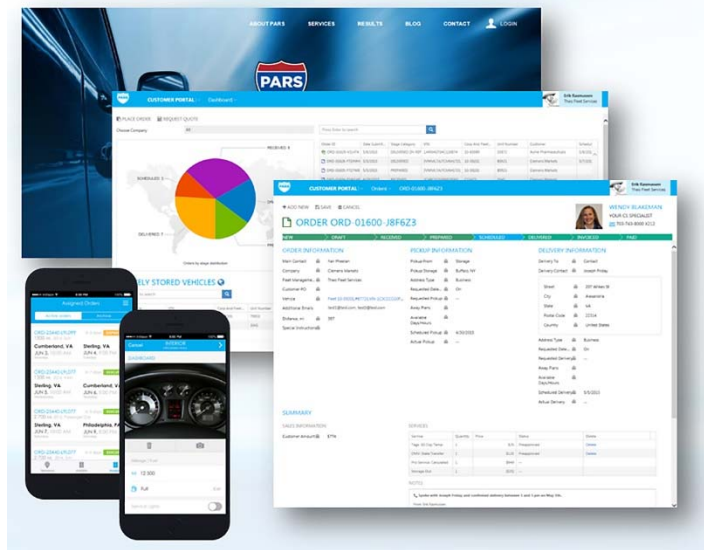
The fleet management company that manages a national retailer's fleet urgently contacted PARS concerning a vehicle parked on a road in Colorado that did not allow overnight parking.

Apparently, the driver had tendered his resignation, left the car parked in the street, and mailed its key back to a manager in California.

The PARS transport professionals obtained the necessary vehicle information, dispatched a local tow company that transported the vehicle to a secure location until PARS storage could be arranged. All of this was completed within three hours!

The FMC was happy. The retailer's fleet manager was thrilled because there was no need to worry about this vehicle being stranded overnight or being towed.

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Story #6

# PARS Results

## Customized Transport Project Management Helps Resolve Double Trouble

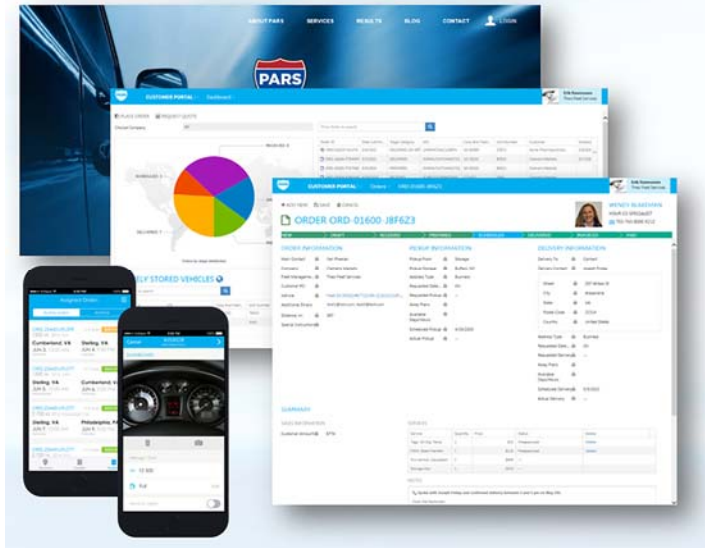
One of the pharmaceutical industry's top 20 companies challenged PARS to handle the vehicle transport issues related to two simultaneous projects – a Reduction in Force (RIF) impacting approximately 352 units and the need to take all drivers out of approximately 536 vehicles under recall for Takata airbags.

Working with the customer, its remarketing partner and closing company in weekly RIF planning calls, PARS logistics experts defined the specific parameters and instructions for each project. Since drivers could elect to buy the vehicle, turn it back to the company, or turn it over to the remarketer, PARS helped to develop driver communications regarding choices and actions to be taken.

During the course of the project, the PARS team tracked all of these vehicles and provided both status information on the customer portal and pushed reports regarding which vehicles were purchased, stored or sent for remarketing.

In the case of the Takata airbag recalled vehicles, PARS worked with the customer and its fleet maintenance company to coordinate the provision of rental cars. Scheduling transportation was dependent upon careful coordination of the affected vehicles with the rental car schedule. Again, proper planning and an emphasis on communications between all of the partners delivered excellent results.

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