



26 July 2011
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To Department Fleet Managers

SPECIAL OFFER FOR STATEFLEET CUSTOMERS

Motor Vehicle Orders

StateFleet is pleased to announce that both Mitsubishi and Toyota have offered special incentive programs to assist customers, for a limited time.

Both offers are different and it is important that Fleet Managers understand the nature of each offer before committing to either one or both of the programs.

(1) Mitsubishi – Discount off the Capital Purchase Price

Mitsubishi is offering a discount off the purchase price of the following vehicles for all StateFleet Orders dated from 1/8/11 - 29/2/12. The discounted purchase price will result in a reduction in monthly lease fees as estimated in the following table:

Vehicle Model	Monthly Saving (\$)*	New Lease Fee (\$)*
MITSUBISHI LANCER ES CJ MY11 Fwd 4d Sedan	26.00	338.00
MITSUBISHI ASX (4WD) XA 4x4 4d Wagon 2.0 Auto	25.00	442.00
MITSUBISHI OUTLANDER LS (FWD) ZH MY11 Fwd 4d Wagon	24.00	413.00
MITSUBISHI CHALLENGER LS (5 SEAT) PB Auto	32.00	623.00
MITSUBISHI TRITON GLX MN MY11 4x2 C/Chas Auto DSL	18.00	399.00
MITSUBISHI TRITON GLX (4x4) MN MY11 4x4 Utility Auto DSL	15.00	416.00
MITSUBISHI TRITON GLX MN MY11 4x2 Double Cab Utility Auto DSL	27.00	495.00
MITSUBISHI TRITON GLX (4x4) MN MY11 4x4 Double Cab Utility Auto DSL	22.00	479.00

* All figures are GST exclusive and savings indicated are based on a 36 month/60,000km lease term.





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(2) Toyota – Rebate on Volume Buy

Toyota will pay StateFleet a volume rebate based on a minimum of 1250 vehicles (StateFleet wide) from the following vehicle models, delivered up until 31/12/11. This offer includes all current StateFleet vehicle orders.

Vehicle Models

Corolla Ascent Hatch / Sedan
Current Generation Camry Altise Sedan (excludes new model)
Aurion ATX Sedan
Hybrid Camry L1 & L2 (luxury pack)

StateFleet will remit to each Client \$180.00 per vehicle should the minimum volume of 1250 vehicles be achieved within the timeframe stipulated. Should a volume of 1500 vehicles or above be achieved, StateFleet will remit to each Client \$350.00 per vehicle. **Please note that should the minimum volume not be achieved, no rebate will be available.**

Payment will be made to the Department by cheque as directed or by a lump sum credit on invoice in the first quarter of the 2012 calendar year.

Both the above programs are now open and clients are encouraged to review their purchasing plans and take advantage of the offers available.

If you intend to take up one or both offers, please advise StateFleet with an estimate of your vehicle order numbers (by manufacturer) over the respective periods.. StateFleet will monitor these numbers and in the case of Toyota, will regularly report on the total-to-date buy to ensure the minimum volume is obtained.

Please also advise your preferred payment option for the Toyota rebate (where applicable) including details of the cost centre/address for payment.

If you have any questions about these offers please contact John Barlow, Supply Manager on 9372 9158 or your StateFleet Account Manager.

