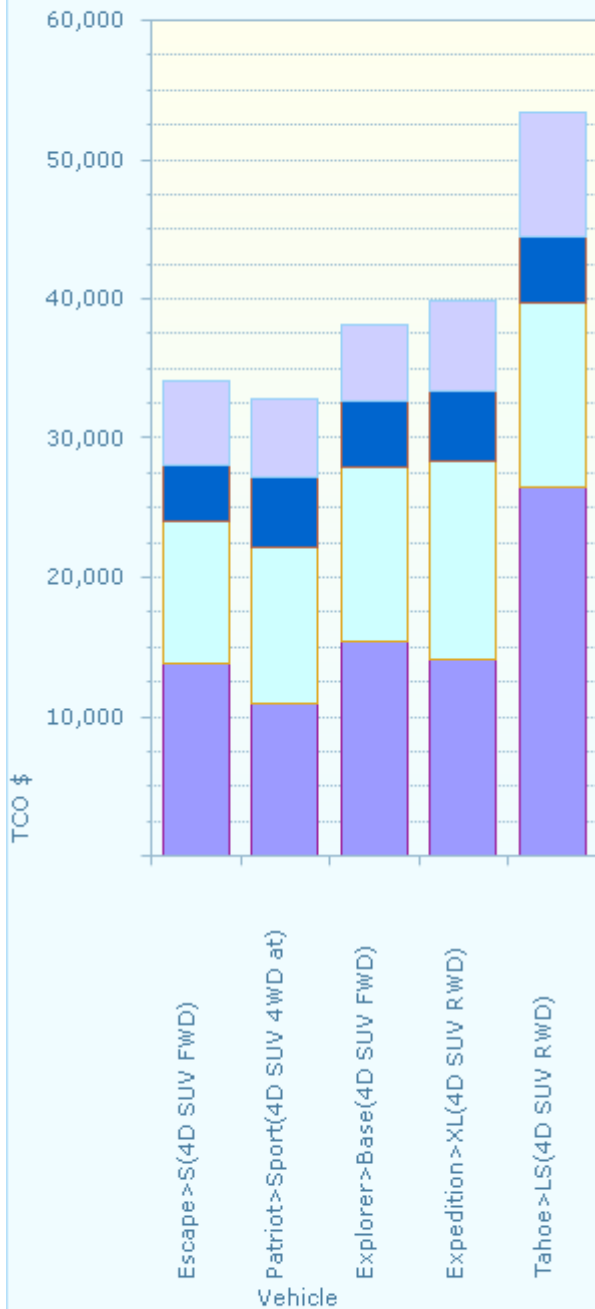
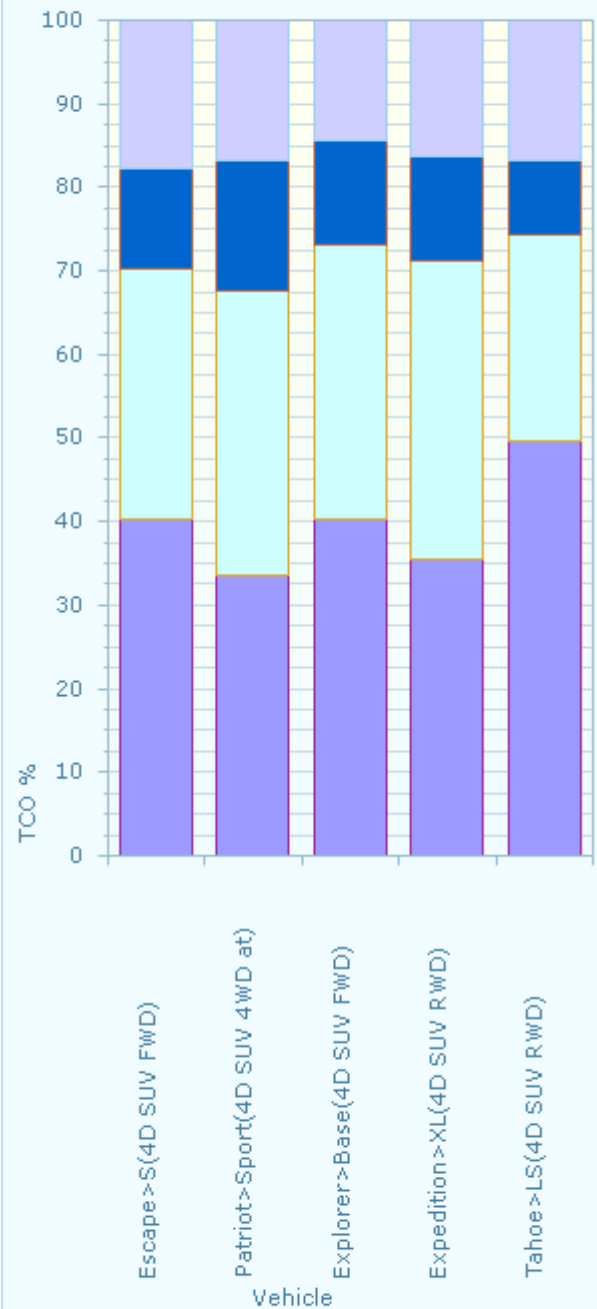
	
Query Name:					
Residual Provider	BLACK BOOK	BLACK BOOK	BLACK BOOK	BLACK BOOK	BLACK BOOK
Vehicle Description	2017 Ford Escape S(4D SUV FWD)	2017 Jeep Patriot Sport (4D SUV 4WD at)	2017 Ford Explorer Base (4D SUV FWD)	2017 Ford Expedition XL (4D SUV RWD)	2017 Chevrolet Tahoe LS(4D SUV RWD)
Segment	Compact SUV	Compact SUV	Intermediate SUV	Large SUV	Large SUV
Pricing	Current	Current	Current	Current	Current
MSRP	\$23,600	\$21,440	\$31,660	\$41,700	\$47,215
SWC Fleet Price	\$19,198	\$17,038	\$24,545	\$27,267	\$41,231
Discount/Adjustments	\$0	\$0	\$0	\$0	\$0
Depreciation	\$13,770	\$10,994	\$15,386	\$14,167	\$26,454
Fuel	\$10,214	\$11,142	\$12,513	\$14,226	\$13,209
Maintenance	\$6,062	\$5,534	\$5,511	\$6,497	\$8,953
Repairs	\$4,089	\$5,086	\$4,709	\$4,927	\$4,757
Grand Total	\$34,135	\$32,756	\$38,119	\$39,817	\$53,373
Cost Per Mile	\$0.35	\$0.33	\$0.39	\$0.41	\$0.54
Cost Per Month	\$406	\$390	\$454	\$474	\$635
Footnote					

Total Ownership Costs



Total Ownership Costs %



2017 Ford Escape S(4D SUV FWD)

Vehicle

Lifecycle: 84 Months	Fleet Price (before add/deducts, discounts and destination): \$19,198
Annual Mileage: 14000	Destination: \$0
Geography: Georgia	Add/Deducts: \$0
Vehicle Make: Ford	Fleet Discount: \$0
Vehicle Year: 2017	Corporate Discount: \$0
Vehicle Model: Escape	Volume Discount: \$0
Vehicle Trim: S(4D SUV FWD)	Optional Adjustment 1: \$0
Vehicle Segment: Compact SUV	Optional Adjustment 2: \$0
	Optional Adjustment 3: \$0
	Market Price (includes add/deducts, discounts and destination): \$19,198

Add/Deducts (Msrp / Invoice):

Fuel Costs

Fuel Type: Regular	
Gas Guzzler Charge: \$0	Year 1 : \$2.209 /Gallon
Fuel Inflation : 3.5 % Year	Year 2 : \$2.288 /Gallon
City MPG*: 21	Year 3 : \$2.369 /Gallon
Highway MPG*: 29	Year 4 : \$2.453 /Gallon
City : 55 %	Year 5 : \$2.540 /Gallon
Highway : 45 %	Year 6 : \$2.631 /Gallon
	Year 7 : \$2.724 /Gallon

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

Finance Period: 60 Months	Down Payment : 15 %
Finance Interest Rate : 2.52 %	

Opportunity Cost Interest

Year 1 : 0.43 %	Year 5 : 0.43 %
Year 2 : 0.43 %	Year 6 : 0.43 %
Year 3 : 0.43 %	Year 7 : 0.43 %
Year 4 : 0.43 %	

Insurance Costs

Year 1 : \$1,201	Year 5 : \$1,177
Year 2 : \$1,195	Year 6 : \$1,171
Year 3 : \$1,189	Year 7 : \$1,165
Year 4 : \$1,183	

Repair Costs

Year 1 : \$0	Year 5 : \$841
Year 2 : \$0	Year 6 : \$1,043
Year 3 : \$234	Year 7 : \$1,293
Year 4 : \$678	
	Warranty: 36000 Miles 36 Months

Maintenance

Free Scheduled ⁰ Miles	Hourly Labor Rate : \$88.42 /Hour
Maintenance: ⁰ Months	

Depreciation

Year 1: 33.72%	Year 5: 6.39%
Year 2: 9.58%	Year 6: 5.35%
Year 3: 8.39%	Year 7: 4.48%
Year 4: 7.15%	

Client Name**Footnote****Vehicle Description**

2017 Ford Escape S(4D SUV FWD)

2017 Jeep Patriot Sport(4D SUV 4WD at)**Vehicle**

Lifecycle: 84 Months	Fleet Price (before add/deducts, discounts and destination): \$17,038
Annual Mileage: 14000	Destination: \$0
Geography: Georgia	Add/Deducts: \$0
Vehicle Make: Jeep	Fleet Discount: \$0
Vehicle Year: 2017	Corporate Discount: \$0
Vehicle Model: Patriot	Volume Discount: \$0
Vehicle Trim: Sport(4D SUV 4WD at)	Optional Adjustment 1: \$0
Vehicle Segment: Compact SUV	Optional Adjustment 2: \$0
	Optional Adjustment 3: \$0
	Market Price (includes add/deducts, discounts and destination): \$17,038

Add/Deducts (Msrp / Invoice):**Fuel Costs**

Fuel Type: Regular	Year 1 : \$2.209 /Gallon
Gas Guzzler Charge: \$0	Year 2 : \$2.288 /Gallon
Fuel Inflation : 3.5 % Year	Year 3 : \$2.369 /Gallon
City MPG*: 20	Year 4 : \$2.453 /Gallon
Highway MPG*: 25	Year 5 : \$2.540 /Gallon
City : 55 %	Year 6 : \$2.631 /Gallon
Highway : 45 %	Year 7 : \$2.724 /Gallon

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

Finance Period: 60 Months	Down Payment : 15 %
Finance Interest Rate : 2.52 %	

Opportunity Cost Interest

Year 1 : 0.43 %	Year 5 : 0.43 %
Year 2 : 0.43 %	Year 6 : 0.43 %
Year 3 : 0.43 %	Year 7 : 0.43 %
Year 4 : 0.43 %	

Insurance Costs

Year 1 : \$1,592	Year 5 : \$1,560
Year 2 : \$1,584	Year 6 : \$1,552
Year 3 : \$1,576	Year 7 : \$1,544
Year 4 : \$1,568	

Repair Costs

Year 1 : \$0	Year 5 : \$1,046
Year 2 : \$0	Year 6 : \$1,297
Year 3 : \$292	Year 7 : \$1,608
Year 4 : \$843	Warranty: 36000 Miles 36 Months

Maintenance

Free Scheduled Maintenance: 0 Miles / 0 Months

Hourly Labor Rate :\$88.42 /Hour

Depreciation

Year 1:26.78%	Year 5:6.78%
Year 2:9.79%	Year 6:5.80%
Year 3:8.37%	Year 7:4.96%
Year 4:7.40%	

Client Name

Footnote

Vehicle Description

2017 Jeep Patriot Sport(4D SUV 4WD at)

2017 Ford Explorer Base(4D SUV FWD)

Vehicle

Lifecycle:84 Months	Fleet Price (before add/deducts, discounts and destination):\$24,545
Annual Mileage:14000	Destination:\$0
Geography:Georgia	Add/Deducts:\$0
Vehicle Make:Ford	Fleet Discount:\$0
Vehicle Year:2017	Corporate Discount:\$0
Vehicle Model:Explorer	Volume Discount:\$0
Vehicle Trim:Base(4D SUV FWD)	Optional Adjustment 1:\$0
Vehicle Segment:Intermediate SUV	Optional Adjustment 2:\$0
	Optional Adjustment 3:\$0
	Market Price (includes add/deducts, discounts and destination):\$24,545

Add/Deducts (Msrp / Invoice):

Fuel Costs

Fuel Type:Regular	Year 1 :\$2.209 /Gallon
Gas Guzzler Charge:\$0	Year 2 :\$2.288 /Gallon
Fuel Inflation :3.5 % Year	Year 3 :\$2.369 /Gallon
City MPG*:17	Year 4 :\$2.453 /Gallon
Highway MPG*:24	Year 5 :\$2.540 /Gallon
City :55 %	Year 6 :\$2.631 /Gallon
Highway :45 %	Year 7 :\$2.724 /Gallon

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

Finance Period:60 Months	Down Payment :15 %
Finance Interest Rate :2.52 %	

Opportunity Cost Interest

Year 1 :0.43 %	Year 5 :0.43 %
Year 2 :0.43 %	Year 6 :0.43 %
Year 3 :0.43 %	Year 7 :0.43 %
Year 4 :0.43 %	

Insurance Costs

Year 1 :\$1,383	Year 5 :\$1,355
Year 2 :\$1,376	Year 6 :\$1,348
Year 3 :\$1,369	Year 7 :\$1,341
Year 4 :\$1,362	

Repair Costs

Year 1 :\$0	Year 5 :\$968
Year 2 :\$0	Year 6 :\$1,201
Year 3 :\$270	Year 7 :\$1,489
Year 4 :\$781	36000 Miles
	Warranty: 36 Months

Maintenance

Free Scheduled Maintenance: 0 Miles 0 Months	Hourly Labor Rate :\$88.42 /Hour
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Depreciation

Year 1:23.19%	Year 5:7.01%
Year 2:10.61%	Year 6:5.96%
Year 3:9.29%	Year 7:5.07%
Year 4:8.07%	

Client Name

Footnote

Vehicle Description

2017 Ford Explorer Base(4D SUV FWD)

2017 Ford Expedition XL(4D SUV RWD)

Vehicle

Lifecycle:84 Months	Fleet Price (before add/deducts, discounts and destination):\$27,267
Annual Mileage:14000	Destination:\$0
Geography:Georgia	Add/Deducts:\$0
Vehicle Make:Ford	Fleet Discount:\$0
Vehicle Year:2017	Corporate Discount:\$0
Vehicle Model:Expedition	Volume Discount:\$0
Vehicle Trim:XL(4D SUV RWD)	Optional Adjustment 1:\$0
Vehicle Segment:Large SUV	Optional Adjustment 2:\$0
	Optional Adjustment 3:\$0
	Market Price (includes add/deducts, discounts and destination):\$27,267

Add/Deducts (Msrp / Invoice):

Fuel Costs

Fuel Type:Regular	Year 1:\$2.209 /Gallon
Gas Guzzler Charge:\$0	Year 2 :\$2.288 /Gallon
Fuel Inflation :3.5 % Year	Year 3 :\$2.369 /Gallon
City MPG*:15	Year 4 :\$2.453 /Gallon
Highway MPG*:21	Year 5 :\$2.540 /Gallon
City :55 %	Year 6 :\$2.631 /Gallon
Highway :45 %	Year 7 :\$2.724 /Gallon

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPG's may have been modified by user.

Finance

Finance Period:60 Months	Down Payment :15 %
Finance Interest Rate :2.52 %	

Opportunity Cost Interest

Year 1 :0.43 %	Year 5 :0.43 %
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Year 2 :0.43 %

Year 6 :0.43 %

Year 3 :0.43 %

Year 7 :0.43 %

Year 4 :0.43 %

Insurance Costs

Year 1 :\$1,206

Year 5 :\$1,182

Year 2 :\$1,200

Year 6 :\$1,176

Year 3 :\$1,194

Year 7 :\$1,170

Year 4 :\$1,188

Repair Costs

Year 1 :\$0

Year 5 :\$1,013

Year 2 :\$0

Year 6 :\$1,257

Year 3 :\$282

Year 7 :\$1,558

Year 4 :\$817

Warranty: 36000 Miles
36 Months

Maintenance

Free Scheduled⁰ Miles
Maintenance:0 Months

Hourly Labor Rate :\$88.42 /Hour

Depreciation

Year 1:25.28%

Year 5:6.32%

Year 2:8.29%

Year 6:5.52%

Year 3:7.34%

Year 7:4.82%

Year 4:6.84%

Client Name

Footnote

Vehicle Description

2017 Ford Expedition XL(4D SUV RWD)

2017 Chevrolet Tahoe LS(4D SUV RWD)

Vehicle

Lifecycle:84 Months	Fleet Price (before add/deducts, discounts and destination):\$41,231
Annual Mileage:14000	Destination:\$0
Geography:Georgia	Add/Deducts:\$0
Vehicle Make:Chevrolet	\$0
Vehicle Year:2017	Corporate Discount:\$0
Vehicle Model:Tahoe	Volume Discount:\$0
Vehicle Trim:LS(4D SUV RWD)	Optional Adjustment 1:\$0
Vehicle Segment:Large SUV	Optional Adjustment 2:\$0
	Optional Adjustment 3:\$0
	Market Price (includes add/deducts, discounts and destination):\$41,231

Add/Deducts (Msrp / Invoice):

Fuel Costs

Fuel Type:Regular	
Gas Guzzler Charge:\$0	Year 1 :\$2.209 /Gallon
Fuel Inflation :3.5 % Year	Year 2 :\$2.288 /Gallon
City MPG*:16	Year 3 :\$2.369 /Gallon
Highway MPG*:23	Year 4 :\$2.453 /Gallon
City :55 %	Year 5 :\$2.540 /Gallon
Highway :45 %	Year 6 :\$2.631 /Gallon
	Year 7 :\$2.724 /Gallon

* MPG is based on EPA estimates as reported by auto manufacturers. The fuel economy for 3/4 and 1 ton trucks are estimated by Vincentric. MPGs may have been modified by user.

Finance

Finance Period:60 Months	Down Payment :15 %
Finance Interest Rate :2.52 %	

Opportunity Cost Interest

Year 1 :0.43 %	Year 5 :0.43 %
Year 2 :0.43 %	Year 6 :0.43 %
Year 3 :0.43 %	Year 7 :0.43 %
Year 4 :0.43 %	

Insurance Costs

Year 1 :\$1,294	Year 5 :\$1,274
Year 2 :\$1,289	Year 6 :\$1,268
Year 3 :\$1,284	Year 7 :\$1,263
Year 4 :\$1,279	

Repair Costs

Year 1 :\$0	Year 5 :\$978
Year 2 :\$0	Year 6 :\$1,213
Year 3 :\$273	Year 7 :\$1,504
Year 4 :\$789	36000 Miles
	Warranty: 36 Months

Maintenance

Free Scheduled Maintenance:24000 Miles	Hourly Labor Rate :\$88.42 /Hour
Maintenance:24 Months	

Depreciation

Year 1:16.80%	Year 5:7.70%
Year 2:11.29%	Year 6:6.55%
Year 3:9.75%	Year 7:5.57%
Year 4:8.59%	

Client Name

Footnote

Vehicle Description

2017 Chevrolet Tahoe LS(4D SUV RWD)

All results based on Vincentric data produced on Feb 24 2017 6:08PM

Report created by Michael Marsh on March 6 2017 11:00 AM

Ownership costs are estimates and actual ownership costs will vary. Vincentric makes no gaurantee or warranty, either expresses or implied, including without limitation any warranty of merchantability or fitness for a particular purpose, with respect to the data presented here.