

Competitor Rates Analysis - December 2005 (Example)

Vehicle	: Ford Mondeo Zetec 2.0i 16v TDCi (130PS) SIV 5dr Manual
Extras	: Metallic Paint
Contract	: Contract Hire

Payment Pattern : 3 + 23 Term & Mileage : 24 x 40,000		Non - Maintenance Contract								Maintenance Contract						
		Advance Rental			Monthly Rental			Excess Mileage Rate (ppm)	Advance Rental			Monthly Rental			Excess Mileage Rate (ppm)	
Contract Hire Company	Retail Price (£)	On the Road Cost (£)	Finance (£)	Services (£)	Total (£)	Finance (£)	Services (£)		Total (£)	Finance (£)	Services (£)	Total (£)	Finance (£)	Services (£)		Total (£)
Abaco Contract Hire	10,500.00	9,000.00	900.00	0.00	900.00	300.00	0.00	300.00	2.10	900.00	60.00	960.00	300.00	20.00	320.00	4.10
Acklins Contract Hire	10,500.00	9,100.00	903.00	0.00	903.00	301.00	0.00	301.00	2.20	903.00	63.00	966.00	301.00	21.00	322.00	4.20
Andros Contract Hire	10,500.00	9,200.00	906.00	0.00	906.00	302.00	0.00	302.00	2.30	906.00	66.00	972.00	302.00	22.00	324.00	4.30
Bimini Contract Hire	10,500.00	9,300.00	909.00	0.00	909.00	303.00	0.00	303.00	2.40	909.00	69.00	978.00	303.00	23.00	326.00	4.40
Caicos Contract Hire	10,500.00	9,400.00	912.00	0.00	912.00	304.00	0.00	304.00	2.50	912.00	72.00	984.00	304.00	24.00	328.00	4.50
Inagua Contract Hire	10,500.00	9,500.00	915.00	0.00	915.00	305.00	0.00	305.00	2.60	915.00	75.00	990.00	305.00	25.00	330.00	4.60
Mayaguana Contract Hire	10,500.00	9,600.00	918.00	0.00	918.00	306.00	0.00	306.00	2.70	918.00	78.00	996.00	306.00	26.00	332.00	4.70
Samana Contract Hire	10,500.00	9,700.00	921.00	0.00	921.00	307.00	0.00	307.00	2.80	921.00	81.00	1002.00	307.00	27.00	334.00	4.80

Payment Pattern : 3 + 35 Term & Mileage : 36 x 60,000		Non - Maintenance Contract								Maintenance Contract						
		Advance Rental			Monthly Rental			Excess Mileage Rate (ppm)	Advance Rental			Monthly Rental			Excess Mileage Rate (ppm)	
Contract Hire Company	Retail Price (£)	On the Road Cost (£)	Finance (£)	Services (£)	Total (£)	Finance (£)	Services (£)		Total (£)	Finance (£)	Services (£)	Total (£)	Finance (£)	Services (£)		Total (£)
Abaco Contract Hire	10,500.00	9,000.00	600.00	0.00	600.00	200.00	0.00	200.00	3.10	600.00	90.00	690.00	200.00	30.00	230.00	5.10
Acklins Contract Hire	10,500.00	9,100.00	603.00	0.00	603.00	201.00	0.00	201.00	3.20	603.00	93.00	696.00	201.00	31.00	232.00	5.20
Andros Contract Hire	10,500.00	9,200.00	606.00	0.00	606.00	202.00	0.00	202.00	3.30	606.00	96.00	702.00	202.00	32.00	234.00	5.30
Bimini Contract Hire	10,500.00	9,300.00	609.00	0.00	609.00	203.00	0.00	203.00	3.40	609.00	99.00	708.00	203.00	33.00	236.00	5.40
Caicos Contract Hire	10,500.00	9,400.00	612.00	0.00	612.00	204.00	0.00	204.00	3.50	612.00	102.00	714.00	204.00	34.00	238.00	5.50
Inagua Contract Hire	10,500.00	9,500.00	615.00	0.00	615.00	205.00	0.00	205.00	3.60	615.00	105.00	720.00	205.00	35.00	240.00	5.60
Mayaguana Contract Hire	10,500.00	9,600.00	618.00	0.00	618.00	206.00	0.00	206.00	3.70	618.00	108.00	726.00	206.00	36.00	242.00	5.70
Samana Contract Hire	10,500.00	9,700.00	621.00	0.00	621.00	207.00	0.00	207.00	3.80	621.00	111.00	732.00	207.00	37.00	244.00	5.80

The table is indicative only; the Contract Hire company names are fictitious; all rates are indicative to demonstrate the design and function of the report.