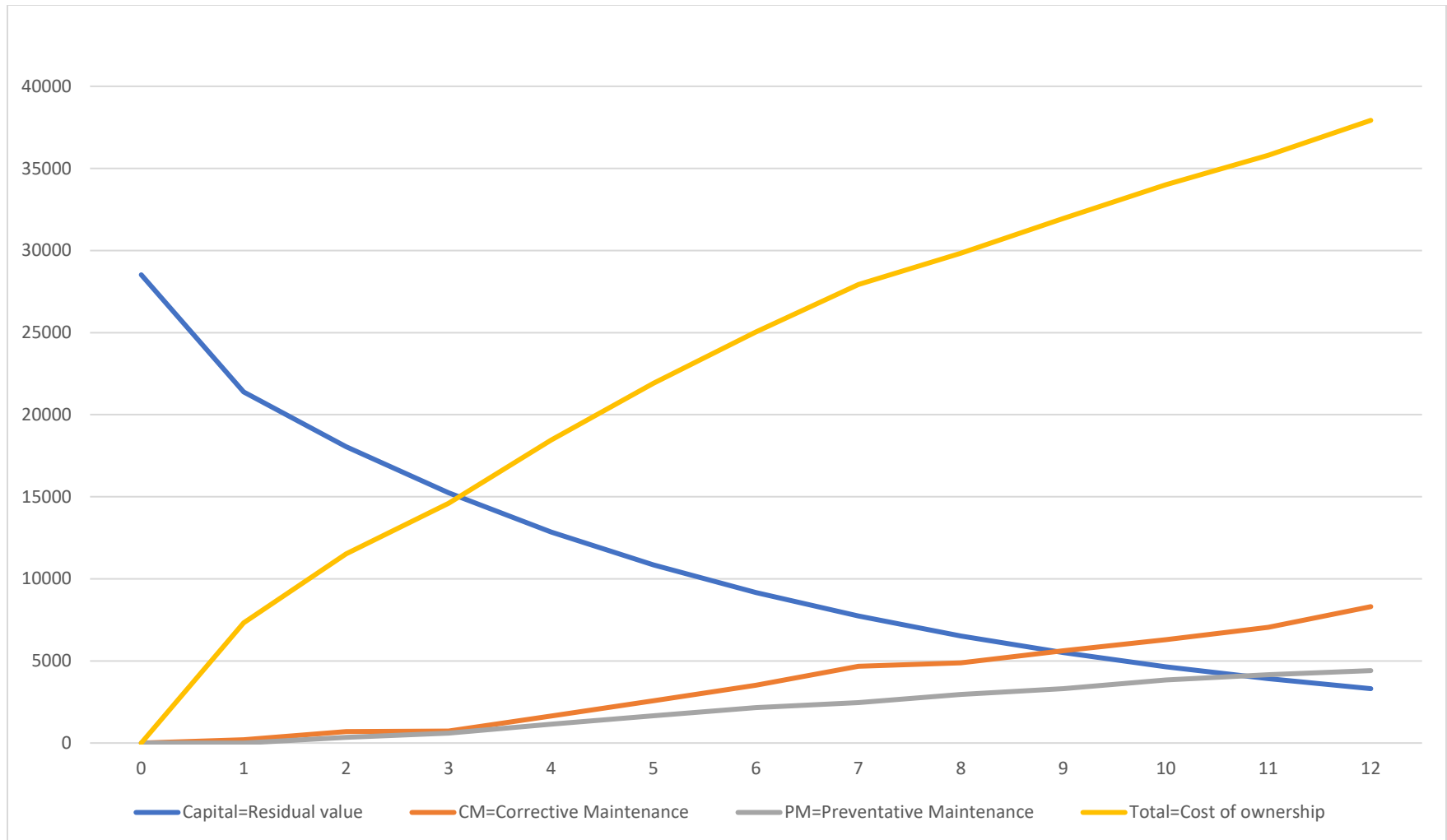


12-13 Total Cost of Ownership without fuel Ford F250 Truck



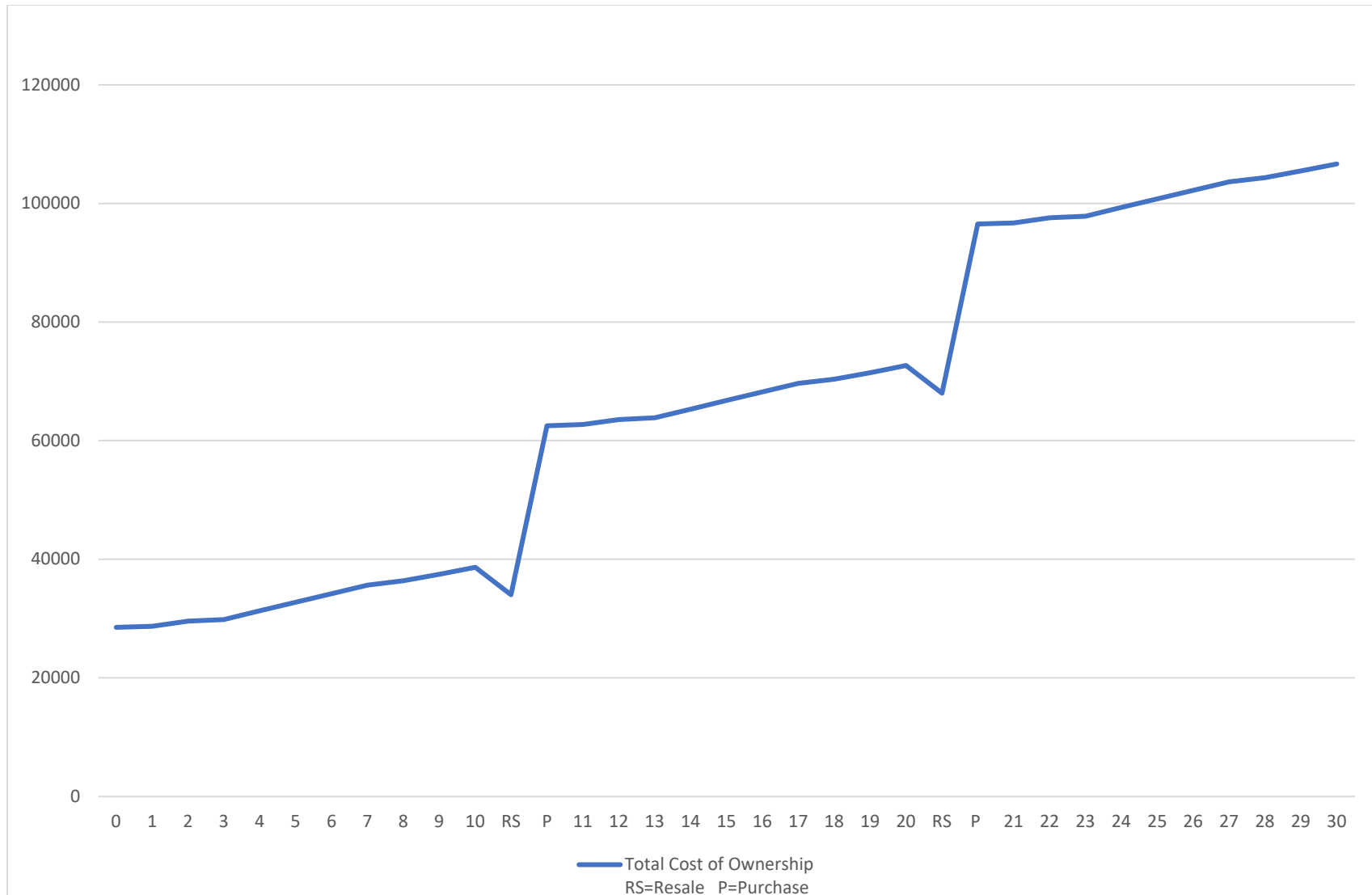
Notes:

1) High mileage, age, and idle run times. This truck is 12 years old, has 116,000 miles on it, and is used on standby for emergency response

Preventative maintenance (PM) includes all factory recommended service work based on time and miles. Corrective maintenance (CM) includes all other work including brakes, tires, water pumps, transmissions, etc.

	Capital=Residual value	CM=Corrective Maintenance	PM=Preventative Maintenance	Total=Cost of ownership
0	28520	0	0	0
1	21390	197.12	0	7327.12
2	18053	704.14	344.74	11515.88
3	15237	725.04	597.74	14605.78
4	12860	1646.76	1148.88	18455.64
5	10854	2578.76	1665.28	21910.04
6	9161	3527.76	2155.41	25042.17
7	7732	4677.71	2454.83	27920.54
8	6525	4876.09	2959.58	29830.67
9	5507	5625.73	3312.05	31950.78
10	4648	6288.8	3842.22	34003.02
11	3923	7050.34	4155.97	35803.31
12	3311	8306.95	4410.81	37926.76

12-13 Total Cost of Ownership
 10 Year cycle without fuel
 \$106,657.06

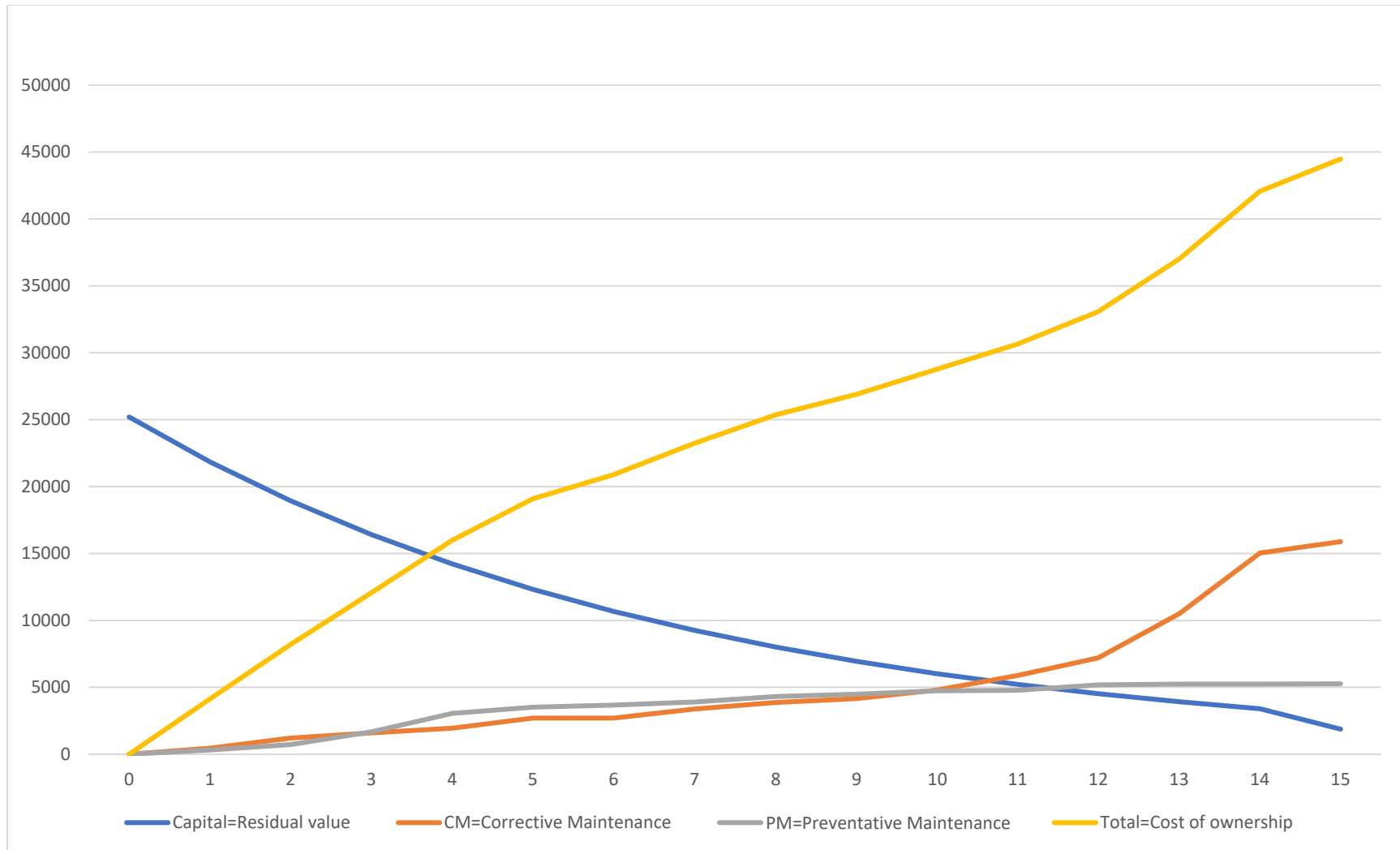


This vehicle was graphed using a 5 and 10-year replacement timing schedule over a 30-year span. The 10-year replacement timing was the lowest cost of ownership and would be the optimal time to sell the vehicle and purchase a replacement. Year 5 total cost of ownership is \$128,040.20. When the vehicle is sold for its residual value, it lowers the total cost of ownership; conversely, when a replacement vehicle is purchased, it increases the total cost of ownership. The upward trajectory on the trend is reflective of the total operating costs which includes both preventative and corrective maintenance costs. The total depreciation is captured when the vehicle is sold.

Total Cost of Ownership Series 2 Series 3

	0	28520
	1	28717.12
	2	29568.88
	3	29842.78
	4	31315.64
	5	32764.04
	6	34203.17
	7	35652.54
	8	36355.67
	9	37457.78
	10	38651.02
RS		34003.02
P		62523.02
	11	62720.14
	12	63571.9
	13	63845.8
	14	65318.66
	15	66767.06
	16	68206.19
	17	69655.56
	18	70358.69
	19	71460.8
	20	72654.04
RS		68006.04
P		96526.04
	21	96723.16
	22	97574.92
	23	97848.82
	24	99321.68
	25	100770.08
	26	102209.21
	27	103658.58
	28	104361.71
	29	105463.82
	30	106657.06

08-61 Total Cost of Ownership without fuel Chevrolet Colorado Truck



Notes:

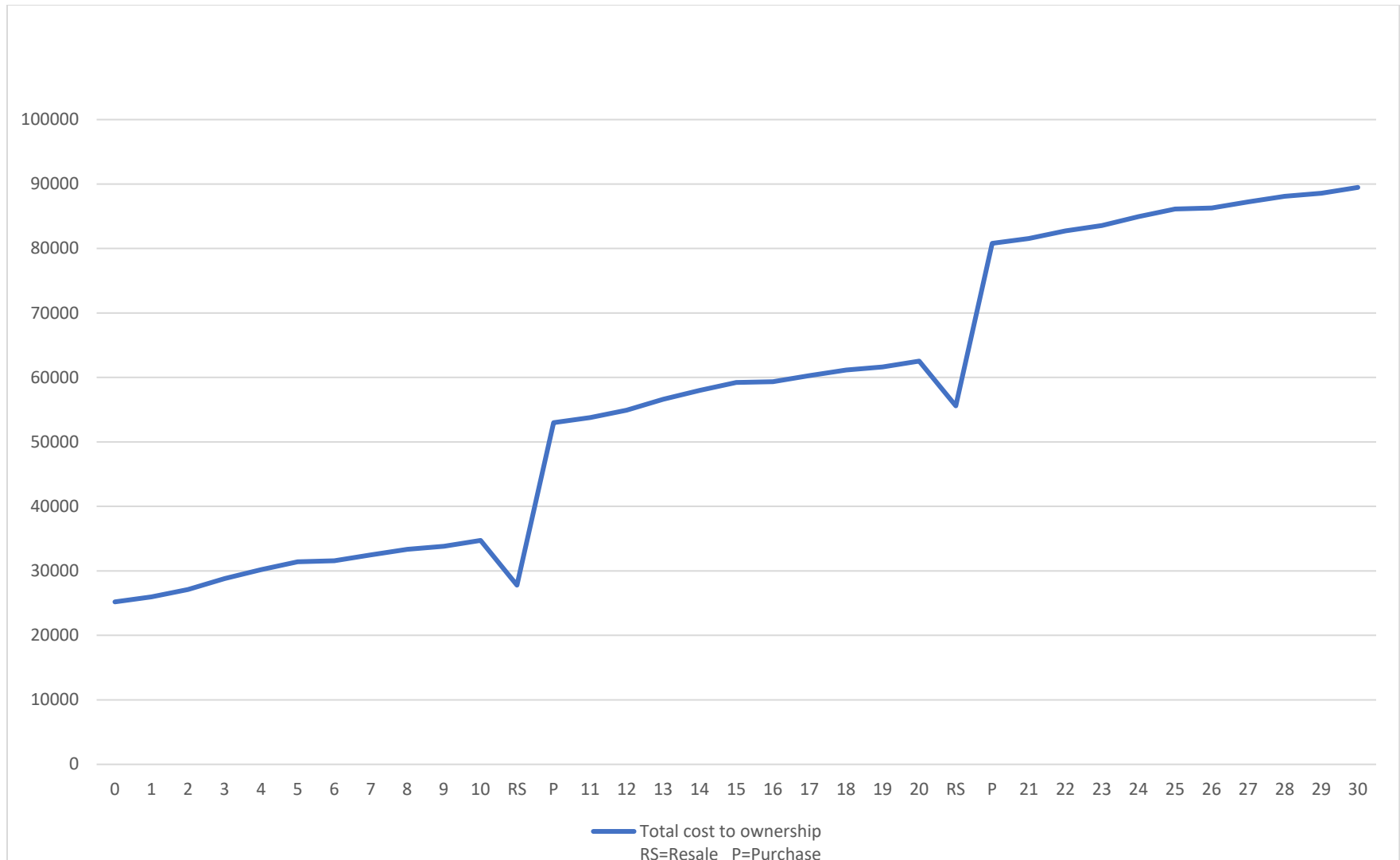
3) Major corrective maintenance costs. This truck is 16 years old and has had multiple major component failures including: replacement of transmission, transfer case, and rear axle, in addition to, steering and wheel bearing repair for a combined total repair cost of \$6,235.08.

Preventative maintenance (PM) includes all factory recommended service work based on time and miles.

Corrective maintenance (CM) includes all other work including brakes, tires, water pumps, transmissions, etc.

	Capital=Residual value	CM=Corrective Maintenance	PM=Preventive Maintenance	Total=Cost of ownership
0	25201	0	0	0
1	21841	448	323	4131
2	18929	1209	720	8201
3	16405	1593	1673	12062
4	14218	1953	3049	15985
5	12322	2692	3523	19094
6	10679	2692	3674	20888
7	9255	3389	3909	23244
8	8021	3860	4305	25345
9	6952	4148	4489	26886
10	6025	4805	4741	28772
11	5222	5889	4784	30652
12	4526	7201	5188	33064
13	3923	10498	5234	37010
14	3400	15026	5234	42061
15	1874	15886	5263	44476

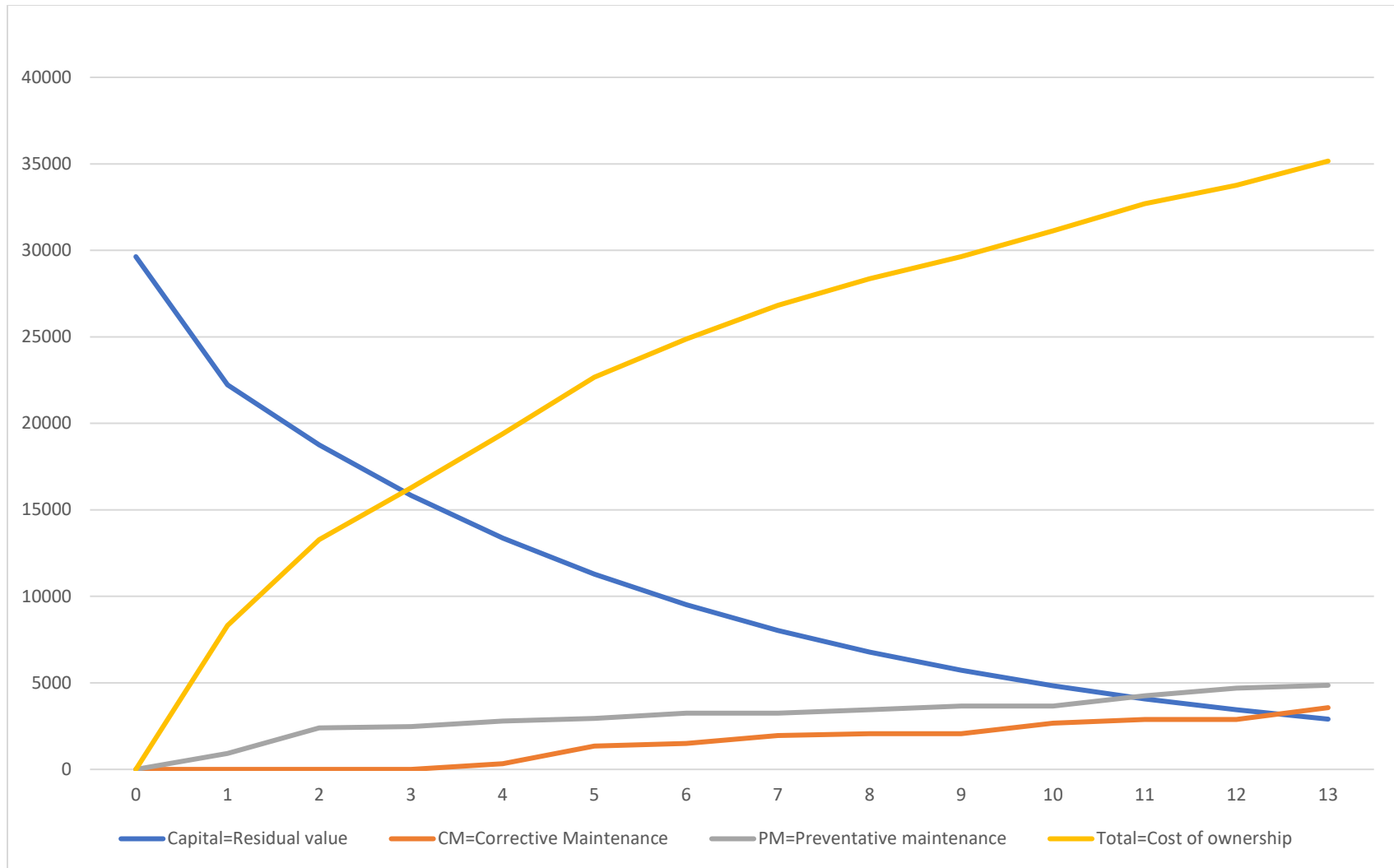
08-61 Total Cost of Ownership
10 year cycle without fuel
\$89,481.85



This vehicle was graphed using a 5, 10, and 15-year replacement timing schedule over a 30-year span. The 10-year replacement timing was the lowest cost of ownership of the three and would be the optimal time to sell the vehicle and purchase a replacement. Year 5 total cost of ownership is \$126,844.36 and year 15 is \$95,356.83. When the vehicle is sold for its residual value, it lowers the total cost of ownership; conversely, when a replacement vehicle is purchased, it increases the total cost of ownership. The upward trajectory on the trend is reflective of the total operating costs which includes both preventative and corrective maintenance costs. The total depreciation is captured when the vehicle is sold.

	Total cost of ownership	Series 2	Series 3
	0	25201	
	1	25972.26	
	2	27130.26	
	3	28828.54	
	4	30204.13	
	5	31416.56	
	6	31567.69	
	7	32499.56	
	8	33367.18	
	9	33839.24	
	10	34747.95	
RS		27795.95	
P		52996.95	
	11	53768.21	
	12	54926.21	
	13	56624.49	
	14	58000.08	
	15	59212.51	
	16	59363.64	
	17	60295.51	
	18	61163.13	
	19	61635.19	
	20	62543.9	
RS		55591.9	
P		80792.9	
	21	81564.16	
	22	82722.16	
	23	83562.44	
	24	84938.03	
	25	86150.46	
	26	86301.59	
	27	87233.46	
	28	88101.08	
	29	88573.14	
	30	89481.85	

10-64 Total Cost of Ownership without fuel Ford Escape Hybrid



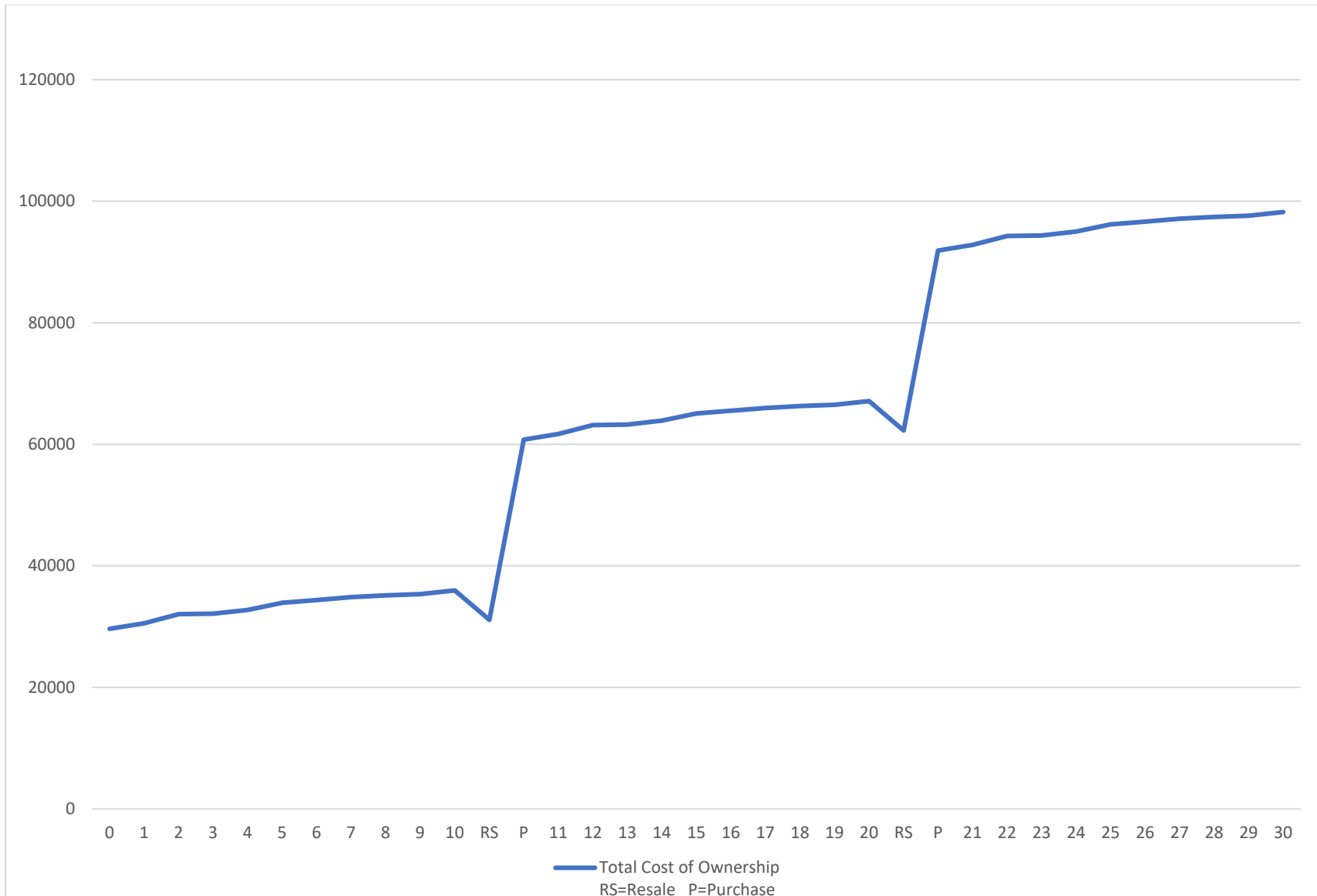
Notes:

- 1) High mileage, age, and idle run times. This vehicle is 14 years old and has over 90,000 miles on it.
- 3) Major corrective maintenance costs. This vehicle has a high voltage hybrid battery that is near the end of its service life. Replacing the battery is \$3,100.

Preventative maintenance (PM) includes all factory recommended service work based on time and miles.
Corrective maintenance (CM) includes all other work including brakes, tires, water pumps, transmissions, etc.

	Capital=Residual value	CM=Corrective Maintenance	PM=Preventative maintenance	Total=Cost of ownership
0	29635	0	0	0
1	22226	0	914.23	8323.23
2	18759	0	2399.01	13275
3	15833	0	2474.75	16276.75
4	13363	322.34	2795.31	19389.65
5	11278	1354.53	2948.03	22659.83
6	9519	1496.94	3254.01	24866.95
7	8034	1959.42	3254.01	26814.43
8	6781	2063.81	3446.54	28364.35
9	5723	2063.81	3656.73	29632.54
10	4830	2667.21	3656.73	31128.94
11	4077	2879.26	4257.01	32694.27
12	3441	2879.26	4693.88	33767.14
13	2904	3567.63	4861.15	35159.78

10-64 Total Cost of Ownership
10 year cycle without fuel
\$98,216.82



This vehicle was graphed using a 5 and 10-year replacement timing schedule over a 30-year span. The 10-year replacement timing was the lowest cost of ownership of the two and would be the optimal time to sell the vehicle and purchase a replacement. Year 5 total cost of ownership is \$147,235.36. When the vehicle is sold for its residual value, it lowers the total cost of ownership; conversely, when a replacement vehicle is purchased, it increases the total cost of ownership. The upward trajectory on the trend is reflective of the total operating costs which includes both preventative and corrective maintenance costs. The total depreciation is captured when the vehicle is sold.

	Total Cost o Series 2	Series 3
	0	29635
	1	30549.23
	2	32034.01
	3	32109.75
	4	32752.65
	5	33937.56
	6	34385.95
	7	34848.43
	8	35145.35
	9	35355.54
	10	35958.94
RS		31128.94
P		60763.94
	11	61678.17
	12	63162.95
	13	63238.69
	14	63881.59
	15	65066.5
	16	65514.89
	17	65977.37
	18	66274.29
	19	66484.48
	20	67087.88
RS		62257.88
P		91892.88
	21	92807.11
	22	94291.89
	23	94367.63
	24	95010.53
	25	96195.44
	26	96643.83
	27	97106.31
	28	97403.23
	29	97613.42
	30	98216.82