



IRN, Inc. • Large enough to be connected, small enough to be personal.™

# Autofutures® Desktop Overview

**AUTOFUTURES DESKTOP IS A PRODUCT OF IRN, INC.**

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**<http://www.think-irn.com>**



## What is Autofutures Desktop?

IRN's Autofutures light vehicle forecast provides a comprehensive quarterly forecast of vehicles, platforms, engines, and transmissions as well as a wealth of graphs, analysis, and supporting detail delivered to our clients in the form of "the big book".

Autofutures Desktop delivers 99% of this information directly to your Microsoft Windows desktop PC through an easy to use software interface, providing you with:

- Forecast data and graphing
- Vehicle images
- Plant notes
- Platform life cycles
- Detailed, customizable reporting

All in a friendly, 100% customizable framework that YOU can control.



"the big book"



## Autofutures Desktop Saves Time...

The Autofutures Desktop software makes it easy to find the forecast numbers you need without paging through books or searching complex Excel spreadsheets.

Looking for a summary of Ford business?  
Click "search" and specify Ford.

OEMs Search

Search this field:

Company

for this value:

Ford

Data Graphing Reporting What's New? AF Forecaster Release: 3.9.10 (IRN)

Print Export Graph Report Copy Filter by Date Group by: Vehicle (Individual)

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	2003 CY	CY
Grand Total							3,750,347	164
Ford	Ford	Crown Victoria	EN (FN)	F	C	EN114	85,766	326
Ford	Ford	Econoline/Club Wagon	VN127	V-LCV	T	VN127	178,308	136
Ford	Ford	Escape	U204	XC-SUV	T	U204	216,437	413
Ford	Ford	Escort	CT120	C	C	CT120	12,404	0
Ford	Ford	Excursion	P131	SUV	T	U137	25,619	519
Ford	Ford	Expedition	U222	SUV	T	U222	201,510	349
Ford	Ford	Explorer	U152	SUV	T	U152	333,866	302
Ford	Ford	Explorer Sport	PN105	SUV	T	UM105/U207	26,964	0
Ford	Ford	Explorer Sport Trac	PN105	XT-SUV	T	P207	63,185	388
Ford	Ford	Fiesta/Icon	B2 (BE91)	B	C	C195	13,609	527
Ford	Ford	Focus	C170	C	C	C170	263,172	149
Ford	Ford	Freestar	V229	MPV	T	V229	56,668	337
Ford	Ford	F-Series	PN96	LT-LCV	T	PN96	403,312	446
Ford	Ford	F-Series	P131	LT-LCV	T	P131	279,767	310
Ford	Ford	F-Series	P221	LT-LCV	T	P221	249,789	369
Ford	Ford	Mustang	SN95	SP	C	SN95	154,937	704
Ford	Ford	Ranger	PN105	LT-LCV	T	PN105/150	224,233	308
Ford	Ford	Taurus	D186	D	C	D186/D248	294,126	327
Ford	Ford	Thunderbird	DEV98	SP	C	M205	18,837	716

First Quarter 2005 Data Pulled On: 4/8/2005 10:16:58 AM Show data with commas?  Set Styles

It really is that simple.  
That's all you need to do!



## **Autofutures Desktop Saves Money...**

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- Use Autofutures Desktop to make better decisions.
- Use Autofutures Desktop to manage your risk.
- Use Autofutures Desktop to help your business grow.

Want to know whether an OEM is giving you an accurate forecast?

**Autofutures Desktop will deliver an instant, independent light vehicle forecast.**

Want to know how long an OEM plans to keep a product on the market?

**Autofutures Desktop provides comprehensive product life cycles.**

Need details on a specific model series or body style?

**Autofutures Desktop provides detailed forecasts for both!**

Need information on a specific transmission, engine, or plant?

**You'll find the answers you need in Autofutures Desktop!**



# GUIDED TOUR – Main Interface

Autofutures Desktop provides forecasts for:

- Vehicle
- Vehicle / Body Style
- Vehicle / Model Series
- Vehicle / Plant
- Platform
- Engine
- Engine / Vehicle
- Transmission

Regions:

- North America
- West Europe
- South America

Grouped by:

- Calendar Year (5 yrs)
- Model Year (5 yrs)
- Quarterly (6 qtrs)

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	003 CY	004 CY
Grand Total							50,347	577,164
Ford	Ford	Crown Victoria	EN (FN)	F	C	EN114	85,766	82,826
Ford	Ford	Econoline/Club Wagon	VN127	V-LCV	T	VN127	78,308	201,136
Ford	Ford	Escape	U204	XC-SUV	T	U204	16,437	223,413
Ford	Ford	Escort	CT120	C	C	CT120	12,404	0
Ford	Ford	Excursion	P131	SUV	T	U137	25,619	19,519
Ford	Ford	Expedition	U222	SUV	T	U222	101,510	71,849
Ford	Ford	Explorer	U152	SUV	T	U152	133,866	112,002
Ford	Ford	Explorer Sport	PN105	SUV	T	UN105/U207	26,964	0
Ford	Ford	Explorer Sport Trac	PN105	XT-SUV	T	P207	63,185	58,988
Ford	Ford	Fiesta/Mkon	B2 (BE91)	B	C	C195	13,609	11,527
Ford	Ford	Focus	C170	C	C	C170	163,172	144,149
Ford	Ford	Freestar	V229	MPV	T	V229	56,668	28,837
Ford	Ford	F-Series	PN96	LT-LCV	T	PN96	103,312	72,446
Ford	Ford	F-Series	P131	LT-LCV	T	P131	179,767	125,810
Ford	Ford	F-Series	P221	LT-LCV	T	P221	149,789	105,669
Ford	Ford	Mustang	SN95	SP	C	SN95	54,937	69,704
Ford	Ford	Ranger	PN105	LT-LCV	T	PN105/M150	124,233	51,308
Ford	Ford	Taurus	D186	D	C	D186/D248	194,126	154,827
Ford	Ford	Thunderbird	DEW98	SP	C	M205	18,837	10,716



## GUIDED TOUR – Main Interface

You make your selections in the left-hand list boxes, and see the forecast numbers automatically in the main forecast view.

You specify details here.

You see forecast data here.

The Autofutures main forecast view displays two periods of historical information (actual production numbers) and 5-6 periods of forecast data.

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	2003 CY	2004 CY	2005 CY
Grand Total							417,947	395,262	342,000
Ford	Ford	Escape	U204	XC-SUV	T	U204	216,437	223,413	192,000
Ford	Ford	Expedition	U222	SUV	T	U222	201,510	171,849	150,000
Ford	Ford	Expedition XL	U324	SUV	T	U354	0	0	0

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code
Ford	Ford	Crown Victoria	EA169	F	C	
Ford	Ford	Crown Victoria	EN (FN)	F	C	EN114
Ford	Ford	Econoline/Club Wagon	VN127	V-LCV	T	VN127
Ford	Ford	Escape	U204	XC-SUV	T	U204
Ford	Ford	Escape	U204	XC-SUV	T	U377
Ford	Ford	Escort	CT120	C	C	CT120
Ford	Ford	Excursion	P131	SUV	T	U137
Ford	Ford	Expedition	U222	SUV	T	U222
Ford	Ford	Expedition	U324	SUV	T	U324
Ford	Ford	Expedition XL	U324	SUV	T	U354
Ford	Ford	Explorer	U152	SUV	T	U152
Ford	Ford	Explorer	U261	SUV	T	U261
Ford	Ford	Explorer Sport	PN105	SUV	T	UN105/U207



## GUIDED TOUR – Main Interface

You can also make selections through search.

You can specify which field to search in this box.

You specify your search criteria in this box.

Items matching your search criteria are automatically selected and displayed in the main forecast view.

Other options allow you to sort your data, set data display defaults, and overall font and color style defaults.

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	2003 CY	2004 CY	05 CY
GM	Total						282,797	230,361	5,010
GM	Saturn	Ion	Delta	C	C	GMX357	138,008	110,822	15,000
GM	Saturn	L-Series	J2900	D	C	GM2902	45,440	11,729	10
GM	Saturn	Vue	Theta	XC-SUV	T	GMT315	99,349	100,186	10,000
GM	Saturn	Relay	U-Van	MPV	T	GMT201	0	7,624	10,000
GM	Saturn	Aura	Epsilon (GM)	D	C	GMX384	0	0	0
GM	Saturn	Outlook	Lambda	XC-SUV	T	GMT966	0	0	0
GM	Saturn	Sky	Kappa	SP	C	GMX023	0	0	0
GM	Saturn	Ion	Delta	C	C	GMX002	0	0	0
GM	Saturn	Vue	Theta	XC-SUV	T	GMT319	0	0	0
GM	Saturn	Relay	Lambda	MPV	T	GMT962	0	0	0



## GUIDED TOUR – Main Forecast View

The main forecast view displays all of the items you've selected, providing you with detailed information including make, platform, nameplate, and more.

In this case, we're looking at the calendar year forecast for five vehicles, so we see two years of actual data (2003-2004) and five years of forecast data (2005-2009) as well as a total for all selected vehicles.

This provides a forecast snapshot of the items selected.

The screenshot shows the 'Autofutures@ Desktop + Forecaster' application window. The interface includes a menu bar (File, Auto-Update, Information, AF Forecaster, Help), a toolbar with options like Print, Export, Graph, Report, Copy, and Filter by Date, and a 'Group by' dropdown set to 'Vehicle (Individual)'. The main area displays a table with columns for Company, Make, Nameplate, Platform, Segment, Car/Truck, Vehicle Code, and forecast data for 2003 CY, 2004 CY, and 2005 CY. A sidebar on the left contains filters for 'N. America', 'Vehicles', and 'Calendar Year' (set to Quarterly), along with a search field for 'Make' (set to Saturn) and a 'Vehicles' list.

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	2003 CY	2004 CY	2005 CY
Grand Total							183,448	130,175	145,010
GM	Saturn	Ion	Delta	C	C	GMX357	138,008	110,822	105,000
GM	Saturn	L-Series	J2900	D	C	GM2902	45,440	11,729	10
GM	Saturn	Relay	U-Van	MPV	T	GMT201	0	7,624	40,000
GM	Saturn	Outlook	Lambda	XC-SUV	T	GMT966	0	0	0
GM	Saturn	Sky	Kappa	SP	C	GMX023	0	0	0
GM	Saturn	Ion	Delta	C	C	GMX002	0	0	0
GM	Saturn	Relay	Lambda	MPV	T	GMT962	0	0	0

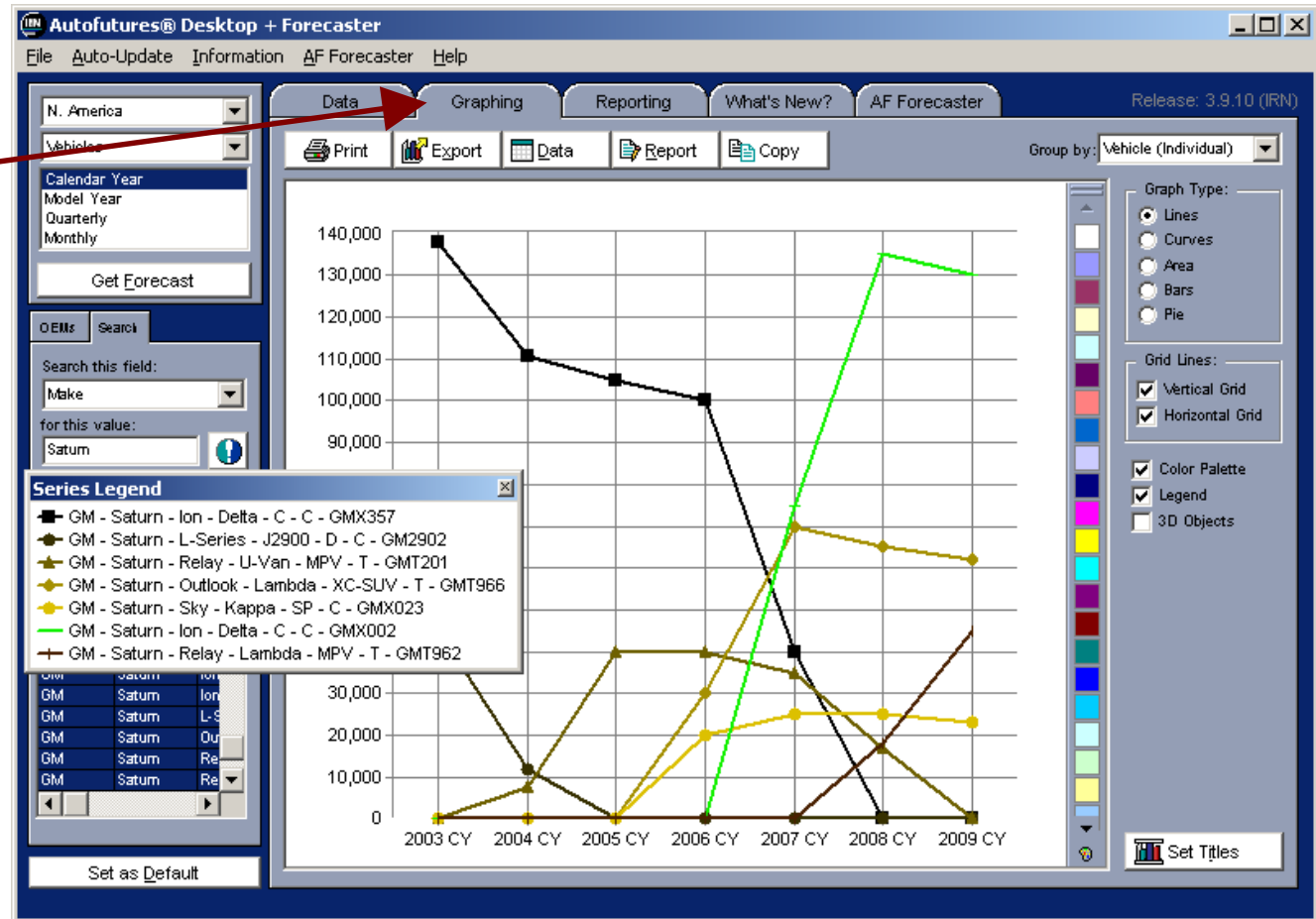
## GUIDED TOUR – Graphing

By clicking on the “Graphing” tab at the top of the screen, you can quickly switch between data view and graphing view.

The graphing view displays a graphical representation of the data from the main forecast view.

You can adjust the type of graph, and graphing details, and set custom titles and colors with the click of the mouse.

You can also group your selected items by make or company to create subtotal graphs.





## GUIDED TOUR – Forecast Details

In addition to the raw forecast numbers provided on the main forecast view, you can “drill down” into the forecast and find supporting details for the forecast, including:

- Vehicle Details
- Plant Information
- Platform Details
- Product Life Cycles

When you double-click on a forecast item, you’ll be presented with the associated detail screens for that item.

The screenshot shows the 'Autofutures@ Desktop + Forecaster' application window. The interface includes a menu bar (File, Auto-Update, Information, AF Forecaster, Help), a toolbar with options like Print, Export, Graph, Report, Copy, and Filter by Date, and a main data table. The table displays forecast data for various vehicle models across three years (2003 CY, 2004 CY, 2005 CY). A left-hand navigation pane allows users to drill down into details for specific vehicles, with a search field and a 'Vehicles' list. The bottom of the window shows the current data period (First Quarter 2005) and a 'Set Styles' button.

Company	Make	Nameplate	Platform	Segment	Car/Truck	Vehicle Code	2003 CY	2004 CY	2005 CY
Grand Total							183,448	130,175	145,010
GM	Saturn	Ion	Delta	C	C	GMX357	138,008	110,822	105,000
GM	Saturn	L-Series	J2900	D	C	GM2902	45,440	11,729	10
GM	Saturn	Relay	U-Van	MPV	T	GMT201	0	7,624	40,000
GM	Saturn	Outlook	Lambda	XC-SUV	T	GMT966	0	0	0
GM	Saturn	Sky	Kappa	SP	C	GMX023	0	0	0
GM	Saturn	Ion	Delta	C	C	GMX002	0	0	0
GM	Saturn	Relay	Lambda	MPV	T	GMT962	0	0	0



## GUIDED TOUR – Vehicle Details

The vehicle details pop-up provides all of a vehicle's forecast details. From the pop-up, you can confirm or verify details including:

- Current model-year vehicle image
- Plants currently producing the vehicle
- Vehicle "major dates" (life cycle)
- OEM, make, segment, and platform information

From this pop-up, you can click to access platform details, view a graphical product life cycle grid, get to details, and more.

**Vehicle Details**

Saturn L-Series

Platform Analysis  
Platform Details  
Platform Lifespan Report  
OEM Lifespan Report

Plants:  
Wilmington, DE, United States

OEM: GM  
Make: Saturn  
Segment: D (click for details)  
Platform: J2900  
Code Name: GM2902

Date	Type	Description
6/30/2004	End	End - Replacement is the Saturn Aura.

Add to Report   Print   OK



## GUIDED TOUR – Plant Details

The plant details pop-up provides all of a plant's supporting information. From the pop-up, you can confirm or verify details including:

- Plant Notes (general information on the plant)
- Recent investments in the plant
- Product plans (what vehicles are slated for production here)
- Plant issues (what problems has the plant faced)

**Plant Details**

Plant Name: Wilmington, DE, United States

Plant Note: This plant opened in 1947. It is 2.7M square feet.

Investments: GM will invest about \$100M to prepare Wilmington for the Kappa-based Pontiac Solstice, which will go into production in 2005.

Product Plan: In 1999, the addition of the Saturn LS took place. GM has indicated that the Solstice will be produced in Wilmington, as opposed to Ramos Arizpe, Mexico.

Issues: Saturn L-Series production ceased in June 2004, about one year earlier than previously planned. Slow sales of the L-Series had Wilmington periodically

Date	Capacity	Utilization
2002	244000	41%
2003	249000	18%
2004	249000	16%
2005	249000	59%
2006	249000	110%
2007	249000	130%
2008	249000	118%

Add to Report Print OK



## GUIDED TOUR – Platform Details

The platform details pop-up provides additional information about the platform on which a specific vehicle is produced. From this pop-up, you can research or verify details including:

- OEM and platform name
- Other vehicles on “shared” platforms
- Platform life cycle details

From this pop-up, you can click to access a graphical product life cycle as well.

The product life cycle is a combined view of all vehicles in a given platform, showing upcoming minor and major platform revisions, changes, additions, etc.

**Platform Details**

Company: GM  
Platform: J2900

Vehicles:

Make	Nameplate	Vehicle Code Name
Opel/Vauxhall	Vectra	
Chevrolet	Vectra	
Saab	9-3	C104
Saab	9-5	C640/641

Platform Analysis  
Platform Lifespan Report  
OEM Lifespan Report

**MAJOR DATES**

Date	Make	Nameplate	Type	Description
6/30/2004	Saturn	L-Series	End	End - Replacement is the Saturn Aura.

Add to Report    Print    OK



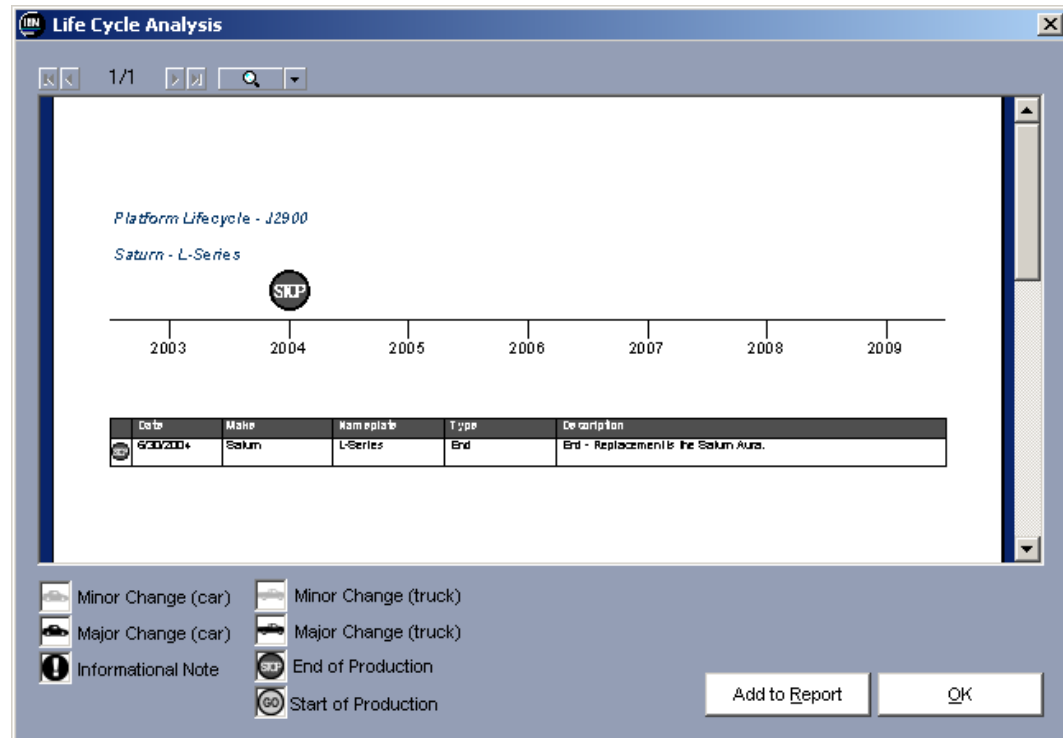
## GUIDED TOUR – Life Cycle Details

The life cycle graph provides a visual indicator of a platform or vehicle's life cycle.

The life cycle graph indicates:

- Production START and STOP
- General information
- Minor vehicle changes
- Major vehicle changes
- Unique car/truck indicators

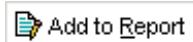
The platform life cycle report is a combined view of all vehicles in a given platform, showing upcoming minor and major platform revisions, changes, additions, etc.





## GUIDED TOUR – Reporting

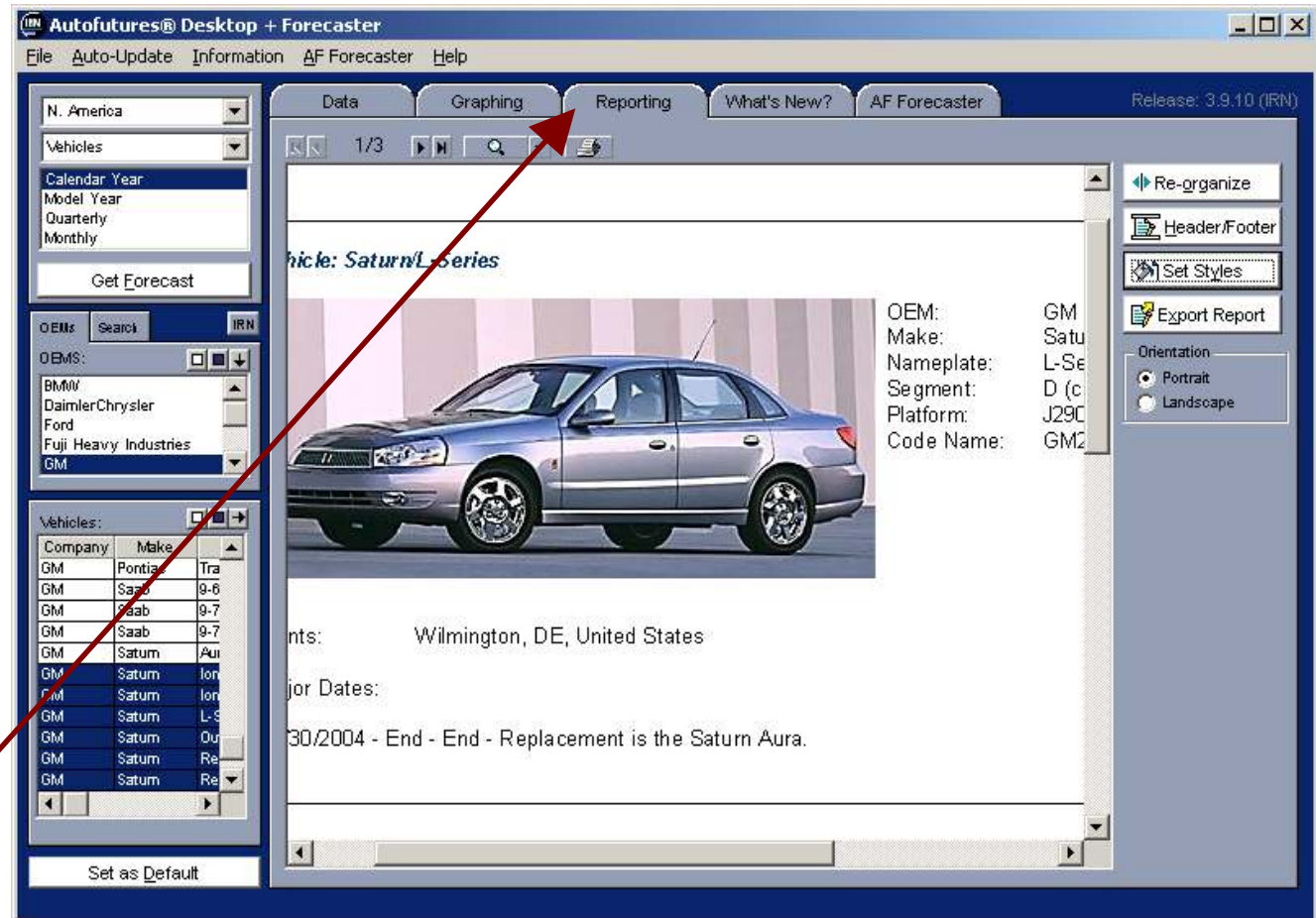
Every screen in Autofutures Desktop includes an “add to report” button.



Clicking the “add to report” button makes a copy of the data on the current screen and adds it to the “reporting” tab of the Autofutures Desktop main interface.

In this way, you can create your own PDF report including forecast data, graphs, vehicle details, and more.

Use the reporting tab to organize and format your report.



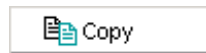


## GUIDED TOUR – Other Functions

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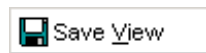
You can send your forecast data, product life cycles, vehicle details, graphs, and reports to your local or network printer from virtually any screen within Autofutures Desktop. Just click on the “print” button to start spooling your print job.



With the click of a mouse, you can copy your main data grid and paste it directly into Microsoft Excel, Lotus, or Microsoft Access. You can drop your data or graphs directly into your presentation, too. Just copy and paste right into PowerPoint. You can copy from Autofutures Desktop and paste directly into any standard Windows application.



You can export your main forecast grid in comma-delimited (.CSV) or tab-delimited (.TXT) formats for easy import into virtually any database system. You can export your graphs as standard bitmaps (.BMP), and your reports as Adobe Acrobat (.PDF) files.



You can also create custom “views” in Autofutures Desktop. A saved view records all of the forecast items you’ve selected, and records your font, style, graphing, and reporting preferences, but DOESN’T save the actual forecast numbers. When the IRN forecast changes, you can pop open your view and instantly see all of your forecast items, automatically updated with IRN’s most-current forecast data.



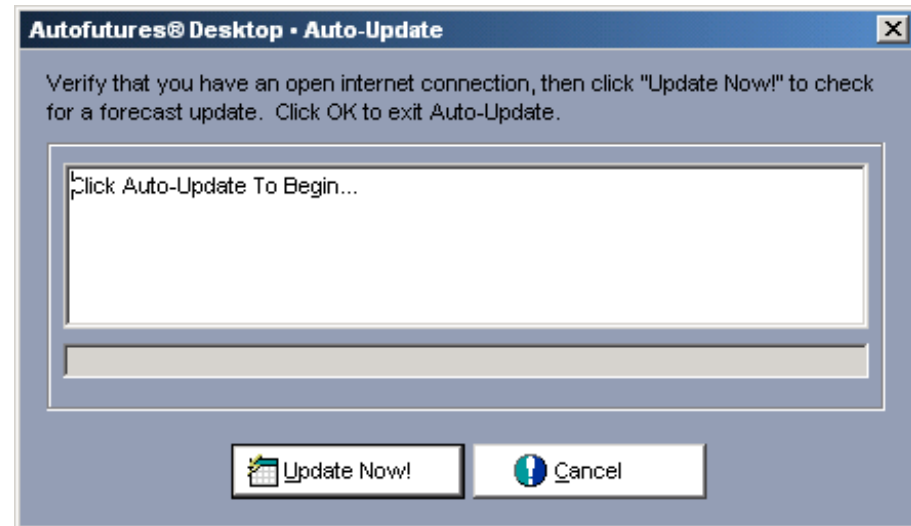
## GUIDED TOUR – Forecast Updates

Autofutures Desktop automatically synchronizes itself against the IRN forecast database using your existing Internet connection and our built-in “auto-update” tool.

When you’re ready to look for new numbers, just click on “update now!” and Autofutures Desktop checks with the IRN servers to look for updates to the IRN forecast or the application.

When an update is found, you’ll be prompted to install the update or let Autofutures Desktop automatically install updates.

And, through the preferences dialog box, you can control how often Autofutures Desktop looks for updates, how often they’re downloaded, and whether or not the updates are applied automatically.



Every month IRN publishes new forecast data. IRN gathers information from many different contacts and sends that information to your desktop automatically.



## Experience it for Yourself...

Autofutures Desktop is compatible with all versions of Microsoft Windows, and can be installed in a matter of minutes. The demonstration version of Autofutures Desktop includes real updated data for fifteen vehicles and their engines, and transmissions.

You can download Autofutures Desktop from the IRN website at:

<http://www.think-irn.com/index.asp?LT=instructions>

Or you can request a CD from the IRN Information Technology group using the contact information below:

**IRN, Inc.**  
**2680 Walker Ave NW • Suite A**  
**Grand Rapids MI 49544**  
**(616) 785-5175**

