



SPECIAL EDITION: SPRING BUILD OUT DATES

PREPARE FOR YOUR SPRING FLEET ORDERING

It is that time of year when the manufacturer post their build out dates. Typically they close out their fleet factory orders early in the spring. Union Leasing has attached those dates for your reference. As always, your savings on a factory order can be considerable versus acquiring a vehicle off of a dealer's lot. A factory order allows you to order only the options that you are interested in, and choose the correct colors. Buying a vehicle off of a dealer's lot may compromise your options, color choices, and will lead to a greater expense due to manufacturer's retail advertising charges (\$300-450), dealer mark-up and additional option costs. So, take a moment to review your Spring Fleet Order needs and consult with your Account Manager or Sales Manager for the current factory ordering pricing and fleet incentives.

NOW AVAILABLE! LIFE CYCLE COST ANALYSIS

Union Leasing has available our new Life Cycle Cost Analysis that will provide you an approximate cost for each type of vehicle, as well as allowing you to compare the different models with each other to make an informed decision as to which vehicle to put into your fleet.

Our report includes cost of vehicle, depreciation, interest, annual maintenance and fuel estimates, mpg and operating cost per mile. This Analysis Chart is available thru your account executive on any make or model that you are considering for your Spring Orders.

Life Cycle Cost Analysis
2008 Ford Escape XLT 4x2

Assumptions	Value
Months in Service	24
Mileage in Service	65000
Miles Per Month	2708
Interest	7.00%
Fuel Charge Per Gallon	\$2.90

Analysis

Acquisition Cost	\$25,305.00
Sale Price	\$12,500.00
Monthly Net Depreciation	\$436.34
Monthly Fuel	\$11.60
Monthly Maintenance	\$4.75
Monthly Interest	\$111.60
Monthly Tax	\$11.60
Monthly License	\$11.60
Ave Monthly Cost	\$111.60
Ave Cents Per Mile	4.25

Life Cycle Cost Analysis 4-UP

Assumptions	Value
Months in Service	24
Mileage in Service	65000
Miles Per Month	2708
Interest	7.00%
Fuel Charge Per Gallon	\$2.90

Life Cycle Cost Analysis Side by Side

Assumptions	2008 Nissan Altima	2008 Toyota Camry SE
Months in Service	36	36
Mileage in Service	1,667	1,667
Miles per month	8.00%	8.00%
Interest	7.00%	7.00%
Fuel	3.2	3.2

Analysis

Vehicle	2008 Nissan Altima	2008 Toyota Camry SE
Acquisition Cost	\$15,717.00	\$19,685.00
Sale Price	\$6,000.00	\$11,000.00
Monthly Net Dep	\$233.91	\$205.19
Monthly Fuel	\$17.79	\$6.44
Monthly Maintenance	\$1.89	\$1.89
Monthly Interest	\$79.36	\$114.63
Monthly Tax	\$10.90	\$10.90
Monthly License	\$10.90	\$10.90
Ave Monthly Cost	\$109.85	\$146.40
Ave Cents Per Mile	3.37	8.98



2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Dodge/Chrysler/Jeep		Plant Build Out Date	EST 2009 MY Order Acceptance
Aspen & Durango		4/4/2008	6/9/2008
PT Cruiser & Journey*		4/25/2008	7/7/2008
PT Cruiser Convertible**		12/21/2007	Life Cycle end
Minivans	St Louis South	4/25/2008	6/9/2008
	Windsor	4/25/2008	6/9/2008
Ram Truck & Cab Chassis		4/25/2008	6/9/2008
Dakota		4/25/2008	6/9/2008
Commander & Grand Cherokee		4/25/2008	6/9/2008
Wrangler		1/25/2008	6/9/2008
Liberty & Nitro		4/25/2008	6/9/2008
Caliber, Compass & Patriot		4/25/2008	6/9/2008
300 & Charger		4/25/2008	6/9/2008
Avenger & Sebring		4/25/2008	6/9/2008
Magnum**		2/8/2008	Life Cycle end
Pacifica**		11/9/2007	Life Cycle end
Sprinter		TBD	TBD

* Journey is an early production vehicle for the 2009MY. Due to regular model year "change over" production will stop on June 27th and resume on July 7th.

**Early model year cutoff for PT Cruiser Convertible, Magnum and Pacifica.

GM			EST 2009 MY Order Acceptance
Buick		Plant Build Out Date	
Lacrosse		4/4/2008	4/17/2008
Lucerne		4/4/2008	4/17/2008
Enclave		4/4/2008	4/17/2008
Cadillac		Plant Build Out Date	EST 2009 MY Order Acceptance
CTS		4/4/2008	4/17/2008
DTS		4/4/2008	4/17/2008
STS & STS-V		4/4/2008	4/17/2008
XLR & XLR-V		4/4/2008	4/17/2008
Escalade		4/4/2008	4/17/2008
Escalade ESV		4/4/2008	4/17/2008
Escalade EXT		4/4/2008	4/17/2008
SRX		4/4/2008	4/17/2008



2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Chevrolet	Plant Build Out Date	EST 2009 MY Order Acceptance
Aveo	2/1/2008	2/7/2008
Cobalt	4/3/2008	4/3/2008
Corvette	4/17/2008	4/17/2008
Equinox	4/17/2008	4/17/2008
Impala	4/17/2008	4/17/2008
Malibu	4/3/2008	4/3/2008
Malibu Hybrid	2/22/2008	n/a
Avalanche	4/4/2008	4/17/2008
Colorado REG/EXT/CREW cab	4/4/2008	4/17/2008
Express	4/4/2008	4/17/2008
HHR	4/4/2008	4/17/2008
1500 EXT & REG	4/4/2008	4/17/2008
1500 LD Crew & Ext Cab	4/4/2008	4/17/2008
1500 LD SSBOX	4/4/2008	4/17/2008
1500HD/2500/3500 Crew Cab	4/4/2008	4/17/2008
Suburban	4/4/2008	4/17/2008
Tahoe Police & Special Services	3/21/2008	4/17/2008
Tahoe	4/4/2008	4/17/2008
Tahoe Hybrid	2/22/2008	4/17/2008
Trailblazer	4/4/2008	4/17/2008
Uplander	5/30/2008	TBD

GMC	Plant Build Out Date	EST 2009 MY Order Acceptance
Acadia	4/4/2008	4/17/2008
Canyon REG/EXT/CREW Cab	4/4/2008	4/17/2008
Envoy	4/4/2008	4/17/2008
Savana	4/4/2008	4/17/2008
Sierra 1500 EXT & Reg Cab	4/4/2008	4/17/2008
Sierra 1500 LD Crew & EXT Cab	4/4/2008	4/17/2008
Sierra 1500 LD SSBOX	4/4/2008	4/17/2008
Sierra 1500 1500HD/2500/3500 Crew Cab	4/4/2008	4/17/2008
Yukon	4/4/2008	4/17/2008
Yukon Hybrid	2/22/2008	4/17/2008
Yukon XL	4/4/2008	4/17/2008



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Hummer	Plant Build Out Date	EST 2009 MY Order Acceptance
H2	4/4/2008	4/17/2008
H3	4/4/2008	4/17/2008

Pontiac	Plant Build Out Date	EST 2009 MY Order Acceptance
G5	4/4/2008	4/3/2008
G6	4/4/2008	4/3/2008
G8		1/17/2008
Grand Prix	9/1/2007	Life Cycle End
Solstice	4/4/2008	4/17/2008
Torrent	4/4/2008	4/17/2008
Vibe (2008 MY)	9/1/2007	11/8/2007

Saab	Plant Build Out Date	EST 2009 MY Order Acceptance
9-3	2/29/2008	4/17/2008
9-5	2/29/2000	4/17/2008
9-7	4/4/2008	4/17/2008

Saturn	Plant Build Out Date	EST 2009 MY Order Acceptance
Astra	4/4/2008	4/17/2008
Aura	4/4/2008	4/3/2008
Aura Hybrid	2/22/2008	N/A
Outlook	4/4/2008	4/17/2008
Sky	4/4/2008	4/17/2008
Vue	4/4/2008	4/17/2008
Vue Hybrid	2/22/2008	N/A



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2008 MODEL YEAR MANUFACTURER BUILD OUT DATES

Ford/Lincoln/Mercury

Ford	Plant Build Out Date	EST 2009 MY Order Acceptance
Crown Vic	5/26/2008	5/16/2008
Focus	5/19/2008	5/16/2008
Fusion	4/14/2008	4/17/2008
Mustang	3/24/2008	3/19/2008
Taurus	5/19/2008	5/16/2008
Econoline	5/19/2008	5/16/2008
Edge	7/21/2008	7/21/2008
Escape	3/31/2008	4/17/2008
Expedition/ EL	5/19/2008	5/16/2008
Explorer	6/16/2008	6/23/2008
F150	5/19/2008	5/16/2008
F650-750	3/7/2008	2/18/2008
SD F250-550	4/21/2008	5/16/2008
LCF	3/3/2008	3/24/2008
Ranger	6/16/2008	7/21/2008
Sport Trac	6/16/2008	6/23/2008
Flex		2/18/2008
Taurus X	5/19/2008	5/16/2008

Lincoln/Mercury

Lincoln/Mercury	Plant Build Out Date	EST 2009 MY Order Acceptance
Grand Marquis	5/26/2008	5/16/2008
Milan	4/14/2008	4/17/2008
MKZ	4/14/2008	4/17/2008
MKS		2/18/2008
Sable	5/19/2008	5/16/2008
Town Car	5/26/2008	5/16/2008
Mariner	3/31/2008	4/17/2008
Mark LT	4/14/2008	N/A
MKX	7/21/2008	7/21/2008
Mountaineer	6/16/2008	6/23/2008
Navigator/Nav L	5/19/2008	5/16/2008



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Mazda	Plant Build Out Date	EST 2009 MY Order Acceptance
CX-7	4/21/2008	
CX-9	6/23/2008	
3 sedan/5door	6/23/2008	
5	6/23/2008	
6	4/21/2008	
MX-5	11/23/2008	
RX-8	1/1/2008	
Tribute	6/23/2008	

Nissan	Plant Build Out Date	EST 2009 MY Order Acceptance
Versa H/B & Sedan	5/15/2008	3/15/2008
Sentra	6/15/2008	4/15/2008
Altima	6/15/2008	4/15/2008
Maxima	4/15/2008	1/15/2008
350z Coupe	8/15/2008	7/15/2008
350z Roadster	6/15/2008	4/15/2008
Frontier	5/15/2008	2/15/2008
Xterra	5/15/2008	2/15/2008
Murano**	9/15/2007	7/15/2007
Pathfinder	3/15/2008	1/15/2008
Rouge	5/15/2008	5/15/2008
Titan	2/15/2008	12/15/2007
Armada	2/15/2008	12/15/2007
Quest	6/15/2008	5/15/2008



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Toyota	Plant Build Out Date	EST 2009 MY Order Acceptance
Camry	10/10/2007	1/10/2008
Camry Hybrid	10/10/2007	1/10/2008
Camry Solara	6/10/2007	8/10/2008
Corolla	8/10/2007	1/10/2008
Avalon	4/10/2008	5/12/2008
Sienna	3/10/2008	6/10/2008
RAV4	5/12/2008	8/10/2008
Highlander	5/12/2008	8/10/2008
Highlander Hybrid	5/12/2008	8/10/2008
Matrix	8/10/2007	1/10/2008
4Runner	5/12/2008	8/10/2008
Prius	5/12/2008	8/10/2008
Yaris	5/12/2008	8/10/2008
Sequoia	4/10/2008	7/10/2008
Land Cruiser	5/12/2008	8/10/2008
FJ Cruiser	7/10/2008	8/10/2008
Tacoma	2/11/2008	5/10/2008
Tundra	4/10/2008	7/10/2008

Scion	Plant Build Out Date	EST 2009 MY Order Acceptance
XD	4/10/2008	7/10/2008
XB	12/10/2007	3/10/2008
TC	1/10/2008	2/11/2008

All build out dates are believed to be accurate as of 3/10/2008

Union Leasing is not responsible for any changes or modifications to the dates that the manufactures provides. Build out dates may change without notice and they are being provided as informational only. Consult with your Regional Sales Manager or Account Manager for any changes to the above information prior to placing an order as the dates may have changed.



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