

Prices/Discounts: Prices are based on best available incentives to the member at time of ordering.

Factory Ordered Vehicles:

Interest Rate: *Current interest rate as of November 1, 2015: 4.05*

Interest rates for new vehicles will be fixed for the term of each individual vehicle lease and indexed to the three-year U.S. treasury Bill rates in effect on the delivery date of the vehicle + 350 basis points,

Acquisition Fee: Vehicle Cost + \$100 fee

Management Fee: .10%

Service Charge / Resale Fee: \$400

Full Maintenance Rate: Pricing is based on vehicle types, mileage and lease terms. The pricing can also be modified to include and/or exclude brakes and tires, depending on what is in the best interest of the E&I member.

Vehicle Cost: Invoice, minus discount 1, minus discount 2, plus courtesy delivery fee

Discount 1: Manufacturer Regional or State Incentive for specific model available at time of order available to the member

Discount 2: Where applicable, credit of dealer advertising for specific vehicle available at time of order available to the member

Discounts 1 & 2 are specific to what is available at the time of order in the region or state each vehicle will be registered and approval from the manufacturers to participate in this contract.

Courtesy Delivery Fee: Based on charge from delivering dealer, average is \$205

Taxes: Any applicable taxes will be passed to the end user, to receive exemption member will need provide the applicable tax exempt certificates to apply its tax exempt status for such leased vehicles

License & Title Fees: Any applicable fees charged by DMV for state vehicle is registered

Dealership Stock Vehicles

Interest Rate: *Current interest rate as of November 1, 2015: 4.05*

Interest rates for new vehicles will be fixed for the term of each individual vehicle lease and indexed to the three-year U.S. Treasury Bill rates in effect on the delivery date of the vehicle + 350 basis points

Acquisition Fee: Vehicle Cost + \$100 fee

Management Fee: .15

Service Charge / Resale Fee: \$400

Full Maintenance Rate: Pricing is based on vehicle types, mileage and lease terms. The pricing can also be modified to include and/or exclude brakes and tires, depending on what is in the best interest of the E&I member.

Vehicle Cost: Base purchase price, minus discount 1, plus courtesy delivery fee

Discount 1: Manufacturer Regional or State Incentive for specific model available at time of order available to the member

Discounts 1 is specific to what is available at the time of order in the region or state each vehicle will be registered and approval from the manufacturers to participate in this contract.

Courtesy Delivery Fee: Based on charge from delivering dealer, average is \$205

Taxes: Any applicable taxes will be passed to the end user, to receive exemption member will need provide the applicable tax exempt certificates to apply its tax exempt status for such leased vehicles

License & Title Fees: Any applicable fees charged by DMV for state vehicle is registered