

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>74A</b>	<b>4X2 CAB AND CHASSIS, REGULAR CAB, MIN 10,001 LBS GVW</b>		<b>4</b>	<b>2</b>		<b>25,823.00</b>
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	4	2	100.00%	
	<b>ATC</b>	AUTOMATIC TRACTION CONTROL	1	1	50.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	1	1	50.00%	
	<b>CR</b>	CRUISE CONTROL	3	1	50.00%	
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	50.00%	
	<b>D7</b>	TOWING/MOUNTAIN RATIO	3	1	50.00%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	3	1	50.00%	
	<b>AT</b>	ALL TERRAIN TIRE TREAD	1	-1	-50.00%	
<b>74B</b>	<b>4X2 CAB AND CHASSIS, REGULAR CAB, MIN 14,001 LBS GVW</b>		<b>1</b>	<b>1</b>		<b>43,433.00</b>
	<b>CA1</b>	CAB TO AXLE LENGTH 108 IN	1	1	100.00%	
	<b>CBU</b>	BACKUP CAMERA	1	1	100.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	1	1	100.00%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	1	1	100.00%	
	<b>RB</b>	RUNNING BOARDS	1	1	100.00%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	1	1	100.00%	
	<b>RM6</b>	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	100.00%	
	<b>SU4</b>	OEM Upfitter Switches, 4	1	1	100.00%	
	<b>SYNC</b>	SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	100.00%	
	<b>YD</b>	DIESEL ENGINE	1	1	100.00%	
<b>74D</b>	<b>4X2 CAB AND CHASSIS, REGULAR CAB, MIN 16,001 LBS GVW</b>		<b>5</b>	<b>4</b>		<b>39,462.75</b>
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	5	4	100.00%	
	<b>CA1</b>	CAB TO AXLE LENGTH 108 IN	4	3	75.00%	
	<b>PT</b>	POWER TAKE OFF OPENING	4	3	75.00%	
	<b>RB</b>	RUNNING BOARDS	4	3	75.00%	
	<b>TT</b>	TRACTION TREAD	4	3	75.00%	
	<b>WR</b>	INCREASED GVWR	4	3	75.00%	
	<b>CBU</b>	BACKUP CAMERA	2	2	50.00%	
	<b>CR</b>	CRUISE CONTROL	2	2	50.00%	
	<b>YD</b>	DIESEL ENGINE	2	2	50.00%	
	<b>AF1</b>	CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	1	1	25.00%	
	<b>CA4</b>	CAB TO AXLE LENGTH 120 IN	1	1	25.00%	
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	1	1	25.00%	
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	25.00%	
	<b>D7</b>	TOWING/MOUNTAIN RATIO	1	1	25.00%	
	<b>OLS</b>	OIL LIFE SYSTEM	1	1	25.00%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	1	1	25.00%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	1	1	25.00%	
	<b>RM6</b>	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	25.00%	

## Option Analysis

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			# of Cases	Quantity	%	Average Cost
<b>74F</b>	<b>4X2 CAB AND CHASSIS, CREW CAB, MIN 14,001 LBS GVWR</b>		<b>5</b>	<b>4</b>		<b>48,283.25</b>
	<b>CBU</b>	BACKUP CAMERA	4	3	75.00%	
	<b>YD</b>	DIESEL ENGINE	4	3	75.00%	
	<b>115V</b>	AC POWER OUTLET	3	2	50.00%	
	<b>AF1</b>	CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUEL	3	2	50.00%	
	<b>ATC</b>	AUTOMATIC TRACTION CONTROL	3	2	50.00%	
	<b>CA8</b>	CAB TO AXLE LENGTH 84 IN	3	2	50.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	2	2	50.00%	
	<b>CR</b>	CRUISE CONTROL	3	2	50.00%	
	<b>CU</b>	CLOTH UPHOLSTERY	3	2	50.00%	
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	3	2	50.00%	
	<b>DTG</b>	DARK TINTED GLASS	3	2	50.00%	
	<b>PT</b>	POWER TAKE OFF OPENING	3	2	50.00%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	3	2	50.00%	
	<b>RB</b>	RUNNING BOARDS	3	2	50.00%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	3	2	50.00%	
	<b>RM6</b>	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	3	2	50.00%	
	<b>SU4</b>	OEM Upfitter Switches, 4	3	2	50.00%	
	<b>SYNC</b>	SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	2	50.00%	
	<b>WR</b>	INCREASED GVWR	3	2	50.00%	
	<b>BAT2</b>	Dual Batteries	2	0	.00%	
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	2	0	.00%	
	<b>DALT</b>	DUAL ALTERNATORS, OEM	2	0	.00%	
	<b>EH</b>	ENGINE BLOCK HEATER, OEM	2	0	.00%	
	<b>FTH</b>	FRONT TOW HOOKS	2	0	.00%	
	<b>OLS</b>	OIL LIFE SYSTEM	2	0	.00%	
	<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	2	0	.00%	
<b>74G</b>	<b>4X2 CAB AND CHASSIS, CREW CAB, MIN 16,001 LBS GVWR</b>		<b>1</b>	<b>2</b>		<b>49,940.00</b>
	<b>CA8</b>	CAB TO AXLE LENGTH 84 IN	1	2	100.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	1	2	100.00%	
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	1	2	100.00%	
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	2	100.00%	
	<b>D7</b>	TOWING/MOUNTAIN RATIO	1	2	100.00%	
	<b>WR</b>	INCREASED GVWR	1	2	100.00%	
	<b>WR2</b>	INCREASE GCWR	1	2	100.00%	
	<b>YD</b>	DIESEL ENGINE	1	2	100.00%	
<b>77</b>	<b>4X4 CAB AND CHASSIS, REGULAR CAB, MIN 8000 LBS GVWR</b>		<b>1</b>	<b>1</b>		<b>28,240.00</b>
	<b>115V</b>	AC POWER OUTLET	1	1	100.00%	
	<b>AT</b>	ALL TERRAIN TIRE TREAD	1	1	100.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	1	1	100.00%	
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	1	1	100.00%	
	<b>CU</b>	CLOTH UPHOLSTERY	1	1	100.00%	
	<b>E85</b>	ETHANOL FLEXIBLE FUEL	1	1	100.00%	
	<b>IA1</b>	Increased Output Alternator 1	1	1	100.00%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	1	1	100.00%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	1	1	100.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>77C</b>	<b>4X4 CAB AND CHASSIS, EXTENDED CAB, MIN 8000 LBS GVW</b>	<b>3</b>	<b>3</b>		<b>30,540.67</b>
	<b>CR</b> CRUISE CONTROL	3	3	100.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	3	3	100.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	3	100.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	100.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	2	2	66.67%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	66.67%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	2	2	66.67%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	33.33%	
	<b>CBU</b> BACKUP CAMERA	1	1	33.33%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	33.33%	
	<b>RM</b> EXTRA WIDE MIRRORS	1	1	33.33%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	33.33%	
<b>77E</b>	<b>4X4 CAB AND CHASSIS, CREW CAB, MIN 8000 LBS GVWR</b>	<b>3</b>	<b>3</b>		<b>34,087.67</b>
	<b>AT</b> ALL TERRAIN TIRE TREAD	2	2	66.67%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	2	2	66.67%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	66.67%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	2	2	66.67%	
	<b>115V</b> AC POWER OUTLET	1	1	33.33%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	33.33%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	1	1	33.33%	
	<b>CR</b> CRUISE CONTROL	1	1	33.33%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	1	1	33.33%	
	<b>DTG</b> DARK TINTED GLASS	1	1	33.33%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	1	1	33.33%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	1	1	33.33%	
	<b>RM</b> EXTRA WIDE MIRRORS	1	1	33.33%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	33.33%	
	<b>YD</b> DIESEL ENGINE	1	1	33.33%	
<b>78</b>	<b>4X4 CAB AND CHASSIS, REGULAR CAB, 10,001 - 12,000 LBS G</b>	<b>3</b>	<b>3</b>		<b>31,937.67</b>
	<b>CBU</b> BACKUP CAMERA	3	3	100.00%	
	<b>CR</b> CRUISE CONTROL	3	3	100.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	3	100.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	100.00%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	2	2	66.67%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	66.67%	
	<b>CA6</b> CAB TO AXLE LENGTH 60 IN	2	2	66.67%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	2	2	66.67%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	2	2	66.67%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	33.33%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
78C	<b>4X4 CAB AND CHASSIS, EXT CAB, 10,001 - 12,000 LBS GVWR</b>	71	70		36,378.80
	<b>CR</b> CRUISE CONTROL	66	65	92.86%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	65	64	91.43%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	65	64	91.43%	
	<b>CBU</b> BACKUP CAMERA	64	63	90.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	62	61	87.14%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	61	60	85.71%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	58	57	81.43%	
	<b>RM</b> EXTRA WIDE MIRRORS	56	55	78.57%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	43	42	60.00%	
	<b>CA6</b> CAB TO AXLE LENGTH 60 IN	38	37	52.86%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	35	34	48.57%	
	<b>IA1</b> Increased Output Alternator 1	34	33	47.14%	
	<b>WR</b> INCREASED GVWR	34	33	47.14%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	31	30	42.86%	
	<b>YD</b> DIESEL ENGINE	10	10	14.29%	
	<b>115V</b> AC POWER OUTLET	7	7	10.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	6	6	8.57%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	6	6	8.57%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	5	5	7.14%	
	<b>CU</b> CLOTH UPHOLSTERY	4	4	5.71%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	3	3	4.29%	
	<b>OLS</b> OIL LIFE SYSTEM	3	3	4.29%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	2	2	2.86%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	1	1.43%	
	<b>DTG</b> DARK TINTED GLASS	1	1	1.43%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	1.43%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	1.43%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	1	1.43%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>78E</b>	<b>4X4 CAB AND CHASSIS, CREW CAB, 10,001 - 12,000 LBS GVW</b>		<b>14</b>	<b>7</b>		<b>33,568.29</b>
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	7	6	85.71%	
	<b>CBU</b>	BACKUP CAMERA	7	5	71.43%	
	<b>CR</b>	CRUISE CONTROL	9	5	71.43%	
	<b>D7</b>	TOWING/MOUNTAIN RATIO	9	5	71.43%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	8	5	71.43%	
	<b>ATC</b>	AUTOMATIC TRACTION CONTROL	10	4	57.14%	
	<b>IA1</b>	Increased Output Alternator 1	5	4	57.14%	
	<b>SZ</b>	SNOW PLOW PREP PACKAGE	7	4	57.14%	
	<b>AT</b>	ALL TERRAIN TIRE TREAD	6	3	42.86%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	5	3	42.86%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	6	3	42.86%	
	<b>RM</b>	EXTRA WIDE MIRRORS	6	3	42.86%	
	<b>CU</b>	CLOTH UPHOLSTERY	2	2	28.57%	
	<b>DALT</b>	DUAL ALTERNATORS, OEM	5	2	28.57%	
	<b>DTG</b>	DARK TINTED GLASS	3	2	28.57%	
	<b>EH</b>	ENGINE BLOCK HEATER, OEM	2	2	28.57%	
	<b>SIAB</b>	SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	4	2	28.57%	
	<b>SU4</b>	OEM Upfitter Switches, 4	2	2	28.57%	
	<b>115V</b>	AC POWER OUTLET	4	1	14.29%	
	<b>E85</b>	ETHANOL FLEXIBLE FUEL	1	1	14.29%	
	<b>OLS</b>	OIL LIFE SYSTEM	1	1	14.29%	
	<b>RKS</b>	REMOTE KEYLESS START	1	1	14.29%	
	<b>RSNC</b>	2 FR SEATS-NO CENTER CONSOLE-UNFINISHED FLOOR F	3	1	14.29%	
	<b>SRS2</b>	SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	1	1	14.29%	
	<b>SYNC</b>	SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	14.29%	
	<b>YD</b>	DIESEL ENGINE	6	1	14.29%	
	<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	1	0	.00%	
<b>79A</b>	<b>4X4 CAB AND CHASSIS, REGULAR CAB, MIN 10,001 LBS GVW</b>		<b>1</b>	<b>1</b>		<b>31,485.00</b>
	<b>AT</b>	ALL TERRAIN TIRE TREAD	1	1	100.00%	
	<b>CA8</b>	CAB TO AXLE LENGTH 84 IN	1	1	100.00%	
	<b>DDRA</b>	DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	100.00%	
	<b>E85</b>	ETHANOL FLEXIBLE FUEL	1	1	100.00%	
	<b>EH</b>	ENGINE BLOCK HEATER, OEM	1	1	100.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79B</b>	<b>4X4 CAB AND CHASSIS, REGULAR CAB, MIN 14,001 LBS GVW</b>	<b>11</b>	<b>9</b>		<b>44,502.78</b>
	<b>AT</b> ALL TERRAIN TIRE TREAD	9	7	77.78%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	8	7	77.78%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	9	7	77.78%	
	<b>YD</b> DIESEL ENGINE	8	7	77.78%	
	<b>115V</b> AC POWER OUTLET	5	5	55.56%	
	<b>CR</b> CRUISE CONTROL	6	5	55.56%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	6	5	55.56%	
	<b>CBU</b> BACKUP CAMERA	6	4	44.44%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	5	4	44.44%	
	<b>DTG</b> DARK TINTED GLASS	5	4	44.44%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	4	4	44.44%	
	<b>WR</b> INCREASED GVWR	6	4	44.44%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	3	3	33.33%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	4	3	33.33%	
	<b>RB</b> RUNNING BOARDS	3	3	33.33%	
	<b>WR2</b> INCREASE GCWR	3	3	33.33%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	2	2	22.22%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	3	2	22.22%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	1	11.11%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	11.11%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	1	1	11.11%	
	<b>PT</b> POWER TAKE OFF OPENING	1	1	11.11%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	11.11%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	11.11%	
	<b>TT</b> TRACTION TREAD	1	1	11.11%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	1	0	.00%	
	<b>CA1</b> CAB TO AXLE LENGTH 108 IN	1	0	.00%	
	<b>OLS</b> OIL LIFE SYSTEM	1	0	.00%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	0	.00%	

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		# of Cases	Quantity	%	Average Cost
79C	<b>4X4 CAB AND CHASSIS, EXTENDED CAB, MIN 10,001 LBS GV</b>	9	7		41,637.14
	<b>CR</b> CRUISE CONTROL	9	7	100.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	8	6	85.71%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	8	6	85.71%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	7	5	71.43%	
	<b>CBU</b> BACKUP CAMERA	6	4	57.14%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	4	4	57.14%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	6	4	57.14%	
	<b>YD</b> DIESEL ENGINE	6	4	57.14%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	5	3	42.86%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	3	3	42.86%	
	<b>RB</b> RUNNING BOARDS	5	3	42.86%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	4	2	28.57%	
	<b>CU</b> CLOTH UPHOLSTERY	4	2	28.57%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	28.57%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	2	28.57%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	4	2	28.57%	
	<b>SU4</b> OEM Upfitter Switches, 4	4	2	28.57%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	4	2	28.57%	
	<b>115V</b> AC POWER OUTLET	1	1	14.29%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	14.29%	
	<b>DTG</b> DARK TINTED GLASS	1	1	14.29%	
	<b>RKS</b> REMOTE KEYLESS START	3	1	14.29%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	3	1	14.29%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	14.29%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	3	1	14.29%	

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From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79D</b>	<b>4X4 CAB AND CHASSIS, CREW CAB, MIN 14,001 LBS GVWR</b>	<b>41</b>	<b>38</b>		<b>51,570.63</b>
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	37	35	92.11%	
	<b>YD</b> DIESEL ENGINE	38	35	92.11%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	36	34	89.47%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	37	34	89.47%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	37	34	89.47%	
	<b>CBU</b> BACKUP CAMERA	36	33	86.84%	
	<b>CR</b> CRUISE CONTROL	36	33	86.84%	
	<b>115V</b> AC POWER OUTLET	33	32	84.21%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	32	31	81.58%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	32	30	78.95%	
	<b>RB</b> RUNNING BOARDS	32	30	78.95%	
	<b>WR</b> INCREASED GVWR	29	28	73.68%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	28	27	71.05%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	28	27	71.05%	
	<b>SU4</b> OEM Upfitter Switches, 4	29	27	71.05%	
	<b>OLS</b> OIL LIFE SYSTEM	26	25	65.79%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	26	25	65.79%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	25	24	63.16%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	5	5	13.16%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	5	4	10.53%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	4	4	10.53%	
	<b>WR2</b> INCREASE GCWR	4	4	10.53%	
	<b>DTG</b> DARK TINTED GLASS	4	3	7.89%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	3	3	7.89%	
	<b>ALW</b> ALUMINUM WHEELS	2	2	5.26%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	3	2	5.26%	
	<b>CM</b> CARPETED FLOOR COVERING	2	2	5.26%	
	<b>CU</b> CLOTH UPHOLSTERY	2	2	5.26%	
	<b>AH</b> AUXILIARY HEATER	1	1	2.63%	
	<b>AP</b> ADJUSTABLE OPERATING PEDALS	1	1	2.63%	
	<b>FFP</b> COOLANT HEATER-FUEL FIRED	1	1	2.63%	
	<b>PT</b> POWER TAKE OFF OPENING	1	1	2.63%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	2	1	2.63%	
	<b>SRG</b> SLIDING REAR WINDOW	1	1	2.63%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	2	1	2.63%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	2.63%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	1	2.63%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	2	0	.00%	
	<b>LHFA</b> Front Automatic Locking Hubs	1	0	.00%	



**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>79E</b>	<b>4X4 CAB AND CHASSIS, CREW CAB, MIN 10,001 LBS GVWR</b>	<b>17</b>	<b>21</b>		<b>39,799.62</b>
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	15	19	90.48%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	14	18	85.71%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	13	17	80.95%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	13	17	80.95%	
	<b>CBU</b> BACKUP CAMERA	11	15	71.43%	
	<b>CR</b> CRUISE CONTROL	8	14	66.67%	
	<b>YD</b> DIESEL ENGINE	7	12	57.14%	
	<b>SU4</b> OEM Upfitter Switches, 4	7	10	47.62%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	8	9	42.86%	
	<b>DTG</b> DARK TINTED GLASS	3	9	42.86%	
	<b>115V</b> AC POWER OUTLET	6	7	33.33%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	5	6	28.57%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	5	5	23.81%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	5	5	23.81%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	3	4	19.05%	
	<b>IA1</b> Increased Output Alternator 1	3	4	19.05%	
	<b>OLS</b> OIL LIFE SYSTEM	4	4	19.05%	
	<b>RB</b> RUNNING BOARDS	3	3	14.29%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	3	3	14.29%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	2	9.52%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	2	9.52%	
	<b>PT</b> POWER TAKE OFF OPENING	1	2	9.52%	
	<b>SRG</b> SLIDING REAR WINDOW	1	2	9.52%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	1	1	4.76%	
	<b>BAT2</b> Dual Batteries	1	1	4.76%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	4.76%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	4.76%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79F</b>	<b>4X4 CAB AND CHASSIS, REGULAR CAB, MIN 16,001 LBS GVW</b>	<b>6</b>	<b>5</b>		<b>43,784.40</b>
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	4	4	80.00%	
	<b>YD</b> DIESEL ENGINE	4	4	80.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	3	3	60.00%	
	<b>CR</b> CRUISE CONTROL	3	3	60.00%	
	<b>BAT2</b> Dual Batteries	2	2	40.00%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	2	2	40.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	2	2	40.00%	
	<b>RB</b> RUNNING BOARDS	2	2	40.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	2	2	40.00%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	2	2	40.00%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	2	40.00%	
	<b>115V</b> AC POWER OUTLET	1	1	20.00%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	1	1	20.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	20.00%	
	<b>CA4</b> CAB TO AXLE LENGTH 120 IN	1	1	20.00%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	1	1	20.00%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	20.00%	
	<b>DTG</b> DARK TINTED GLASS	1	1	20.00%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	1	1	20.00%	
	<b>PT</b> POWER TAKE OFF OPENING	1	1	20.00%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	20.00%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	20.00%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	20.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	20.00%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	1	20.00%	
	<b>TT</b> TRACTION TREAD	1	1	20.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79G</b>	<b>4X4 CAB AND CHASSIS, CREW CAB, MIN 16,001 LBS GVWR</b>	<b>87</b>	<b>80</b>		<b>52,728.84</b>
	<b>YD</b> DIESEL ENGINE	79	77	96.25%	
	<b>CBU</b> BACKUP CAMERA	74	69	86.25%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	71	69	86.25%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	71	66	82.50%	
	<b>CR</b> CRUISE CONTROL	69	66	82.50%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	69	66	82.50%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	66	65	81.25%	
	<b>115V</b> AC POWER OUTLET	61	60	75.00%	
	<b>RB</b> RUNNING BOARDS	61	60	75.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	65	58	72.50%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	54	53	66.25%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	53	51	63.75%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	48	49	61.25%	
	<b>OLS</b> OIL LIFE SYSTEM	47	47	58.75%	
	<b>SU4</b> OEM Upfitter Switches, 4	49	47	58.75%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	44	44	55.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	31	23	28.75%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	23	21	26.25%	
	<b>WR</b> INCREASED GVWR	17	17	21.25%	
	<b>WR2</b> INCREASE GCWR	12	13	16.25%	
	<b>DTG</b> DARK TINTED GLASS	12	10	12.50%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	8	9	11.25%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	8	8	10.00%	
	<b>CU</b> CLOTH UPHOLSTERY	8	8	10.00%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	8	8	10.00%	
	<b>AP</b> ADJUSTABLE OPERATING PEDALS	6	7	8.75%	
	<b>CM</b> CARPETED FLOOR COVERING	6	7	8.75%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	7	6	7.50%	
	<b>IA1</b> Increased Output Alternator 1	5	5	6.25%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	5	5	6.25%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	5	5	6.25%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	4	4	5.00%	
	<b>PT</b> POWER TAKE OFF OPENING	3	4	5.00%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	2	3	3.75%	
	<b>ALW</b> ALUMINUM WHEELS	3	3	3.75%	
	<b>SRG</b> SLIDING REAR WINDOW	1	1	1.25%	
	<b>BAT2</b> Dual Batteries	3	0	.00%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	0	.00%	
	<b>LHFA</b> Front Automatic Locking Hubs	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79H</b>	<b>4X4 CAB AND CHASSIS, EXTENDED CAB, MIN. 14,001 LBS GV</b>	<b>20</b>	<b>16</b>		<b>42,303.12</b>
	<b>RKE</b> REMOTE KEYLESS ENTRY	16	14	87.50%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	15	13	81.25%	
	<b>CBU</b> BACKUP CAMERA	17	13	81.25%	
	<b>CR</b> CRUISE CONTROL	15	13	81.25%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	17	13	81.25%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	16	12	75.00%	
	<b>RB</b> RUNNING BOARDS	12	12	75.00%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	15	11	68.75%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	13	11	68.75%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	12	10	62.50%	
	<b>YD</b> DIESEL ENGINE	5	3	18.75%	
	<b>115V</b> AC POWER OUTLET	2	2	12.50%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	12.50%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	2	2	12.50%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	6	2	12.50%	
	<b>ALW</b> ALUMINUM WHEELS	1	1	6.25%	
	<b>CM</b> CARPETED FLOOR COVERING	1	1	6.25%	
	<b>DTG</b> DARK TINTED GLASS	3	1	6.25%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	3	1	6.25%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	6.25%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	2	0	.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	4	0	.00%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	0	.00%	
	<b>DDRL</b> DEACTIVATE DAYTIME RUNNING LIGHTS	2	0	.00%	
	<b>LHFA</b> Front Automatic Locking Hubs	2	0	.00%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	2	0	.00%	
	<b>WR</b> INCREASED GVWR	4	0	.00%	
	<b>WR2</b> INCREASE GCWR	2	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>79J</b>	<b>4X4 CAB AND CHASSIS, EXTENDED CAB, MIN. 16,001 LBS GV</b>	<b>8</b>	<b>10</b>		<b>52,075.90</b>
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	7	9	90.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	7	9	90.00%	
	<b>YD</b> DIESEL ENGINE	7	9	90.00%	
	<b>115V</b> AC POWER OUTLET	6	8	80.00%	
	<b>CBU</b> BACKUP CAMERA	6	8	80.00%	
	<b>CR</b> CRUISE CONTROL	6	8	80.00%	
	<b>WR</b> INCREASED GVWR	6	8	80.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	5	7	70.00%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	5	7	70.00%	
	<b>WR2</b> INCREASE GCWR	5	7	70.00%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	4	6	60.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	3	5	50.00%	
	<b>PT</b> POWER TAKE OFF OPENING	3	5	50.00%	
	<b>CA8</b> CAB TO AXLE LENGTH 84 IN	2	4	40.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	4	40.00%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	2	4	40.00%	
	<b>RB</b> RUNNING BOARDS	4	4	40.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	3	3	30.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	20.00%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	2	20.00%	
	<b>DTG</b> DARK TINTED GLASS	2	2	20.00%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	2	2	20.00%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	2	2	20.00%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	2	20.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	2	2	20.00%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	1	10.00%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	1	1	10.00%	
	<b>AH</b> AUXILIARY HEATER	1	1	10.00%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	10.00%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	1	10.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
82	<b>4X2 UTILITY SERVICE, REGULAR CAB, MIN 8000 LBS GVWR</b>	175	365		30,712.72
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	149	351	96.16%	
	E85 ETHANOL FLEXIBLE FUEL	79	240	65.75%	
	RH4V DRAW BAR RECEIVER CLASS IV	92	150	41.10%	
	CTB OEM TRAILER BRAKE CONTROLLER	48	110	30.14%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	60	110	30.14%	
	PWL POWER WINDOWS & DOOR LOCKS	55	87	23.84%	
	RBV RUNNING BOARDS	44	72	19.73%	
	AT ALL TERRAIN TIRE TREAD	23	68	18.63%	
	D3 SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	32	63	17.26%	
	115V AC POWER OUTLET	24	61	16.71%	
	D7 TOWING/MOUNTAIN RATIO	28	53	14.52%	
	RM EXTRA WIDE MIRRORS	18	46	12.60%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	16	39	10.68%	
	IA1 Increased Output Alternator 1	7	35	9.59%	
	LSM MASTER LOCKING SYSTEM	16	32	8.77%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	13	27	7.40%	
	BBM BULKHEAD MAINTENANCE BODY	19	25	6.85%	
	SU4 OEM Upfitter Switches, 4	4	21	5.75%	
	CR CRUISE CONTROL	15	19	5.21%	
	CU CLOTH UPHOLSTERY	2	19	5.21%	
	MIL DATA PLATE AND DD250	14	16	4.38%	
	UVB VISE BRACKET/PIPE REST	12	16	4.38%	
	EH ENGINE BLOCK HEATER, OEM	10	13	3.56%	
	UPR PIPE RACK	11	13	3.56%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	7	10	2.74%	
	CNSH CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	9	8	2.19%	
	MHP PIPE & CONDUIT HOLDER	8	8	2.19%	
	FTH FRONT TOW HOOKS	2	6	1.64%	
	TD DELETE SPARE TIRE ASSEMBLY	4	6	1.64%	
	CM CARPETED FLOOR COVERING	7	5	1.37%	
	RKE REMOTE KEYLESS ENTRY	10	5	1.37%	
	URH ROPE HOOKS	8	4	1.10%	
	MRS AMBER LED REAR WARNING LIGHTS	5	3	.82%	
	ATC AUTOMATIC TRACTION CONTROL	2	2	.55%	
	SRG SLIDING REAR WINDOW	1	2	.55%	
	UTR TELESOPING ROOF	1	2	.55%	
	YD DIESEL ENGINE	2	2	.55%	
	BLP LOW PROFILE BODY	1	1	.27%	
	MF FLOOR MATS	1	1	.27%	
	OLS OIL LIFE SYSTEM	1	1	.27%	
	ORM OFF ROAD BODY MOUNTING	1	1	.27%	
	PCI PAINT COMPARTMENT INTERIOR SAME AS BODY EXTERIOR	1	1	.27%	
	PSME PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	.27%	
	RS RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	.27%	
	UFT TOP OPENING COMPARTMENTS	1	1	.27%	
	1611 OEM EXPORT DOCUMENT FEE	11	0	.00%	
	DTG DARK TINTED GLASS	3	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
	<b>SP</b> SKID PLATES	4	0	.00%	
<b>82C</b>	<b>4X2 UTILITY SERVICE, EXTENDED CAB, MIN 8000 LBS GVWR</b>	<b>60</b>	<b>90</b>		<b>34,217.51</b>
	<b>E85</b> ETHANOL FLEXIBLE FUEL	42	88	97.78%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	54	80	88.89%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	35	48	53.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	32	45	50.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	33	38	42.22%	
	<b>RBV</b> RUNNING BOARDS	30	37	41.11%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	27	34	37.78%	
	<b>LSM</b> MASTER LOCKING SYSTEM	12	17	18.89%	
	<b>MHP</b> PIPE & CONDUIT HOLDER	8	14	15.56%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	8	13	14.44%	
	<b>UVB</b> VISE BRACKET/PIPE REST	12	13	14.44%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	9	10	11.11%	
	<b>CR</b> CRUISE CONTROL	13	9	10.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	15	9	10.00%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	2	9	10.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	6	8	8.89%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	3	8	8.89%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	8	5	5.56%	
	<b>115V</b> AC POWER OUTLET	5	4	4.44%	
	<b>IA1</b> Increased Output Alternator 1	4	4	4.44%	
	<b>UPR</b> PIPE RACK	8	4	4.44%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	7	3	3.33%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	2	2	2.22%	
	<b>DTG</b> DARK TINTED GLASS	3	2	2.22%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	2	2.22%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	3	2	2.22%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNEAU	1	1	1.11%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	1	1.11%	
	<b>MF</b> FLOOR MATS	1	1	1.11%	
	<b>RKS</b> REMOTE KEYLESS START	1	1	1.11%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	1	1	1.11%	
	<b>UTR</b> TELESCOPING ROOF	1	1	1.11%	
	<b>YD</b> DIESEL ENGINE	6	1	1.11%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	1	0	.00%	
	<b>WR</b> INCREASED GVWR	4	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
83	<b>4X2 UTILITY SERVICE, REGULAR CAB, 10,001 - 12,000 LBS GV</b>		<b>22</b>	<b>31</b>		<b>32,867.39</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	18	21	67.74%	
	RH4V	DRAW BAR RECEIVER CLASS IV	12	20	64.52%	
	E85	ETHANOL FLEXIBLE FUEL	12	16	51.61%	
	RBV	RUNNING BOARDS	10	14	45.16%	
	BBM	BULKHEAD MAINTENANCE BODY	5	11	35.48%	
	1611	OEM EXPORT DOCUMENT FEE	4	10	32.26%	
	MIL	DATA PLATE AND DD250	4	10	32.26%	
	HTG	HYDRAULIC LIFT TAILGATE	5	9	29.03%	
	CBU	BACKUP CAMERA	9	8	25.81%	
	D7	TOWING/MOUNTAIN RATIO	5	6	19.35%	
	CR	CRUISE CONTROL	1	5	16.13%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	3	4	12.90%	
	AT	ALL TERRAIN TIRE TREAD	4	3	9.68%	
	CTB	OEM TRAILER BRAKE CONTROLLER	3	3	9.68%	
	LSM	MASTER LOCKING SYSTEM	3	3	9.68%	
	PWL	POWER WINDOWS & DOOR LOCKS	3	3	9.68%	
	115V	AC POWER OUTLET	2	2	6.45%	
	EH	ENGINE BLOCK HEATER, OEM	2	2	6.45%	
	SU4	OEM Upfitter Switches, 4	2	2	6.45%	
	ULCL	LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	1	2	6.45%	
	ULCR	LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	1	2	6.45%	
	FTH	FRONT TOW HOOKS	1	1	3.23%	
	UOR	OVERHEAD RACK WITH LADDER CLAMPS	1	1	3.23%	
	UTR	TELESCOPING ROOF	1	1	3.23%	
	UPR	PIPE RACK	1	0	.00%	
83C	<b>4X2 UTILITY SERVICE, EXT CAB, 10,001 - 12,000 LBS GVWR</b>		<b>7</b>	<b>6</b>		<b>36,845.17</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	7	6	100.00%	
	CTB	OEM TRAILER BRAKE CONTROLLER	6	6	100.00%	
	E85	ETHANOL FLEXIBLE FUEL	6	6	100.00%	
	RH4V	DRAW BAR RECEIVER CLASS IV	6	6	100.00%	
	AT	ALL TERRAIN TIRE TREAD	3	3	50.00%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	3	3	50.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	3	3	50.00%	
	CBU	BACKUP CAMERA	1	1	16.67%	
	CR	CRUISE CONTROL	2	1	16.67%	
	D7	TOWING/MOUNTAIN RATIO	1	1	16.67%	
	MF	FLOOR MATS	1	1	16.67%	
	RBV	RUNNING BOARDS	1	1	16.67%	
	RKE	REMOTE KEYLESS ENTRY	1	1	16.67%	
	OMR	OVERHEAD MATERIAL RACK	1	0	.00%	
	UVB	WISE BRACKET/PIPE REST	1	0	.00%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>84</b>	<b>4X2 UTILITY SERVICE, REGULAR CAB, MIN 10,001 LBS GVWR</b>		<b>28</b>	<b>47</b>		<b>34,934.96</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	26	46	97.87%	
	E85	ETHANOL FLEXIBLE FUEL	10	27	57.45%	
	RH4V	DRAW BAR RECEIVER CLASS IV	13	12	25.53%	
	CTB	OEM TRAILER BRAKE CONTROLLER	7	7	14.89%	
	RBV	RUNNING BOARDS	7	7	14.89%	
	115V	AC POWER OUTLET	6	6	12.77%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	5	6	12.77%	
	CBU	BACKUP CAMERA	6	5	10.64%	
	UOR	OVERHEAD RACK WITH LADDER CLAMPS	5	5	10.64%	
	CR	CRUISE CONTROL	4	4	8.51%	
	D7	TOWING/MOUNTAIN RATIO	4	4	8.51%	
	IA1	Increased Output Alternator 1	5	4	8.51%	
	LSM	MASTER LOCKING SYSTEM	4	4	8.51%	
	CU	CLOTH UPHOLSTERY	3	3	6.38%	
	HTG	HYDRAULIC LIFT TAILGATE	5	3	6.38%	
	PWL	POWER WINDOWS & DOOR LOCKS	6	3	6.38%	
	UVB	WISE BRACKET/PIPE REST	2	3	6.38%	
	AT	ALL TERRAIN TIRE TREAD	3	2	4.26%	
	YD	DIESEL ENGINE	1	2	4.26%	
	1611	OEM EXPORT DOCUMENT FEE	2	1	2.13%	
	BAT2	Dual Batteries	2	1	2.13%	
	DALT	DUAL ALTERNATORS, OEM	2	1	2.13%	
	EH	ENGINE BLOCK HEATER, OEM	1	1	2.13%	
	MEW	WINCH, ELECTRIC	2	1	2.13%	
	MHP	PIPE & CONDUIT HOLDER	1	1	2.13%	
	PLAB	TIRE PRESSURE MONITORING SYSTEM	1	1	2.13%	
	SU4	OEM Upfitter Switches, 4	2	1	2.13%	
	ULCL	LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	2	1	2.13%	
	ULCR	LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	2	1	2.13%	
	UPR	PIPE RACK	1	1	2.13%	
<b>84B</b>	<b>4X2 UTILITY SERVICE, REGULAR CAB, MIN 14,001 LBS GVWR</b>		<b>2</b>	<b>2</b>		<b>45,839.00</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	2	2	100.00%	
	RH4V	DRAW BAR RECEIVER CLASS IV	2	2	100.00%	
	BLP	LOW PROFILE BODY	1	1	50.00%	
	CBU	BACKUP CAMERA	1	1	50.00%	
	CR	CRUISE CONTROL	1	1	50.00%	
	CTB	OEM TRAILER BRAKE CONTROLLER	1	1	50.00%	
	MRS	AMBER LED REAR WARNING LIGHTS	1	1	50.00%	
	OMR	OVERHEAD MATERIAL RACK	1	1	50.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	1	1	50.00%	
	RBV	RUNNING BOARDS	1	1	50.00%	
	YD	DIESEL ENGINE	1	1	50.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>84C</b>	<b>4X2 UTILITY SERVICE, EXTENDED CAB, MIN 10,001 LBS GVW</b>		<b>8</b>	<b>10</b>		<b>42,188.00</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	6	8	80.00%	
	CTB	OEM TRAILER BRAKE CONTROLLER	6	8	80.00%	
	RH4V	DRAW BAR RECEIVER CLASS IV	6	8	80.00%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	5	7	70.00%	
	D7	TOWING/MOUNTAIN RATIO	5	7	70.00%	
	E85	ETHANOL FLEXIBLE FUEL	6	7	70.00%	
	LSM	MASTER LOCKING SYSTEM	3	4	40.00%	
	115V	AC POWER OUTLET	2	3	30.00%	
	CBU	BACKUP CAMERA	2	3	30.00%	
	CR	CRUISE CONTROL	2	3	30.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	2	3	30.00%	
	RKE	REMOTE KEYLESS ENTRY	2	3	30.00%	
	UVB	WISE BRACKET/PIPE REST	3	3	30.00%	
	B08	BODY LENGTH, 8 FT	1	2	20.00%	
	DTG	DARK TINTED GLASS	1	2	20.00%	
	HTG	HYDRAULIC LIFT TAILGATE	1	2	20.00%	
	IA1	Increased Output Alternator 1	1	2	20.00%	
	IE1	Increased Power Engine 1	1	2	20.00%	
	MHP	PIPE & CONDUIT HOLDER	2	2	20.00%	
	RBV	RUNNING BOARDS	2	2	20.00%	
	ULCR	LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	2	2	20.00%	
	UOR	OVERHEAD RACK WITH LADDER CLAMPS	2	2	20.00%	
	UPR	PIPE RACK	2	2	20.00%	
	AEB1	AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	1	10.00%	
	ATC	AUTOMATIC TRACTION CONTROL	1	1	10.00%	
	BBM	BULKHEAD MAINTENANCE BODY	1	1	10.00%	
	CNSH	CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	1	10.00%	
	DALT	DUAL ALTERNATORS, OEM	1	1	10.00%	
	FTH	FRONT TOW HOOKS	1	1	10.00%	
	LDW	LANE DEPARTURE WARNING SYSTEM	1	1	10.00%	
	MRS	AMBER LED REAR WARNING LIGHTS	1	1	10.00%	
	OLS	OIL LIFE SYSTEM	1	1	10.00%	
	PT	POWER TAKE OFF OPENING	1	1	10.00%	
	RKS	REMOTE KEYLESS START	1	1	10.00%	
	SYNC	SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	10.00%	
	ULCL	LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	1	1	10.00%	
	URH	ROPE HOOKS	1	1	10.00%	
	YD	DIESEL ENGINE	1	1	10.00%	
<b>84H</b>	<b>4X2 UTILITY SERVICE, EXTENDED CAB, MIN. 14,001 LBS GVW</b>		<b>1</b>	<b>2</b>		<b>44,698.00</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	1	2	100.00%	
	CTB	OEM TRAILER BRAKE CONTROLLER	1	2	100.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	1	2	100.00%	
	RBV	RUNNING BOARDS	1	2	100.00%	
	RH4V	DRAW BAR RECEIVER CLASS IV	1	2	100.00%	
	RM6	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	2	100.00%	
	UVB	WISE BRACKET/PIPE REST	1	2	100.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>84J</b>	<b>4X2 UTILITY SERVICE, EXTENDED CAB, MIN. 16,001 LBS GVW</b>	<b>2</b>	<b>2</b>		<b>45,058.50</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	2	2	100.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	2	2	100.00%	
	<b>CBU</b> BACKUP CAMERA	1	1	50.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	1	1	50.00%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	50.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	1	1	50.00%	
	<b>LSM</b> MASTER LOCKING SYSTEM	1	1	50.00%	
	<b>WR</b> INCREASED GVWR	1	1	50.00%	
<b>141</b>	<b>4X2 UTILITY SERVICE, CREW CAB, MIN 8000 LBS GVWR</b>	<b>33</b>	<b>79</b>		<b>35,664.08</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	33	79	100.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	18	52	65.82%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	18	52	65.82%	
	<b>RBV</b> RUNNING BOARDS	13	48	60.76%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	14	46	58.23%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	12	38	48.10%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	13	38	48.10%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	14	31	39.24%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	4	26	32.91%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	13	18	22.78%	
	<b>UPR</b> PIPE RACK	3	14	17.72%	
	<b>UVB</b> VISE BRACKET/PIPE REST	3	14	17.72%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	5	13	16.46%	
	<b>CR</b> CRUISE CONTROL	4	12	15.19%	
	<b>LSM</b> MASTER LOCKING SYSTEM	5	12	15.19%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	2	8	10.13%	
	<b>CU</b> CLOTH UPHOLSTERY	6	6	7.59%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	6	6	7.59%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	6	6	7.59%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	5	5	6.33%	
	<b>RM</b> EXTRA WIDE MIRRORS	3	3	3.80%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	2	2	2.53%	
	<b>URH</b> ROPE HOOKS	2	2	2.53%	
	<b>FTH</b> FRONT TOW HOOKS	1	1	1.27%	
	<b>MHP</b> PIPE & CONDUIT HOLDER	1	1	1.27%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	1	1	1.27%	
	<b>UTR</b> TELESCOPING ROOF	1	1	1.27%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>142</b>	<b>4X2 UTILITY SERVICE, CREW CAB, 10,001 - 12,000 LBS GVWR</b>	<b>10</b>	<b>15</b>		<b>38,342.07</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	10	15	100.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	9	14	93.33%	
	<b>RBV</b> RUNNING BOARDS	6	12	80.00%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	5	11	73.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	4	10	66.67%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	10	66.67%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	8	53.33%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	5	4	26.67%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	3	2	13.33%	
	<b>CBU</b> BACKUP CAMERA	3	2	13.33%	
	<b>LSM</b> MASTER LOCKING SYSTEM	3	2	13.33%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	2	13.33%	
	<b>YD</b> DIESEL ENGINE	3	2	13.33%	
	<b>115V</b> AC POWER OUTLET	2	1	6.67%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	1	1	6.67%	
	<b>CR</b> CRUISE CONTROL	2	1	6.67%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	1	1	6.67%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	1	1	6.67%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	1	1	6.67%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	6.67%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	1	1	6.67%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	1	1	6.67%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsit	1	1	6.67%	
	<b>UPR</b> PIPE RACK	1	1	6.67%	
	<b>URH</b> ROPE HOOKS	1	1	6.67%	
	<b>IA1</b> Increased Output Alternator 1	1	0	.00%	
	<b>J560</b> SEVEN CONDUCTOR ELECTRICAL CONNECTOR	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>144</b>	<b>4X2 UTILITY SERVICE, CREW CAB, MIN 10,001 LBS GVWR</b>		<b>24</b>	<b>36</b>		<b>54,601.72</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	20	34	94.44%	
	RH4V	DRAW BAR RECEIVER CLASS IV	21	32	88.89%	
	AT	ALL TERRAIN TIRE TREAD	13	29	80.56%	
	CTB	OEM TRAILER BRAKE CONTROLLER	11	28	77.78%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	10	28	77.78%	
	D7	TOWING/MOUNTAIN RATIO	9	27	75.00%	
	MIL	DATA PLATE AND DD250	11	27	75.00%	
	YD	DIESEL ENGINE	9	27	75.00%	
	MEW	WINCH, ELECTRIC	7	25	69.44%	
	USS	SUPERSTRUCTURE	7	25	69.44%	
	E85	ETHANOL FLEXIBLE FUEL	4	5	13.89%	
	RBV	RUNNING BOARDS	9	5	13.89%	
	RKE	REMOTE KEYLESS ENTRY	5	3	8.33%	
	1611	OEM EXPORT DOCUMENT FEE	4	2	5.56%	
	AP	ADJUSTABLE OPERATING PEDALS	2	2	5.56%	
	BBM	BULKHEAD MAINTENANCE BODY	4	2	5.56%	
	CM	CARPETED FLOOR COVERING	2	2	5.56%	
	MF	FLOOR MATS	2	2	5.56%	
	MRS	AMBER LED REAR WARNING LIGHTS	4	2	5.56%	
	RS	RECLINING BUCKET/CAPTAINS CHAIRS Row 1	2	2	5.56%	
	ULCL	LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	2	2	5.56%	
	ULCR	LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	2	2	5.56%	
	USM	SIDE MOUNTED LADDER RACKS	2	2	5.56%	
	USST	TAPERED SUPERSTRUCTURE BODY	2	2	5.56%	
	UOR	OVERHEAD RACK WITH LADDER CLAMPS	2	1	2.78%	
	CBU	BACKUP CAMERA	3	0	.00%	
	HTG	HYDRAULIC LIFT TAILGATE	2	0	.00%	
	LSM	MASTER LOCKING SYSTEM	2	0	.00%	
	UTC	SPARE TIRE CARRIER IN LOAD SPACE	1	0	.00%	
	UVB	WISE BRACKET/PIPE REST	2	0	.00%	
<b>144A</b>	<b>4X2 UTILITY SERVICE, CREW CAB, MIN 14,001 LBS GVWR</b>		<b>3</b>	<b>3</b>		<b>49,146.67</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	2	2	66.67%	
	BLP	LOW PROFILE BODY	1	1	33.33%	
	CTB	OEM TRAILER BRAKE CONTROLLER	1	1	33.33%	
	RBV	RUNNING BOARDS	1	1	33.33%	
	RH4V	DRAW BAR RECEIVER CLASS IV	1	1	33.33%	
	WR	INCREASED GVWR	1	1	33.33%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
87	<b>4X4 UTILITY SERVICE, REGULAR CAB, MIN 8000 LBS GVWR</b>	120	147		33,909.12
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	94	131	89.12%	
	RH4V DRAW BAR RECEIVER CLASS IV	79	90	61.22%	
	E85 ETHANOL FLEXIBLE FUEL	57	89	60.54%	
	PWL POWER WINDOWS & DOOR LOCKS	65	66	44.90%	
	CTB OEM TRAILER BRAKE CONTROLLER	63	65	44.22%	
	AT ALL TERRAIN TIRE TREAD	61	64	43.54%	
	RBV RUNNING BOARDS	47	59	40.14%	
	D7 TOWING/MOUNTAIN RATIO	47	48	32.65%	
	CR CRUISE CONTROL	28	31	21.09%	
	LSM MASTER LOCKING SYSTEM	14	27	18.37%	
	RM EXTRA WIDE MIRRORS	30	27	18.37%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	25	27	18.37%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	23	26	17.69%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	21	21	14.29%	
	IA1 Increased Output Alternator 1	27	20	13.61%	
	115V AC POWER OUTLET	16	16	10.88%	
	DTG DARK TINTED GLASS	9	12	8.16%	
	DDRL DEACTIVATE DAYTIME RUNNING LIGHTS	1	10	6.80%	
	SU4 OEM Upfitter Switches, 4	5	10	6.80%	
	CU CLOTH UPHOLSTERY	10	9	6.12%	
	MRS AMBER LED REAR WARNING LIGHTS	11	9	6.12%	
	SZ SNOW PLOW PREP PACKAGE	16	9	6.12%	
	UVB VISE BRACKET/PIPE REST	11	9	6.12%	
	UPR PIPE RACK	9	7	4.76%	
	ATC AUTOMATIC TRACTION CONTROL	9	6	4.08%	
	EH ENGINE BLOCK HEATER, OEM	14	6	4.08%	
	MHP PIPE & CONDUIT HOLDER	5	6	4.08%	
	BBM BULKHEAD MAINTENANCE BODY	3	5	3.40%	
	OLS OIL LIFE SYSTEM	8	5	3.40%	
	DDRA DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNEAU	12	4	2.72%	
	MF FLOOR MATS	7	4	2.72%	
	MPS SNOWPLOW, REVERSIBLE	10	4	2.72%	
	UFT TOP OPENING COMPARTMENTS	4	4	2.72%	
	URH ROPE HOOKS	6	4	2.72%	
	YD DIESEL ENGINE	9	3	2.04%	
	BLP LOW PROFILE BODY	2	2	1.36%	
	FB20 BIO DIESEL (B20) COMPATIBLE ENGINE	2	2	1.36%	
	UTR TELESOPING ROOF	2	2	1.36%	
	DDRH DEALER DELIVERY HAWAII	1	1	.68%	
	RS RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	.68%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	.68%	
	SRG SLIDING REAR WINDOW	1	1	.68%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	2	1	.68%	
	1611 OEM EXPORT DOCUMENT FEE	2	0	.00%	
	DALT DUAL ALTERNATORS, OEM	1	0	.00%	
	MIL DATA PLATE AND DD250	1	0	.00%	
	RKE REMOTE KEYLESS ENTRY	6	0	.00%	

06/23/2022

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
WR	INCREASED GVWR	6	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
87C	<b>4X4 UTILITY SERVICE, EXTENDED CAB, MIN 8000 LBS GVWR</b>	<b>183</b>	<b>197</b>		<b>38,536.12</b>
	<b>E85</b> ETHANOL FLEXIBLE FUEL	102	163	82.74%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	127	151	76.65%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	131	151	76.65%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	145	130	65.99%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	86	114	57.87%	
	<b>CR</b> CRUISE CONTROL	98	93	47.21%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	113	92	46.70%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	69	89	45.18%	
	<b>RBV</b> RUNNING BOARDS	62	89	45.18%	
	<b>LSM</b> MASTER LOCKING SYSTEM	54	84	42.64%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	88	81	41.12%	
	<b>UTR</b> TELESCOPING ROOF	29	49	24.87%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	51	45	22.84%	
	<b>IA1</b> Increased Output Alternator 1	29	44	22.34%	
	<b>115V</b> AC POWER OUTLET	43	42	21.32%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	20	34	17.26%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	41	34	17.26%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	31	31	15.74%	
	<b>RM</b> EXTRA WIDE MIRRORS	24	27	13.71%	
	<b>CU</b> CLOTH UPHOLSTERY	17	23	11.68%	
	<b>DTG</b> DARK TINTED GLASS	22	23	11.68%	
	<b>YD</b> DIESEL ENGINE	18	16	8.12%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	24	15	7.61%	
	<b>MF</b> FLOOR MATS	15	14	7.11%	
	<b>OLS</b> OIL LIFE SYSTEM	11	14	7.11%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	10	13	6.60%	
	<b>UPR</b> PIPE RACK	11	13	6.60%	
	<b>UVB</b> VISE BRACKET/PIPE REST	13	13	6.60%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	8	10	5.08%	
	<b>SU4</b> OEM Upfitter Switches, 4	11	8	4.06%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	9	7	3.55%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	10	7	3.55%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	7	7	3.55%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	6	6	3.05%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	4	6	3.05%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	5	5	2.54%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	10	4	2.03%	
	<b>URH</b> ROPE HOOKS	4	4	2.03%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	3	3	1.52%	
	<b>PCI</b> PAINT COMPARTMENT INTERIOR SAME AS BODY EXTER	3	3	1.52%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	2	2	1.02%	
	<b>BAT2</b> Dual Batteries	2	2	1.02%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	3	2	1.02%	
	<b>LDW</b> LANE DEPARTURE WARNING SYSTEM	2	2	1.02%	
	<b>MHP</b> PIPE & CONDUIT HOLDER	5	2	1.02%	
	<b>AP</b> ADJUSTABLE OPERATING PEDALS	1	1	.51%	
	<b>CM</b> CARPETED FLOOR COVERING	1	1	.51%	



**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>FB20</b>	BIO DIESEL (B20) COMPATIBLE ENGINE	1	1	.51%	
<b>RKS</b>	REMOTE KEYLESS START	1	1	.51%	
<b>AL</b>	ALUMINUM UTILITY BODY	1	0	.00%	
<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	5	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
88	<b>4X4 UTILITY SERVICE, REGULAR CAB, 10,001 - 12,000 LBS GV</b>	84	97		35,335.93
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	62	78	80.41%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	57	68	70.10%	
	<b>RBV</b> RUNNING BOARDS	39	53	54.64%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	34	41	42.27%	
	<b>CBU</b> BACKUP CAMERA	27	38	39.18%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	31	37	38.14%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	34	37	38.14%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	19	35	36.08%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	22	24	24.74%	
	<b>MIL</b> DATA PLATE AND DD250	20	24	24.74%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	12	23	23.71%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	23	21	21.65%	
	<b>LSM</b> MASTER LOCKING SYSTEM	10	18	18.56%	
	<b>CR</b> CRUISE CONTROL	19	16	16.49%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE	10	13	13.40%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	10	12	12.37%	
	<b>IA1</b> Increased Output Alternator 1	11	12	12.37%	
	<b>MHP</b> PIPE & CONDUIT HOLDER	2	12	12.37%	
	<b>UPR</b> PIPE RACK	2	12	12.37%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	14	11	11.34%	
	<b>UVB</b> VISE BRACKET/PIPE REST	1	11	11.34%	
	<b>115V</b> AC POWER OUTLET	8	10	10.31%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	8	10	10.31%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	14	10	10.31%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	6	6	6.19%	
	<b>RM</b> EXTRA WIDE MIRRORS	9	6	6.19%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	8	5	5.15%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	4	4	4.12%	
	<b>UTR</b> TELESCOPING ROOF	4	4	4.12%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNEAU	1	3	3.09%	
	<b>OLS</b> OIL LIFE SYSTEM	3	3	3.09%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	3.09%	
	<b>RKS</b> REMOTE KEYLESS START	1	3	3.09%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	3	3	3.09%	
	<b>SU4</b> OEM Upfitter Switches, 4	3	2	2.06%	
	<b>YD</b> DIESEL ENGINE	2	2	2.06%	
	<b>BLP</b> LOW PROFILE BODY	1	1	1.03%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	1	1.03%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	1.03%	
	<b>MBG</b> FRONT BRUSH GUARD	1	1	1.03%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	1.03%	
	<b>OMR</b> OVERHEAD MATERIAL RACK	1	1	1.03%	
	<b>PCI</b> PAINT COMPARTMENT INTERIOR SAME AS BODY EXTERIOR	1	1	1.03%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	3	1	1.03%	
	<b>WR</b> INCREASED GVWR	1	1	1.03%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	2	0	.00%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	1	-1	-1.03%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
88C	<b>4X4 UTILITY SERVICE, EXTENDED CAB, 10,001 - 12,000 LBS G</b>	<b>81</b>	<b>84</b>		<b>41,074.19</b>
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	65	67	79.76%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	60	66	78.57%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	56	61	72.62%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	50	58	69.05%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	50	54	64.29%	
	<b>CBU</b> BACKUP CAMERA	43	48	57.14%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	42	45	53.57%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	34	44	52.38%	
	<b>CR</b> CRUISE CONTROL	38	43	51.19%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	44	43	51.19%	
	<b>115V</b> AC POWER OUTLET	31	28	33.33%	
	<b>IA1</b> Increased Output Alternator 1	24	28	33.33%	
	<b>RBV</b> RUNNING BOARDS	25	27	32.14%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	27	27	32.14%	
	<b>YD</b> DIESEL ENGINE	27	23	27.38%	
	<b>LSM</b> MASTER LOCKING SYSTEM	19	22	26.19%	
	<b>SU4</b> OEM Upfitter Switches, 4	20	20	23.81%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	19	19	22.62%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	18	15	17.86%	
	<b>RM</b> EXTRA WIDE MIRRORS	17	15	17.86%	
	<b>DTG</b> DARK TINTED GLASS	12	14	16.67%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	13	14	16.67%	
	<b>WR</b> INCREASED GVWR	10	14	16.67%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	11	13	15.48%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	9	9	10.71%	
	<b>OLS</b> OIL LIFE SYSTEM	13	9	10.71%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	11	8	9.52%	
	<b>CU</b> CLOTH UPHOLSTERY	7	7	8.33%	
	<b>MEW</b> WINCH, ELECTRIC	9	7	8.33%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	8	7	8.33%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	8	7	8.33%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	7	7	8.33%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	4	6	7.14%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	6	6	7.14%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	5	5	5.95%	
	<b>OMR</b> OVERHEAD MATERIAL RACK	2	4	4.76%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	4	4	4.76%	
	<b>URH</b> ROPE HOOKS	4	4	4.76%	
	<b>UTR</b> TELESCOPING ROOF	4	4	4.76%	
	<b>B09</b> BODY LENGTH, 9 FT	3	3	3.57%	
	<b>MF</b> FLOOR MATS	3	3	3.57%	
	<b>RKS</b> REMOTE KEYLESS START	3	3	3.57%	
	<b>RSNC</b> 2 FR SEATS-NO CENTER CONSOLE-UNFINISHED FLOOR F	3	3	3.57%	
	<b>BAT2</b> Dual Batteries	3	2	2.38%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	2	2.38%	
	<b>UVB</b> VISE BRACKET/PIPE REST	2	2	2.38%	
	<b>BLP</b> LOW PROFILE BODY	1	1	1.19%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>MBG</b>	FRONT BRUSH GUARD	1	1	1.19%	
<b>MPS</b>	SNOWPLOW, REVERSIBLE	1	1	1.19%	
<b>UPR</b>	PIPE RACK	1	1	1.19%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
89A	<b>4X4 UTILITY SERVICE, REGULAR CAB, MIN 10,001 LBS GVWR</b>	<b>143</b>	<b>71</b>		<b>45,322.35</b>
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	134	66	92.96%	
	RH4V DRAW BAR RECEIVER CLASS IV	137	66	92.96%	
	CTB OEM TRAILER BRAKE CONTROLLER	129	57	80.28%	
	MIL DATA PLATE AND DD250	112	49	69.01%	
	SU4 OEM Upfitter Switches, 4	113	49	69.01%	
	BBM BULKHEAD MAINTENANCE BODY	110	48	67.61%	
	AT ALL TERRAIN TIRE TREAD	113	45	63.38%	
	CBU BACKUP CAMERA	113	41	57.75%	
	D7 TOWING/MOUNTAIN RATIO	103	41	57.75%	
	115V AC POWER OUTLET	103	39	54.93%	
	DALT DUAL ALTERNATORS, OEM	101	35	49.30%	
	MRS AMBER LED REAR WARNING LIGHTS	97	35	49.30%	
	MEW WINCH, ELECTRIC	103	34	47.89%	
	YD DIESEL ENGINE	101	34	47.89%	
	RBV RUNNING BOARDS	33	26	36.62%	
	EH ENGINE BLOCK HEATER, OEM	15	15	21.13%	
	E85 ETHANOL FLEXIBLE FUEL	9	10	14.08%	
	PWL POWER WINDOWS & DOOR LOCKS	13	8	11.27%	
	CR CRUISE CONTROL	5	5	7.04%	
	HTG HYDRAULIC LIFT TAILGATE	10	4	5.63%	
	LSM MASTER LOCKING SYSTEM	10	4	5.63%	
	RKE REMOTE KEYLESS ENTRY	4	4	5.63%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	4	3	4.23%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	5	3	4.23%	
	ATC AUTOMATIC TRACTION CONTROL	2	2	2.82%	
	DTG DARK TINTED GLASS	3	2	2.82%	
	IA1 Increased Output Alternator 1	2	2	2.82%	
	SZ SNOW PLOW PREP PACKAGE	6	2	2.82%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	2	2	2.82%	
	B08 BODY LENGTH, 8 FT	1	1	1.41%	
	B11 BODY LENGTH, 11 FT	1	1	1.41%	
	BAT2 Dual Batteries	1	1	1.41%	
	CU CLOTH UPHOLSTERY	3	1	1.41%	
	DDRA DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	2	1	1.41%	
	OMR OVERHEAD MATERIAL RACK	4	1	1.41%	
	RKS REMOTE KEYLESS START	1	1	1.41%	
	RS RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	1.41%	
	UFT TOP OPENING COMPARTMENTS	1	1	1.41%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	1	1	1.41%	
	URH ROPE HOOKS	1	1	1.41%	
	UTR TELESOPING ROOF	1	1	1.41%	
	UVB VISE BRACKET/PIPE REST	2	1	1.41%	
	AF1 CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUEL	2	0	.00%	
	AFM OEM MID-SHIP FUEL TANK	3	0	.00%	
	OLS OIL LIFE SYSTEM	1	0	.00%	
	PLAB TIRE PRESSURE MONITORING SYSTEM	4	0	.00%	
	PT POWER TAKE OFF OPENING	1	0	.00%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	0	.00%	
<b>89B</b>	<b>4X4 UTILITY SERVICE, REGULAR CAB, MIN 14,001 LBS GVWR</b>	<b>11</b>	<b>12</b>		<b>47,366.75</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	8	9	75.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	8	9	75.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	7	8	66.67%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	6	7	58.33%	
	<b>RBV</b> RUNNING BOARDS	5	6	50.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	5	5	41.67%	
	<b>YD</b> DIESEL ENGINE	5	5	41.67%	
	<b>CR</b> CRUISE CONTROL	4	4	33.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	4	4	33.33%	
	<b>WR2</b> INCREASE GCWR	4	4	33.33%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	2	2	16.67%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	2	2	16.67%	
	<b>WR</b> INCREASED GVWR	2	2	16.67%	
	<b>115V</b> AC POWER OUTLET	1	1	8.33%	
	<b>CBU</b> BACKUP CAMERA	1	1	8.33%	
	<b>IA1</b> Increased Output Alternator 1	1	1	8.33%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	8.33%	
	<b>TT</b> TRACTION TREAD	1	1	8.33%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	1	1	8.33%	
	<b>URH</b> ROPE HOOKS	1	1	8.33%	
	<b>UVB</b> VISE BRACKET/PIPE REST	1	1	8.33%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
89C	<b>4X4 UTILITY SERVICE, EXTENDED CAB, MIN 10,001 LBS GVW</b>	43	50		46,124.20
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	31	38	76.00%	
	PWL POWER WINDOWS & DOOR LOCKS	29	34	68.00%	
	D7 TOWING/MOUNTAIN RATIO	31	33	66.00%	
	RH4V DRAW BAR RECEIVER CLASS IV	28	30	60.00%	
	AT ALL TERRAIN TIRE TREAD	23	27	54.00%	
	CTB OEM TRAILER BRAKE CONTROLLER	24	26	52.00%	
	CR CRUISE CONTROL	23	24	48.00%	
	E85 ETHANOL FLEXIBLE FUEL	19	24	48.00%	
	RKE REMOTE KEYLESS ENTRY	16	20	40.00%	
	RBV RUNNING BOARDS	16	17	34.00%	
	CBU BACKUP CAMERA	11	14	28.00%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	13	13	26.00%	
	ATC AUTOMATIC TRACTION CONTROL	12	12	24.00%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	11	12	24.00%	
	IA1 Increased Output Alternator 1	11	11	22.00%	
	YD DIESEL ENGINE	10	11	22.00%	
	115V AC POWER OUTLET	10	10	20.00%	
	OLS OIL LIFE SYSTEM	9	9	18.00%	
	PLAB TIRE PRESSURE MONITORING SYSTEM	8	8	16.00%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	6	6	12.00%	
	UPR PIPE RACK	5	6	12.00%	
	B08 BODY LENGTH, 8 FT	2	5	10.00%	
	CU CLOTH UPHOLSTERY	5	5	10.00%	
	DTG DARK TINTED GLASS	4	5	10.00%	
	LSM MASTER LOCKING SYSTEM	5	5	10.00%	
	MRS AMBER LED REAR WARNING LIGHTS	5	5	10.00%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	4	4	8.00%	
	URH ROPE HOOKS	4	4	8.00%	
	MBG FRONT BRUSH GUARD	3	3	6.00%	
	PT POWER TAKE OFF OPENING	3	3	6.00%	
	SYNC SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	3	3	6.00%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	2	3	6.00%	
	UVB VISE BRACKET/PIPE REST	3	3	6.00%	
	AEB1 AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	2	2	4.00%	
	IE1 Increased Power Engine 1	2	2	4.00%	
	LDW LANE DEPARTURE WARNING SYSTEM	2	2	4.00%	
	MEW WINCH, ELECTRIC	2	2	4.00%	
	MPS SNOWPLOW, REVERSIBLE	2	2	4.00%	
	RKS REMOTE KEYLESS START	2	2	4.00%	
	SZ SNOW PLOW PREP PACKAGE	2	2	4.00%	
	BBM BULKHEAD MAINTENANCE BODY	1	1	2.00%	
	EH ENGINE BLOCK HEATER, OEM	1	1	2.00%	
	HTG HYDRAULIC LIFT TAILGATE	1	1	2.00%	
	MF FLOOR MATS	1	1	2.00%	
	MIL DATA PLATE AND DD250	1	1	2.00%	
	OMR OVERHEAD MATERIAL RACK	1	1	2.00%	
	SU4 OEM Upfitter Switches, 4	1	1	2.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
	<b>UFT</b> TOP OPENING COMPARTMENTS	1	1	2.00%	
	<b>UTR</b> TELESCOPING ROOF	1	1	2.00%	
<b>89D</b>	<b>4X4 UTILITY SERVICE, REGULAR CAB, MIN 16,001 GVWR</b>	<b>3</b>	<b>4</b>		<b>43,699.75</b>
	<b>CBU</b> BACKUP CAMERA	3	4	100.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	3	4	100.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	3	4	100.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	2	3	75.00%	
	<b>CR</b> CRUISE CONTROL	2	3	75.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	2	3	75.00%	
	<b>RBV</b> RUNNING BOARDS	2	3	75.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	2	2	50.00%	
	<b>DTG</b> DARK TINTED GLASS	1	2	50.00%	
	<b>MBG</b> FRONT BRUSH GUARD	1	2	50.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	1	1	25.00%	
	<b>LSM</b> MASTER LOCKING SYSTEM	1	1	25.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	1	1	25.00%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	25.00%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>89H</b>	<b>4X4 UTILITY SERVICE, EXTENDED CAB, MIN. 14,001 LBS GVW</b>	<b>12</b>	<b>13</b>		<b>57,695.85</b>
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	11	12	92.31%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	11	12	92.31%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	11	12	92.31%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	10	11	84.62%	
	<b>CBU</b> BACKUP CAMERA	10	11	84.62%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	10	10	76.92%	
	<b>CR</b> CRUISE CONTROL	6	7	53.85%	
	<b>RBV</b> RUNNING BOARDS	7	7	53.85%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	6	7	53.85%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	5	5	38.46%	
	<b>YD</b> DIESEL ENGINE	5	5	38.46%	
	<b>LSM</b> MASTER LOCKING SYSTEM	4	4	30.77%	
	<b>115V</b> AC POWER OUTLET	3	3	23.08%	
	<b>DTG</b> DARK TINTED GLASS	3	3	23.08%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	3	3	23.08%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	15.38%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	15.38%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	2	15.38%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	2	15.38%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	2	2	15.38%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	2	2	15.38%	
	<b>UTR</b> TELESCOPING ROOF	2	2	15.38%	
	<b>UVB</b> VISE BRACKET/PIPE REST	2	2	15.38%	
	<b>WR2</b> INCREASE GCWR	2	2	15.38%	
	<b>AL</b> ALUMINUM UTILITY BODY	1	1	7.69%	
	<b>ALW</b> ALUMINUM WHEELS	1	1	7.69%	
	<b>BLP</b> LOW PROFILE BODY	1	1	7.69%	
	<b>CM</b> CARPETED FLOOR COVERING	1	1	7.69%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	1	1	7.69%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	7.69%	
	<b>PCI</b> PAINT COMPARTMENT INTERIOR SAME AS BODY EXTEF	1	1	7.69%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	7.69%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	7.69%	
	<b>UPR</b> PIPE RACK	1	1	7.69%	
	<b>URH</b> ROPE HOOKS	1	1	7.69%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	1	1	7.69%	
	<b>WR</b> INCREASED GVWR	1	1	7.69%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
89J	<b>4X4 UTILITY SERVICE, EXTENDED CAB, MIN. 16,001 LBS GVW</b>	9	9		76,543.78
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	9	9	100.00%	
	AT ALL TERRAIN TIRE TREAD	8	8	88.89%	
	CBU BACKUP CAMERA	8	8	88.89%	
	PWL POWER WINDOWS & DOOR LOCKS	8	8	88.89%	
	RH4V DRAW BAR RECEIVER CLASS IV	8	8	88.89%	
	CTB OEM TRAILER BRAKE CONTROLLER	7	7	77.78%	
	RBV RUNNING BOARDS	7	7	77.78%	
	WR INCREASED GVWR	7	7	77.78%	
	YD DIESEL ENGINE	6	6	66.67%	
	115V AC POWER OUTLET	5	5	55.56%	
	CR CRUISE CONTROL	4	4	44.44%	
	RKE REMOTE KEYLESS ENTRY	4	4	44.44%	
	RM6 MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	4	4	44.44%	
	B11 BODY LENGTH, 11 FT	3	3	33.33%	
	D7 TOWING/MOUNTAIN RATIO	3	3	33.33%	
	LSM MASTER LOCKING SYSTEM	3	3	33.33%	
	WR2 INCREASE GCWR	3	3	33.33%	
	DTG DARK TINTED GLASS	2	2	22.22%	
	MBC CRANE MAINTENANCE BODY	2	2	22.22%	
	MEW WINCH, ELECTRIC	2	2	22.22%	
	TD DELETE SPARE TIRE ASSEMBLY	2	2	22.22%	
	USS SUPERSTRUCTURE	2	2	22.22%	
	UVB VISE BRACKET/PIPE REST	2	2	22.22%	
	BBM BULKHEAD MAINTENANCE BODY	1	1	11.11%	
	CM CARPETED FLOOR COVERING	1	1	11.11%	
	DALT DUAL ALTERNATORS, OEM	1	1	11.11%	
	MRS AMBER LED REAR WARNING LIGHTS	1	1	11.11%	
	PT POWER TAKE OFF OPENING	1	1	11.11%	
	UFT TOP OPENING COMPARTMENTS	1	1	11.11%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	1	1	11.11%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsit	1	1	11.11%	
	USST TAPERED SUPERSTRUCTURE BODY	1	1	11.11%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
146	<b>4X4 UTILITY SERVICE, CREW CAB, MIN 8,000 LBS GVWR</b>	<b>98</b>	<b>180</b>		<b>37,988.09</b>
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	62	153	85.00%	
	AT ALL TERRAIN TIRE TREAD	64	145	80.56%	
	E85 ETHANOL FLEXIBLE FUEL	47	145	80.56%	
	RBV RUNNING BOARDS	43	131	72.78%	
	LSM MASTER LOCKING SYSTEM	31	87	48.33%	
	RH4V DRAW BAR RECEIVER CLASS IV	63	63	35.00%	
	SZ SNOW PLOW PREP PACKAGE	12	63	35.00%	
	PWL POWER WINDOWS & DOOR LOCKS	50	50	27.78%	
	CTB OEM TRAILER BRAKE CONTROLLER	51	46	25.56%	
	D7 TOWING/MOUNTAIN RATIO	37	40	22.22%	
	CR CRUISE CONTROL	46	38	21.11%	
	RKE REMOTE KEYLESS ENTRY	38	32	17.78%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	22	23	12.78%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	23	23	12.78%	
	RM EXTRA WIDE MIRRORS	28	21	11.67%	
	IA1 Increased Output Alternator 1	17	17	9.44%	
	115V AC POWER OUTLET	22	15	8.33%	
	MRS AMBER LED REAR WARNING LIGHTS	8	10	5.56%	
	ATC AUTOMATIC TRACTION CONTROL	14	9	5.00%	
	HTG HYDRAULIC LIFT TAILGATE	8	9	5.00%	
	SU4 OEM Upfitter Switches, 4	9	8	4.44%	
	TD DELETE SPARE TIRE ASSEMBLY	2	7	3.89%	
	UFT TOP OPENING COMPARTMENTS	5	7	3.89%	
	UTR TELESCOPING ROOF	9	7	3.89%	
	UVB VISE BRACKET/PIPE REST	6	7	3.89%	
	CU CLOTH UPHOLSTERY	5	6	3.33%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	9	6	3.33%	
	YD DIESEL ENGINE	14	6	3.33%	
	OLS OIL LIFE SYSTEM	10	5	2.78%	
	UPR PIPE RACK	9	5	2.78%	
	RS RECLINING BUCKET/CAPTAINS CHAIRS Row 1	4	4	2.22%	
	CNSH CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	3	3	1.67%	
	AEB1 AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	2	2	1.11%	
	DTG DARK TINTED GLASS	7	2	1.11%	
	EH ENGINE BLOCK HEATER, OEM	3	2	1.11%	
	MF FLOOR MATS	4	2	1.11%	
	PSME PARTS AND SERVICE MANUALS -- ELECTRONIC	2	2	1.11%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	6	2	1.11%	
	SRS2 SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	6	2	1.11%	
	SYNC SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	2	2	1.11%	
	URH ROPE HOOKS	6	2	1.11%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	5	2	1.11%	
	BLP LOW PROFILE BODY	1	1	.56%	
	DALT DUAL ALTERNATORS, OEM	1	1	.56%	
	MHP PIPE & CONDUIT HOLDER	5	1	.56%	
	PCI PAINT COMPARTMENT INTERIOR SAME AS BODY EXTEF	1	1	.56%	
	SRG SLIDING REAR WINDOW	3	1	.56%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>AL</b>	ALUMINUM UTILITY BODY	1	0	.00%	
<b>BBM</b>	BULKHEAD MAINTENANCE BODY	2	0	.00%	
<b>MPS</b>	SNOWPLOW, REVERSIBLE	2	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
147	<b>4X4 UTILITY SERVICE, CREW CAB, 10,001 - 12,000 LBS GVWR</b>	<b>209</b>	<b>289</b>		<b>50,037.02</b>
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	166	249	86.16%	
	RH4V DRAW BAR RECEIVER CLASS IV	176	244	84.43%	
	AT ALL TERRAIN TIRE TREAD	142	231	79.93%	
	115V AC POWER OUTLET	97	169	58.48%	
	YD DIESEL ENGINE	91	164	56.75%	
	CR CRUISE CONTROL	90	158	54.67%	
	D7 TOWING/MOUNTAIN RATIO	95	155	53.63%	
	DALT DUAL ALTERNATORS, OEM	76	152	52.60%	
	SU4 OEM Upfitter Switches, 4	79	148	51.21%	
	WR INCREASED GVWR	70	145	50.17%	
	DDRL DEACTIVATE DAYTIME RUNNING LIGHTS	51	126	43.60%	
	DTS DELETE FOLD-UP SEATING	50	125	43.25%	
	MTTP MILITARY TROOP TRANSPORT PACKAGE	51	125	43.25%	
	MIL DATA PLATE AND DD250	46	120	41.52%	
	PT POWER TAKE OFF OPENING	48	118	40.83%	
	PWL POWER WINDOWS & DOOR LOCKS	104	113	39.10%	
	ATC AUTOMATIC TRACTION CONTROL	45	105	36.33%	
	CBU BACKUP CAMERA	94	94	32.53%	
	CTB OEM TRAILER BRAKE CONTROLLER	97	93	32.18%	
	AEB1 AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	21	86	29.76%	
	PSME PARTS AND SERVICE MANUALS -- ELECTRONIC	23	86	29.76%	
	RBV RUNNING BOARDS	56	65	22.49%	
	RKE REMOTE KEYLESS ENTRY	70	65	22.49%	
	E85 ETHANOL FLEXIBLE FUEL	41	60	20.76%	
	DTG DARK TINTED GLASS	44	51	17.65%	
	LSM MASTER LOCKING SYSTEM	39	49	16.96%	
	ULCR LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	52	48	16.61%	
	RM EXTRA WIDE MIRRORS	41	37	12.80%	
	ULCL LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	37	36	12.46%	
	SZ SNOW PLOW PREP PACKAGE	25	23	7.96%	
	IA1 Increased Output Alternator 1	24	20	6.92%	
	HTG HYDRAULIC LIFT TAILGATE	20	18	6.23%	
	OLS OIL LIFE SYSTEM	17	16	5.54%	
	UTR TELESOPING ROOF	20	16	5.54%	
	MRS AMBER LED REAR WARNING LIGHTS	17	15	5.19%	
	UTC SPARE TIRE CARRIER IN LOAD SPACE	16	15	5.19%	
	UOR OVERHEAD RACK WITH LADDER CLAMPS	14	13	4.50%	
	SYNC SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	12	12	4.15%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	13	11	3.81%	
	SRS2 SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	13	11	3.81%	
	EH ENGINE BLOCK HEATER, OEM	10	10	3.46%	
	RSNC 2 FR SEATS-NO CENTER CONSOLE-UNFINISHED FLOOR F	10	10	3.46%	
	MBG FRONT BRUSH GUARD	7	8	2.77%	
	MEW WINCH, ELECTRIC	9	7	2.42%	
	BBM BULKHEAD MAINTENANCE BODY	6	6	2.08%	
	UVB VISE BRACKET/PIPE REST	8	6	2.08%	
	DDRA DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	4	5	1.73%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>MF</b>	FLOOR MATS	5	5	1.73%	
<b>CU</b>	CLOTH UPHOLSTERY	6	4	1.38%	
<b>MHP</b>	PIPE & CONDUIT HOLDER	4	4	1.38%	
<b>URH</b>	ROPE HOOKS	7	4	1.38%	
<b>BLP</b>	LOW PROFILE BODY	3	3	1.04%	
<b>MPS</b>	SNOWPLOW, REVERSIBLE	4	3	1.04%	
<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	3	3	1.04%	
<b>UFT</b>	TOP OPENING COMPARTMENTS	4	3	1.04%	
<b>B09</b>	BODY LENGTH, 9 FT	3	2	.69%	
<b>PCI</b>	PAINT COMPARTMENT INTERIOR SAME AS BODY EXTER	3	2	.69%	
<b>UPR</b>	PIPE RACK	2	2	.69%	
<b>AL</b>	ALUMINUM UTILITY BODY	1	1	.35%	
<b>AP</b>	ADJUSTABLE OPERATING PEDALS	1	1	.35%	
<b>BAT2</b>	Dual Batteries	1	1	.35%	
<b>CM</b>	CARPETED FLOOR COVERING	4	1	.35%	
<b>DDRH</b>	DEALER DELIVERY HAWAII	1	1	.35%	
<b>RS</b>	RECLINING BUCKET/CAPTAINS CHAIRS Row 1	2	1	.35%	
<b>1611</b>	OEM EXPORT DOCUMENT FEE	2	0	.00%	
<b>LDW</b>	LANE DEPARTURE WARNING SYSTEM	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
149	<b>4X4 UTILITY SERVICE, CREW CAB, MIN 10,001 LBS GVWR</b>	92	86		49,058.17
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	81	72	83.72%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	59	59	68.60%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	73	59	68.60%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	59	57	66.28%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	49	50	58.14%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	42	47	54.65%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	47	42	48.84%	
	<b>YD</b> DIESEL ENGINE	41	42	48.84%	
	<b>CBU</b> BACKUP CAMERA	46	39	45.35%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsid	35	37	43.02%	
	<b>115V</b> AC POWER OUTLET	30	34	39.53%	
	<b>CR</b> CRUISE CONTROL	28	33	38.37%	
	<b>RBV</b> RUNNING BOARDS	32	32	37.21%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	18	23	26.74%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	19	21	24.42%	
	<b>LSM</b> MASTER LOCKING SYSTEM	25	20	23.26%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	12	18	20.93%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	16	18	20.93%	
	<b>SU4</b> OEM Upfitter Switches, 4	12	17	19.77%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	11	17	19.77%	
	<b>DTG</b> DARK TINTED GLASS	14	15	17.44%	
	<b>OLS</b> OIL LIFE SYSTEM	7	15	17.44%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	16	14	16.28%	
	<b>CU</b> CLOTH UPHOLSTERY	13	11	12.79%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	11	11	12.79%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	5	11	12.79%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	8	10	11.63%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	11	9	10.47%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	2	8	9.30%	
	<b>IA1</b> Increased Output Alternator 1	8	8	9.30%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	5	7	8.14%	
	<b>CM</b> CARPETED FLOOR COVERING	4	6	6.98%	
	<b>URH</b> ROPE HOOKS	6	6	6.98%	
	<b>UTR</b> TELESCOPING ROOF	7	6	6.98%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	6	5	5.81%	
	<b>MBG</b> FRONT BRUSH GUARD	5	5	5.81%	
	<b>MF</b> FLOOR MATS	3	5	5.81%	
	<b>PCI</b> PAINT COMPARTMENT INTERIOR SAME AS BODY EXTEF	4	5	5.81%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	5	5	5.81%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	4	5	5.81%	
	<b>USS</b> SUPERSTRUCTURE	5	4	4.65%	
	<b>BLP</b> LOW PROFILE BODY	4	3	3.49%	
	<b>IE1</b> Increased Power Engine 1	3	3	3.49%	
	<b>RKS</b> REMOTE KEYLESS START	1	3	3.49%	
	<b>WR</b> INCREASED GVWR	1	3	3.49%	
	<b>MEW</b> WINCH, ELECTRIC	3	2	2.33%	
	<b>USST</b> TAPERED SUPERSTRUCTURE BODY	2	2	2.33%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		<b># of Cases</b>	<b>Quantity</b>	<b>%</b>	<b>Average Cost</b>
<b>UVB</b>	WISE BRACKET/PIPE REST	3	2	2.33%	
<b>B08</b>	BODY LENGTH, 8 FT	1	1	1.16%	
<b>BAT2</b>	Dual Batteries	4	1	1.16%	
<b>BBM</b>	BULKHEAD MAINTENANCE BODY	1	1	1.16%	
<b>DDRA</b>	DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	1.16%	
<b>MIL</b>	DATA PLATE AND DD250	1	1	1.16%	
<b>MPS</b>	SNOWPLOW, REVERSIBLE	1	1	1.16%	
<b>OMR</b>	OVERHEAD MATERIAL RACK	1	1	1.16%	
<b>PSME</b>	PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	1.16%	
<b>PT</b>	POWER TAKE OFF OPENING	2	1	1.16%	
<b>SRG</b>	SLIDING REAR WINDOW	1	1	1.16%	
<b>USM</b>	SIDE MOUNTED LADDER RACKS	1	1	1.16%	
<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	2	0	.00%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>149A</b>	<b>4X4 UTILITY SERVICE, CREW CAB, MIN 14,001 LBS GVWR</b>	<b>53</b>	<b>36</b>		<b>57,431.19</b>
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	44	30	83.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	41	27	75.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	40	26	72.22%	
	<b>YD</b> DIESEL ENGINE	35	23	63.89%	
	<b>CBU</b> BACKUP CAMERA	24	22	61.11%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	32	20	55.56%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	24	19	52.78%	
	<b>CR</b> CRUISE CONTROL	23	17	47.22%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	18	13	36.11%	
	<b>RBV</b> RUNNING BOARDS	17	13	36.11%	
	<b>115V</b> AC POWER OUTLET	15	12	33.33%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	18	12	33.33%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	18	11	30.56%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetsid	14	9	25.00%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbsit	16	9	25.00%	
	<b>WR2</b> INCREASE GCWR	9	9	25.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	10	5	13.89%	
	<b>MEW</b> WINCH, ELECTRIC	9	5	13.89%	
	<b>LSM</b> MASTER LOCKING SYSTEM	8	4	11.11%	
	<b>URH</b> ROPE HOOKS	6	4	11.11%	
	<b>USS</b> SUPERSTRUCTURE	6	4	11.11%	
	<b>BAT2</b> Dual Batteries	3	3	8.33%	
	<b>BLP</b> LOW PROFILE BODY	2	3	8.33%	
	<b>DTG</b> DARK TINTED GLASS	3	3	8.33%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	4	3	8.33%	
	<b>SU4</b> OEM Upfitter Switches, 4	4	3	8.33%	
	<b>UVB</b> VISE BRACKET/PIPE REST	3	3	8.33%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	5	2	5.56%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	2	5.56%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	4	2	5.56%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	2	2	5.56%	
	<b>IA1</b> Increased Output Alternator 1	6	2	5.56%	
	<b>PT</b> POWER TAKE OFF OPENING	2	2	5.56%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	3	2	5.56%	
	<b>UOR</b> OVERHEAD RACK WITH LADDER CLAMPS	2	2	5.56%	
	<b>USST</b> TAPERED SUPERSTRUCTURE BODY	2	2	5.56%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	5	2	5.56%	
	<b>UTR</b> TELESOPING ROOF	2	2	5.56%	
	<b>WR</b> INCREASED GVWR	3	2	5.56%	
	<b>AP</b> ADJUSTABLE OPERATING PEDALS	1	1	2.78%	
	<b>B11</b> BODY LENGTH, 11 FT	1	1	2.78%	
	<b>BBM</b> BULKHEAD MAINTENANCE BODY	1	1	2.78%	
	<b>CM</b> CARPETED FLOOR COVERING	1	1	2.78%	
	<b>CNSA</b> CONSIGNEE DELIVERY ALASKA (NO DEALER PREP)	1	1	2.78%	
	<b>CU</b> CLOTH UPHOLSTERY	3	1	2.78%	
	<b>MBG</b> FRONT BRUSH GUARD	4	1	2.78%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	2.78%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		<b># of Cases</b>	<b>Quantity</b>	<b>%</b>	<b>Average Cost</b>
<b>OMR</b>	OVERHEAD MATERIAL RACK	1	1	2.78%	
<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	1	1	2.78%	
<b>USM</b>	SIDE MOUNTED LADDER RACKS	1	1	2.78%	
<b>LHFA</b>	Front Automatic Locking Hubs	3	0	.00%	
<b>OLS</b>	OIL LIFE SYSTEM	1	0	.00%	
<b>PCI</b>	PAINT COMPARTMENT INTERIOR SAME AS BODY EXTEF	3	0	.00%	
<b>PLAB</b>	TIRE PRESSURE MONITORING SYSTEM	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>149B</b>	<b>4X4 UTILITY SERVICE, CREW CAB, MIN 16,001 LBS GVWR</b>	<b>89</b>	<b>77</b>		<b>92,192.04</b>
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	81	74	96.10%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	70	70	90.91%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	78	66	85.71%	
	<b>YD</b> DIESEL ENGINE	68	64	83.12%	
	<b>CBU</b> BACKUP CAMERA	71	60	77.92%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	56	60	77.92%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	60	58	75.32%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	66	57	74.03%	
	<b>RBV</b> RUNNING BOARDS	59	55	71.43%	
	<b>CR</b> CRUISE CONTROL	53	54	70.13%	
	<b>WR</b> INCREASED GVWR	60	51	66.23%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	49	43	55.84%	
	<b>WR2</b> INCREASE GCWR	45	39	50.65%	
	<b>CU</b> CLOTH UPHOLSTERY	32	36	46.75%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	23	22	28.57%	
	<b>USS</b> SUPERSTRUCTURE	19	21	27.27%	
	<b>UTC</b> SPARE TIRE CARRIER IN LOAD SPACE	17	19	24.68%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	18	16	20.78%	
	<b>LSM</b> MASTER LOCKING SYSTEM	13	13	16.88%	
	<b>115V</b> AC POWER OUTLET	14	11	14.29%	
	<b>USST</b> TAPERED SUPERSTRUCTURE BODY	8	9	11.69%	
	<b>ULCR</b> LONG HORIZONTAL COMPARTMENT, RIGHT SIDE (curbside)	10	7	9.09%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUEL	10	6	7.79%	
	<b>B11</b> BODY LENGTH, 11 FT	6	6	7.79%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	18	6	7.79%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	6	5	6.49%	
	<b>BLP</b> LOW PROFILE BODY	6	4	5.19%	
	<b>DTG</b> DARK TINTED GLASS	7	4	5.19%	
	<b>MRS</b> AMBER LED REAR WARNING LIGHTS	6	4	5.19%	
	<b>ULCL</b> LONG HORIZONTAL COMPARTMENT, LEFT SIDE (streetside)	7	4	5.19%	
	<b>BAT2</b> Dual Batteries	2	3	3.90%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	3	3	3.90%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	3	3	3.90%	
	<b>OLS</b> OIL LIFE SYSTEM	4	3	3.90%	
	<b>SU4</b> OEM Upfitter Switches, 4	9	3	3.90%	
	<b>USM</b> SIDE MOUNTED LADDER RACKS	3	3	3.90%	
	<b>ALW</b> ALUMINUM WHEELS	2	2	2.60%	
	<b>CM</b> CARPETED FLOOR COVERING	11	2	2.60%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNEAU	2	2	2.60%	
	<b>IA1</b> Increased Output Alternator 1	2	2	2.60%	
	<b>PCI</b> PAINT COMPARTMENT INTERIOR SAME AS BODY EXTERIOR	2	2	2.60%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	3	2	2.60%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	3	2	2.60%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	2	2.60%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	2	2.60%	
	<b>UFT</b> TOP OPENING COMPARTMENTS	2	2	2.60%	
	<b>UVB</b> VISE BRACKET/PIPE REST	2	2	2.60%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
	<b>AEB1</b>	AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	1	1.30%
	<b>AL</b>	ALUMINUM UTILITY BODY	1	1	1.30%
	<b>FB20</b>	BIO DIESEL (B20) COMPATIBLE ENGINE	2	1	1.30%
	<b>FFP</b>	COOLANT HEATER-FUEL FIRED	2	1	1.30%
	<b>HTG</b>	HYDRAULIC LIFT TAILGATE	1	1	1.30%
	<b>MBC</b>	CRANE MAINTENANCE BODY	1	1	1.30%
	<b>MEW</b>	WINCH, ELECTRIC	1	1	1.30%
	<b>MHP</b>	PIPE & CONDUIT HOLDER	1	1	1.30%
	<b>RS</b>	RECLINING BUCKET/CAPTAINS CHAIRS Row 1	12	1	1.30%
	<b>SRG</b>	SLIDING REAR WINDOW	1	1	1.30%
	<b>TT</b>	TRACTION TREAD	1	1	1.30%
	<b>CNSH</b>	CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	0	.00%
	<b>DDRL</b>	DEACTIVATE DAYTIME RUNNING LIGHTS	1	0	.00%
	<b>J560</b>	SEVEN CONDUCTOR ELECTRICAL CONNECTOR	9	0	.00%
	<b>LHFA</b>	Front Automatic Locking Hubs	9	0	.00%
	<b>OMR</b>	OVERHEAD MATERIAL RACK	1	0	.00%
<b>122</b>	<b>4X2 STAKE BED TRUCK, REGULAR CAB, MIN 8,000 LBS GVW</b>		<b>66</b>	<b>112</b>	<b>29,045.82</b>
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	53	85	75.89%
	<b>RH4V</b>	DRAW BAR RECEIVER CLASS IV	33	51	45.54%
	<b>E85</b>	ETHANOL FLEXIBLE FUEL	20	37	33.04%
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	13	35	31.25%
	<b>BBS</b>	BULKHEAD, STAKE BODY	26	34	30.36%
	<b>1611</b>	OEM EXPORT DOCUMENT FEE	12	25	22.32%
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	11	22	19.64%
	<b>MIL</b>	DATA PLATE AND DD250	18	21	18.75%
	<b>RBV</b>	RUNNING BOARDS	10	18	16.07%
	<b>RM</b>	EXTRA WIDE MIRRORS	5	16	14.29%
	<b>BRH</b>	STAKE RACKS, 40 IN	8	15	13.39%
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	4	9	8.04%
	<b>BDF4</b>	FLOORING-BED-RECYCLED MATERIAL	4	8	7.14%
	<b>D7</b>	TOWING/MOUNTAIN RATIO	3	7	6.25%
	<b>AT</b>	ALL TERRAIN TIRE TREAD	5	6	5.36%
	<b>DTG</b>	DARK TINTED GLASS	10	5	4.46%
	<b>RKE</b>	REMOTE KEYLESS ENTRY	4	5	4.46%
	<b>CR</b>	CRUISE CONTROL	3	4	3.57%
	<b>YD</b>	DIESEL ENGINE	2	4	3.57%
	<b>FTH</b>	FRONT TOW HOOKS	1	3	2.68%
	<b>DDRA</b>	DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	2	1.79%
	<b>EH</b>	ENGINE BLOCK HEATER, OEM	1	2	1.79%
	<b>115V</b>	AC POWER OUTLET	1	1	.89%
	<b>BDF</b>	DIAMOND TREAD STEEL FLOOR	2	1	.89%
	<b>CU</b>	CLOTH UPHOLSTERY	1	1	.89%
	<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	1	1	.89%

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>122C</b>	<b>4X2 STAKE BED TRUCK, EXTENDED CAB, MIN 8000 LBS GVW</b>		<b>6</b>	<b>5</b>		<b>31,147.60</b>
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV		5	4	80.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		4	3	60.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER		2	2	40.00%	
	<b>BBS</b> BULKHEAD, STAKE BODY		2	1	20.00%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR		2	1	20.00%	
	<b>BRH</b> STAKE RACKS, 40 IN		2	1	20.00%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC		1	1	20.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO		1	1	20.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		1	1	20.00%	
<b>122E</b>	<b>4X2 STAKE BED TRUCK, CREW CAB, MIN 8000 LBS GVWR</b>		<b>10</b>	<b>12</b>		<b>32,019.83</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		10	12	100.00%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL		4	8	66.67%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV		4	4	33.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER		3	3	25.00%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC		3	3	25.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO		3	3	25.00%	
	<b>RBV</b> RUNNING BOARDS		3	3	25.00%	
	<b>BRH</b> STAKE RACKS, 40 IN		2	2	16.67%	
	<b>AT</b> ALL TERRAIN TIRE TREAD		1	1	8.33%	
	<b>BBS</b> BULKHEAD, STAKE BODY		1	1	8.33%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR		1	1	8.33%	
	<b>CR</b> CRUISE CONTROL		1	1	8.33%	
	<b>CU</b> CLOTH UPHOLSTERY		1	1	8.33%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		1	1	8.33%	
	<b>RKE</b> REMOTE KEYLESS ENTRY		1	1	8.33%	
<b>123</b>	<b>4X2 STAKE BED TRUCK, REGULAR CAB, 10,001 - 12,000 LBS GVW</b>		<b>26</b>	<b>34</b>		<b>31,223.44</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		22	31	91.18%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE		16	17	50.00%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL		9	15	44.12%	
	<b>BRH</b> STAKE RACKS, 40 IN		5	8	23.53%	
	<b>CBU</b> BACKUP CAMERA		6	8	23.53%	
	<b>D7</b> TOWING/MOUNTAIN RATIO		5	8	23.53%	
	<b>BBS</b> BULKHEAD, STAKE BODY		4	7	20.59%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV		5	7	20.59%	
	<b>AT</b> ALL TERRAIN TIRE TREAD		3	5	14.71%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER		3	3	8.82%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC		2	3	8.82%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)		1	2	5.88%	
	<b>IA1</b> Increased Output Alternator 1		2	2	5.88%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		2	2	5.88%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE		3	1	2.94%	
	<b>B09</b> BODY LENGTH, 9 FT		1	1	2.94%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR		2	1	2.94%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM		1	1	2.94%	
	<b>YD</b> DIESEL ENGINE		1	1	2.94%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>123C</b>	<b>4X2 STAKE BED TRUCK, EXTENDED CAB, 10,001 - 12,000 LBS</b>	<b>6</b>	<b>5</b>		<b>36,478.80</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	6	5	100.00%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	5	4	80.00%	
	<b>BRH</b> STAKE RACKS, 40 IN	2	2	40.00%	
	<b>CBU</b> BACKUP CAMERA	3	2	40.00%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	3	2	40.00%	
	<b>115V</b> AC POWER OUTLET	1	1	20.00%	
	<b>BBS</b> BULKHEAD, STAKE BODY	1	1	20.00%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	2	1	20.00%	
	<b>CR</b> CRUISE CONTROL	1	1	20.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	1	20.00%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	1	1	20.00%	
	<b>IA1</b> Increased Output Alternator 1	2	1	20.00%	
	<b>MF</b> FLOOR MATS	1	1	20.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	2	1	20.00%	
	<b>RBV</b> RUNNING BOARDS	2	1	20.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	2	1	20.00%	
	<b>RM</b> EXTRA WIDE MIRRORS	1	1	20.00%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	1	1	20.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	0	.00%	
	<b>BAT2</b> Dual Batteries	1	0	.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	1	0	.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	1	0	.00%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		<b># of Cases</b>	<b>Quantity</b>	<b>%</b>	<b>Average Cost</b>
<b>123E</b>	<b>4X2 STAKE BED TRUCK, CREW CAB, 10,001 - 12,000 LBS GVW</b>	<b>14</b>	<b>11</b>		<b>34,071.55</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	14	11	100.00%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	7	4	36.36%	
	<b>BRH</b> STAKE RACKS, 40 IN	3	3	27.27%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	3	27.27%	
	<b>RBV</b> RUNNING BOARDS	3	3	27.27%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	3	3	27.27%	
	<b>BBS</b> BULKHEAD, STAKE BODY	2	2	18.18%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	2	2	18.18%	
	<b>CR</b> CRUISE CONTROL	2	2	18.18%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	2	2	18.18%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	18.18%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	2	2	18.18%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	2	2	18.18%	
	<b>115V</b> AC POWER OUTLET	1	1	9.09%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	9.09%	
	<b>BDF4</b> FLOORING-BED-RECYCLED MATERIAL	1	1	9.09%	
	<b>CBU</b> BACKUP CAMERA	1	1	9.09%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	9.09%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	9.09%	
	<b>FTH</b> FRONT TOW HOOKS	1	1	9.09%	
	<b>IA1</b> Increased Output Alternator 1	1	1	9.09%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	9.09%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	1	1	9.09%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	9.09%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
124	<b>4X2 STAKE BED TRUCK, REGULAR CAB, MIN 10,001</b>	130	127		33,433.52
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	99	90	70.87%	
	<b>RBV</b> RUNNING BOARDS	46	48	37.80%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	49	48	37.80%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	35	45	35.43%	
	<b>BBS</b> BULKHEAD, STAKE BODY	49	43	33.86%	
	<b>B12</b> BODY LENGTH, 12 FEET	50	39	30.71%	
	<b>MIL</b> DATA PLATE AND DD250	35	34	26.77%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE	22	26	20.47%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	25	26	20.47%	
	<b>BRH</b> STAKE RACKS, 40 IN	23	21	16.54%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	25	18	14.17%	
	<b>BDF4</b> FLOORING-BED-RECYCLED MATERIAL	19	16	12.60%	
	<b>CBU</b> BACKUP CAMERA	23	16	12.60%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	28	16	12.60%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	13	15	11.81%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	10	12	9.45%	
	<b>DTG</b> DARK TINTED GLASS	14	11	8.66%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	7	10	7.87%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE	15	10	7.87%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	12	6	4.72%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	9	5	3.94%	
	<b>CR</b> CRUISE CONTROL	6	5	3.94%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	2	5	3.94%	
	<b>BSF</b> SMOOTH STEEL FLOOR	8	4	3.15%	
	<b>IE1</b> Increased Power Engine 1	1	4	3.15%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	4	4	3.15%	
	<b>UBOX</b> STORAGE BOX	5	4	3.15%	
	<b>YD</b> DIESEL ENGINE	5	4	3.15%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	5	3	2.36%	
	<b>CU</b> CLOTH UPHOLSTERY	4	3	2.36%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	2.36%	
	<b>115V</b> AC POWER OUTLET	2	2	1.57%	
	<b>IA1</b> Increased Output Alternator 1	3	2	1.57%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	2	1	.79%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	1	.79%	
	<b>FTH</b> FRONT TOW HOOKS	1	1	.79%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	1	1	.79%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	3	1	.79%	
	<b>BAT2</b> Dual Batteries	1	0	.00%	
	<b>MBG</b> FRONT BRUSH GUARD	1	0	.00%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>124B</b>	<b>4X2 STAKE BED TRUCK, REGULAR CAB, MIN 14,001</b>	<b>23</b>	<b>29</b>		<b>40,460.72</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	19	25	86.21%	
	<b>CBU</b> BACKUP CAMERA	12	16	55.17%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	14	15	51.72%	
	<b>RBV</b> RUNNING BOARDS	11	14	48.28%	
	<b>BBS</b> BULKHEAD, STAKE BODY	5	9	31.03%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	9	8	27.59%	
	<b>B16</b> BODY LENGTH, 16 FEET	4	7	24.14%	
	<b>B14</b> BODY LENGTH, 14 FEET	9	6	20.69%	
	<b>BRH</b> STAKE RACKS, 40 IN	7	6	20.69%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	6	6	20.69%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	6	6	20.69%	
	<b>B12</b> BODY LENGTH, 12 FEET	3	4	13.79%	
	<b>CR</b> CRUISE CONTROL	4	4	13.79%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE	4	4	13.79%	
	<b>YD</b> DIESEL ENGINE	5	4	13.79%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	2	3	10.34%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	3	3	10.34%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	5	3	10.34%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	3	2	6.90%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	2	2	6.90%	
	<b>115V</b> AC POWER OUTLET	2	1	3.45%	
	<b>ALW</b> ALUMINUM WHEELS	1	1	3.45%	
	<b>BAT2</b> Dual Batteries	1	1	3.45%	
	<b>BDF4</b> FLOORING-BED-RECYCLED MATERIAL	1	1	3.45%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	1	3.45%	
	<b>BSF</b> SMOOTH STEEL FLOOR	1	1	3.45%	
	<b>FTH</b> FRONT TOW HOOKS	1	1	3.45%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	1	1	3.45%	
	<b>IBOX</b> SUPPLY STORAGE COMPARTMENT	1	1	3.45%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	3.45%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	1	1	3.45%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	3.45%	
	<b>UBOX</b> STORAGE BOX	3	1	3.45%	
	<b>WR</b> INCREASED GVWR	1	1	3.45%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	1	0	.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	1	0	.00%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>124C</b>	<b>4X2 STAKE BED TRUCK, EXTENDED CAB, MIN 10,001 LBS GV</b>		<b>7</b>	<b>12</b>		<b>36,860.00</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	7	12	100.00%	
	RH4V	DRAW BAR RECEIVER CLASS IV	3	7	58.33%	
	E85	ETHANOL FLEXIBLE FUEL	2	5	41.67%	
	CTB	OEM TRAILER BRAKE CONTROLLER	2	3	25.00%	
	DTG	DARK TINTED GLASS	2	3	25.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	2	3	25.00%	
	BRH	STAKE RACKS, 40 IN	1	2	16.67%	
	YD	DIESEL ENGINE	2	2	16.67%	
	115V	AC POWER OUTLET	1	1	8.33%	
	AT	ALL TERRAIN TIRE TREAD	1	1	8.33%	
	CBU	BACKUP CAMERA	1	1	8.33%	
	CR	CRUISE CONTROL	1	1	8.33%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	8.33%	
	D7	TOWING/MOUNTAIN RATIO	1	1	8.33%	
	DALT	DUAL ALTERNATORS, OEM	1	1	8.33%	
	HTG	HYDRAULIC LIFT TAILGATE	1	1	8.33%	
	MF	FLOOR MATS	1	1	8.33%	
	RBV	RUNNING BOARDS	1	1	8.33%	
	RKE	REMOTE KEYLESS ENTRY	1	1	8.33%	
<b>124D</b>	<b>4X2 STAKE BED TRUCK, REGULAR CAB, MIN 16,001 LBS GV</b>		<b>6</b>	<b>7</b>		<b>42,664.86</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	6	7	100.00%	
	BBS	BULKHEAD, STAKE BODY	3	4	57.14%	
	AFM	OEM MID-SHIP FUEL TANK	2	3	42.86%	
	B12	BODY LENGTH, 12 FEET	2	3	42.86%	
	BRH	STAKE RACKS, 40 IN	2	3	42.86%	
	HTGU	HYDRAULIC FOLD UNDER TAIL GATE	2	3	42.86%	
	B16	BODY LENGTH, 16 FEET	2	2	28.57%	
	PWL	POWER WINDOWS & DOOR LOCKS	2	2	28.57%	
	B14	BODY LENGTH, 14 FEET	1	1	14.29%	
	BAT2	Dual Batteries	1	1	14.29%	
	BDF4	FLOORING-BED-RECYCLED MATERIAL	1	1	14.29%	
	CBU	BACKUP CAMERA	1	1	14.29%	
	CR	CRUISE CONTROL	1	1	14.29%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	14.29%	
	D7	TOWING/MOUNTAIN RATIO	1	1	14.29%	
	EH	ENGINE BLOCK HEATER, OEM	1	1	14.29%	
	HTG	HYDRAULIC LIFT TAILGATE	1	1	14.29%	
	HTGR	RAIL TYPE LIFT GATE	1	1	14.29%	
	RM6	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	14.29%	
	TT	TRACTION TREAD	1	1	14.29%	
	WR	INCREASED GVWR	1	1	14.29%	
	WR2	INCREASE GCWR	1	1	14.29%	
	YD	DIESEL ENGINE	1	1	14.29%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>124E</b>	<b>4X2 STAKE BED TRUCK, CREW CAB, MIN 10,001 LBS GVWR</b>		<b>16</b>	<b>13</b>		<b>35,777.15</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	16	13	100.00%	
	CBU	BACKUP CAMERA	8	6	46.15%	
	RBV	RUNNING BOARDS	8	6	46.15%	
	RH4V	DRAW BAR RECEIVER CLASS IV	8	6	46.15%	
	E85	ETHANOL FLEXIBLE FUEL	5	5	38.46%	
	HTG	HYDRAULIC LIFT TAILGATE	6	5	38.46%	
	BRH	STAKE RACKS, 40 IN	4	4	30.77%	
	RKE	REMOTE KEYLESS ENTRY	3	3	23.08%	
	115V	AC POWER OUTLET	2	2	15.38%	
	BBS	BULKHEAD, STAKE BODY	2	2	15.38%	
	BDF	DIAMOND TREAD STEEL FLOOR	2	2	15.38%	
	CTB	OEM TRAILER BRAKE CONTROLLER	2	2	15.38%	
	IA1	Increased Output Alternator 1	2	2	15.38%	
	MIL	DATA PLATE AND DD250	4	2	15.38%	
	PWL	POWER WINDOWS & DOOR LOCKS	2	2	15.38%	
	ATC	AUTOMATIC TRACTION CONTROL	1	1	7.69%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	7.69%	
	FTH	FRONT TOW HOOKS	1	1	7.69%	
	SIAB	SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	7.69%	
	SRS2	SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	1	1	7.69%	
	TD	DELETE SPARE TIRE ASSEMBLY	1	1	7.69%	
	UBOX	STORAGE BOX	1	1	7.69%	
<b>124F</b>	<b>4X2 STAKE BED TRUCK, CREW CAB, MIN 14,001 LBS GVWR</b>		<b>6</b>	<b>3</b>		<b>47,694.67</b>
	B12	BODY LENGTH, 12 FEET	5	3	100.00%	
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	6	3	100.00%	
	BBS	BULKHEAD, STAKE BODY	2	2	66.67%	
	HTGU	HYDRAULIC FOLD UNDER TAIL GATE	3	2	66.67%	
	PWL	POWER WINDOWS & DOOR LOCKS	2	2	66.67%	
	AFM	OEM MID-SHIP FUEL TANK	2	1	33.33%	
	CBU	BACKUP CAMERA	2	1	33.33%	
	CTB	OEM TRAILER BRAKE CONTROLLER	3	1	33.33%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	33.33%	
	RBV	RUNNING BOARDS	3	1	33.33%	
	RH4V	DRAW BAR RECEIVER CLASS IV	3	1	33.33%	
	RKE	REMOTE KEYLESS ENTRY	2	1	33.33%	
	YD	DIESEL ENGINE	2	1	33.33%	
	BDF	DIAMOND TREAD STEEL FLOOR	2	0	.00%	
	BRH	STAKE RACKS, 40 IN	2	0	.00%	
	D7	TOWING/MOUNTAIN RATIO	1	0	.00%	
	DALT	DUAL ALTERNATORS, OEM	1	0	.00%	
	MEW	WINCH, ELECTRIC	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>124G</b>	<b>4X2 STAKE BED TRUCK, CREW CAB, MIN 16,001 LBS GVWR</b>		<b>7</b>	<b>3</b>		<b>47,339.67</b>
	<b>CBU</b> BACKUP CAMERA		7	3	100.00%	
	<b>B12</b> BODY LENGTH, 12 FEET		3	2	66.67%	
	<b>BBS</b> BULKHEAD, STAKE BODY		4	2	66.67%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		5	2	66.67%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		4	2	66.67%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR		4	1	33.33%	
	<b>BDF4</b> FLOORING-BED-RECYCLED MATERIAL		1	1	33.33%	
	<b>BRH</b> STAKE RACKS, 40 IN		1	1	33.33%	
	<b>DTG</b> DARK TINTED GLASS		1	1	33.33%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE		3	1	33.33%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE		2	1	33.33%	
	<b>RBV</b> RUNNING BOARDS		4	1	33.33%	
	<b>CR</b> CRUISE CONTROL		1	0	.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER		1	0	.00%	
	<b>IA1</b> Increased Output Alternator 1		2	0	.00%	
	<b>MIL</b> DATA PLATE AND DD250		1	0	.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV		1	0	.00%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE		1	0	.00%	
	<b>TT</b> TRACTION TREAD		3	0	.00%	
	<b>YD</b> DIESEL ENGINE		1	0	.00%	
<b>124H</b>	<b>4X2 STAKE BED TRUCK, EXTENDED CAB, MIN. 14,001 LBS GV</b>		<b>3</b>	<b>3</b>		<b>42,523.33</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		3	3	100.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER		3	3	100.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV		3	3	100.00%	
	<b>CBU</b> BACKUP CAMERA		1	2	66.67%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK		2	1	33.33%	
	<b>B12</b> BODY LENGTH, 12 FEET		2	1	33.33%	
	<b>BSF</b> SMOOTH STEEL FLOOR		2	1	33.33%	
	<b>CU</b> CLOTH UPHOLSTERY		2	1	33.33%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC		2	1	33.33%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE		2	1	33.33%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		2	1	33.33%	
	<b>RKE</b> REMOTE KEYLESS ENTRY		2	1	33.33%	
	<b>UBOX</b> STORAGE BOX		2	1	33.33%	
	<b>WR</b> INCREASED GVWR		2	1	33.33%	
<b>124J</b>	<b>4X2 STAKE BED TRUCK, EXTENDED CAB, MIN. 16,001 LBS GV</b>		<b>2</b>	<b>2</b>		<b>51,612.00</b>
	<b>B12</b> BODY LENGTH, 12 FEET		2	2	100.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)		2	2	100.00%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE		2	2	100.00%	
	<b>BRH</b> STAKE RACKS, 40 IN		1	1	50.00%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC		1	1	50.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS		1	1	50.00%	
	<b>TT</b> TRACTION TREAD		1	1	50.00%	
	<b>YD</b> DIESEL ENGINE		1	1	50.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
128	<b>4X4 STAKE BED TRUCK, REGULAR CAB, 10,001 - 12,000 LBS</b>	22	22		36,593.41
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	11	15	68.18%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	8	13	59.09%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	15	12	54.55%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	6	11	50.00%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	3	8	36.36%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	3	8	36.36%	
	<b>IA1</b> Increased Output Alternator 1	8	8	36.36%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	8	8	36.36%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	8	8	36.36%	
	<b>RBV</b> RUNNING BOARDS	7	6	27.27%	
	<b>BBS</b> BULKHEAD, STAKE BODY	7	5	22.73%	
	<b>BRH</b> STAKE RACKS, 40 IN	5	5	22.73%	
	<b>CBU</b> BACKUP CAMERA	7	5	22.73%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	5	5	22.73%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	6	4	18.18%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	7	4	18.18%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	4	3	13.64%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	4	3	13.64%	
	<b>CR</b> CRUISE CONTROL	3	3	13.64%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	13.64%	
	<b>115V</b> AC POWER OUTLET	2	2	9.09%	
	<b>B09</b> BODY LENGTH, 9 FT	3	2	9.09%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	2	2	9.09%	
	<b>YD</b> DIESEL ENGINE	2	2	9.09%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE	2	1	4.55%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	1	4.55%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	4.55%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	1	1	4.55%	
	<b>DTG</b> DARK TINTED GLASS	1	1	4.55%	
	<b>MEW</b> WINCH, ELECTRIC	1	1	4.55%	
	<b>MIL</b> DATA PLATE AND DD250	1	1	4.55%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	4.55%	
	<b>RKS</b> REMOTE KEYLESS START	1	1	4.55%	
	<b>RM</b> EXTRA WIDE MIRRORS	1	1	4.55%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	4.55%	
	<b>WR</b> INCREASED GVWR	1	1	4.55%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>128C</b>	<b>4X4 STAKE BED TRUCK, EXTENDED CAB, 10,001 - 12,000 LBS</b>	<b>21</b>	<b>16</b>		<b>41,017.50</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	20	15	93.75%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	16	13	81.25%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	13	11	68.75%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	10	10	62.50%	
	<b>CBU</b> BACKUP CAMERA	10	8	50.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	10	7	43.75%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	9	7	43.75%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	6	6	37.50%	
	<b>BBS</b> BULKHEAD, STAKE BODY	8	6	37.50%	
	<b>CR</b> CRUISE CONTROL	6	6	37.50%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	6	6	37.50%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	8	5	31.25%	
	<b>RBV</b> RUNNING BOARDS	7	5	31.25%	
	<b>YD</b> DIESEL ENGINE	6	5	31.25%	
	<b>115V</b> AC POWER OUTLET	5	4	25.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	4	4	25.00%	
	<b>BRH</b> STAKE RACKS, 40 IN	5	3	18.75%	
	<b>B09</b> BODY LENGTH, 9 FT	2	2	12.50%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	3	2	12.50%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	2	2	12.50%	
	<b>IA1</b> Increased Output Alternator 1	2	2	12.50%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	6.25%	
	<b>BAT2</b> Dual Batteries	2	1	6.25%	
	<b>MF</b> FLOOR MATS	1	1	6.25%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	2	1	6.25%	
	<b>RM</b> EXTRA WIDE MIRRORS	1	1	6.25%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	1	6.25%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	6.25%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>128E</b>	<b>4X4 STAKE BED TRUCK, CREW CAB, 10,001 - 12,000 LBS GVW</b>	<b>20</b>	<b>18</b>		<b>42,073.28</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	17	15	83.33%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	16	15	83.33%	
	<b>BBS</b> BULKHEAD, STAKE BODY	12	10	55.56%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	9	9	50.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	7	8	44.44%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	7	8	44.44%	
	<b>CR</b> CRUISE CONTROL	6	7	38.89%	
	<b>CBU</b> BACKUP CAMERA	6	6	33.33%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	7	6	33.33%	
	<b>YD</b> DIESEL ENGINE	8	6	33.33%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	6	5	27.78%	
	<b>CU</b> CLOTH UPHOLSTERY	4	5	27.78%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	4	5	27.78%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	4	4	22.22%	
	<b>BRH</b> STAKE RACKS, 40 IN	5	3	16.67%	
	<b>RBV</b> RUNNING BOARDS	3	3	16.67%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	5	3	16.67%	
	<b>115V</b> AC POWER OUTLET	2	2	11.11%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	11.11%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	11.11%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	2	2	11.11%	
	<b>MBG</b> FRONT BRUSH GUARD	2	2	11.11%	
	<b>RM</b> EXTRA WIDE MIRRORS	2	2	11.11%	
	<b>B09</b> BODY LENGTH, 9 FT	1	1	5.56%	
	<b>BSF</b> SMOOTH STEEL FLOOR	1	1	5.56%	
	<b>CM</b> CARPETED FLOOR COVERING	1	1	5.56%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	5.56%	
	<b>DTG</b> DARK TINTED GLASS	1	1	5.56%	
	<b>IA1</b> Increased Output Alternator 1	1	1	5.56%	
	<b>MF</b> FLOOR MATS	1	1	5.56%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	5.56%	
	<b>SRG</b> SLIDING REAR WINDOW	1	1	5.56%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	1	1	5.56%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	1	5.56%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
129	<b>4X4 STAKE BED TRUCK, REGULAR CAB, MIN 10,001 LBS GVW</b>	46	47		40,295.98
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	30	34	72.34%	
	RH4V DRAW BAR RECEIVER CLASS IV	33	28	59.57%	
	RBV RUNNING BOARDS	22	25	53.19%	
	AT ALL TERRAIN TIRE TREAD	27	24	51.06%	
	B12 BODY LENGTH, 12 FEET	15	21	44.68%	
	CBU BACKUP CAMERA	20	20	42.55%	
	CTB OEM TRAILER BRAKE CONTROLLER	26	20	42.55%	
	BBS BULKHEAD, STAKE BODY	16	18	38.30%	
	PWL POWER WINDOWS & DOOR LOCKS	18	18	38.30%	
	E85 ETHANOL FLEXIBLE FUEL	12	14	29.79%	
	D7 TOWING/MOUNTAIN RATIO	15	13	27.66%	
	ATC AUTOMATIC TRACTION CONTROL	9	10	21.28%	
	BDF DIAMOND TREAD STEEL FLOOR	9	10	21.28%	
	BRH STAKE RACKS, 40 IN	10	10	21.28%	
	HTG HYDRAULIC LIFT TAILGATE	5	10	21.28%	
	CR CRUISE CONTROL	9	9	19.15%	
	SZ SNOW PLOW PREP PACKAGE	9	9	19.15%	
	YD DIESEL ENGINE	12	9	19.15%	
	IA1 Increased Output Alternator 1	7	8	17.02%	
	UBOX STORAGE BOX	5	8	17.02%	
	EH ENGINE BLOCK HEATER, OEM	7	7	14.89%	
	MIL DATA PLATE AND DD250	7	7	14.89%	
	MF FLOOR MATS	1	6	12.77%	
	1611 OEM EXPORT DOCUMENT FEE	4	5	10.64%	
	115V AC POWER OUTLET	5	4	8.51%	
	RKE REMOTE KEYLESS ENTRY	4	4	8.51%	
	CU CLOTH UPHOLSTERY	3	3	6.38%	
	OLS OIL LIFE SYSTEM	5	3	6.38%	
	SU4 OEM Upfitter Switches, 4	4	3	6.38%	
	TD DELETE SPARE TIRE ASSEMBLY	3	3	6.38%	
	BDS DUMP HOIST FOR STAKE BODY	2	2	4.26%	
	CNSH CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	2	2	4.26%	
	HTGR RAIL TYPE LIFT GATE	2	2	4.26%	
	IBOX SUPPLY STORAGE COMPARTMENT	2	2	4.26%	
	MPS SNOWPLOW, REVERSIBLE	2	2	4.26%	
	PLAB TIRE PRESSURE MONITORING SYSTEM	4	2	4.26%	
	BDF4 FLOORING-BED-RECYCLED MATERIAL	3	1	2.13%	
	BSF SMOOTH STEEL FLOOR	1	1	2.13%	
	DALT DUAL ALTERNATORS, OEM	2	1	2.13%	
	DTG DARK TINTED GLASS	3	1	2.13%	
	HTGU HYDRAULIC FOLD UNDER TAIL GATE	1	1	2.13%	
	RSNC 2 FR SEATS-NO CENTER CONSOLE-UNFINISHED FLOOR F	1	1	2.13%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	2	0	.00%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>129A</b>	<b>4X4 STAKE BED TRUCK, REGULAR CAB, MIN 14,001 LBS GVW</b>	<b>15</b>	<b>13</b>		<b>47,441.23</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	9	9	69.23%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	10	9	69.23%	
	<b>B12</b> BODY LENGTH, 12 FEET	6	5	38.46%	
	<b>BBS</b> BULKHEAD, STAKE BODY	5	5	38.46%	
	<b>CBU</b> BACKUP CAMERA	6	5	38.46%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	6	5	38.46%	
	<b>RBV</b> RUNNING BOARDS	5	5	38.46%	
	<b>YD</b> DIESEL ENGINE	5	5	38.46%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	5	4	30.77%	
	<b>BSF</b> SMOOTH STEEL FLOOR	5	4	30.77%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	4	4	30.77%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	5	4	30.77%	
	<b>115V</b> AC POWER OUTLET	4	3	23.08%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	3	3	23.08%	
	<b>B14</b> BODY LENGTH, 14 FEET	4	3	23.08%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	4	3	23.08%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	3	3	23.08%	
	<b>BRH</b> STAKE RACKS, 40 IN	2	2	15.38%	
	<b>CR</b> CRUISE CONTROL	2	2	15.38%	
	<b>CU</b> CLOTH UPHOLSTERY	2	2	15.38%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	2	2	15.38%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE	3	2	15.38%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	2	15.38%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	7.69%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	1	1	7.69%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	7.69%	
	<b>DTG</b> DARK TINTED GLASS	1	1	7.69%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	1	1	7.69%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	1	1	7.69%	
	<b>IA1</b> Increased Output Alternator 1	1	1	7.69%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	1	1	7.69%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	7.69%	
	<b>TES</b> ENGINE SHUT DOWN TIMER	1	1	7.69%	
	<b>WR2</b> INCREASE GCWR	1	1	7.69%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>129B</b>	<b>4X4 STAKE BED TRUCK, REGULAR CAB, MIN 16,001 LBS GVW</b>	<b>6</b>	<b>4</b>		<b>46,943.00</b>
	<b>B12</b> BODY LENGTH, 12 FEET	3	3	75.00%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	4	3	75.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	4	3	75.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	4	3	75.00%	
	<b>YD</b> DIESEL ENGINE	3	2	50.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	2	1	25.00%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	1	25.00%	
	<b>BBS</b> BULKHEAD, STAKE BODY	2	1	25.00%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	3	1	25.00%	
	<b>BRH</b> STAKE RACKS, 40 IN	1	1	25.00%	
	<b>CR</b> CRUISE CONTROL	2	1	25.00%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE	1	1	25.00%	
	<b>MBG</b> FRONT BRUSH GUARD	1	1	25.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	1	25.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	25.00%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	25.00%	
	<b>TT</b> TRACTION TREAD	1	1	25.00%	
	<b>WR</b> INCREASED GVWR	1	1	25.00%	
	<b>B14</b> BODY LENGTH, 14 FEET	1	0	.00%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	0	.00%	
	<b>CBU</b> BACKUP CAMERA	1	0	.00%	
	<b>LHFA</b> Front Automatic Locking Hubs	1	0	.00%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	1	0	.00%	
	<b>RBV</b> RUNNING BOARDS	1	0	.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	1	0	.00%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>129C</b>	<b>4X4 STAKE BED TRUCK, EXTENDED CAB, MIN 10,001 LBS GV</b>	<b>10</b>	<b>10</b>		<b>45,102.40</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	9	9	90.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	7	7	70.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	7	7	70.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	7	7	70.00%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	6	6	60.00%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	6	6	60.00%	
	<b>RBV</b> RUNNING BOARDS	4	4	40.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	4	4	40.00%	
	<b>BBS</b> BULKHEAD, STAKE BODY	3	3	30.00%	
	<b>CBU</b> BACKUP CAMERA	3	3	30.00%	
	<b>CU</b> CLOTH UPHOLSTERY	3	3	30.00%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	3	3	30.00%	
	<b>YD</b> DIESEL ENGINE	3	3	30.00%	
	<b>115V</b> AC POWER OUTLET	2	2	20.00%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	2	2	20.00%	
	<b>BRH</b> STAKE RACKS, 40 IN	2	2	20.00%	
	<b>CR</b> CRUISE CONTROL	2	2	20.00%	
	<b>IA1</b> Increased Output Alternator 1	2	2	20.00%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	1	10.00%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	1	1	10.00%	
	<b>IE1</b> Increased Power Engine 1	1	1	10.00%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	10.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	1	1	10.00%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	10.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>129D</b>	<b>4X4 STAKE BED TRUCK, CREW CAB, MIN 10,001 LBS GVWR</b>	<b>120</b>	<b>82</b>		<b>47,823.41</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	112	74	90.24%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	113	72	87.80%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	104	68	82.93%	
	<b>CBU</b> BACKUP CAMERA	95	56	68.29%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	95	54	65.85%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	90	52	63.41%	
	<b>BBS</b> BULKHEAD, STAKE BODY	87	49	59.76%	
	<b>BRH</b> STAKE RACKS, 40 IN	86	47	57.32%	
	<b>CR</b> CRUISE CONTROL	85	47	57.32%	
	<b>YD</b> DIESEL ENGINE	87	47	57.32%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	83	42	51.22%	
	<b>SU4</b> OEM Upfitter Switches, 4	80	41	50.00%	
	<b>MIL</b> DATA PLATE AND DD250	79	40	48.78%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	25	25	30.49%	
	<b>RBV</b> RUNNING BOARDS	16	20	24.39%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	12	18	21.95%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	21	16	19.51%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	14	15	18.29%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	10	7	8.54%	
	<b>115V</b> AC POWER OUTLET	7	6	7.32%	
	<b>MBG</b> FRONT BRUSH GUARD	4	5	6.10%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	5	5	6.10%	
	<b>BSF</b> SMOOTH STEEL FLOOR	3	4	4.88%	
	<b>DTG</b> DARK TINTED GLASS	6	4	4.88%	
	<b>IA1</b> Increased Output Alternator 1	4	4	4.88%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	2.44%	
	<b>B08</b> BODY LENGTH, 8 FT	2	2	2.44%	
	<b>CU</b> CLOTH UPHOLSTERY	2	2	2.44%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	2	2	2.44%	
	<b>IE1</b> Increased Power Engine 1	1	2	2.44%	
	<b>MEW</b> WINCH, ELECTRIC	4	2	2.44%	
	<b>UBOX</b> STORAGE BOX	4	2	2.44%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	1	1	1.22%	
	<b>BAT2</b> Dual Batteries	3	1	1.22%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	2	1	1.22%	
	<b>MF</b> FLOOR MATS	1	1	1.22%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	1.22%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	1.22%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	1	1	1.22%	
	<b>RKS</b> REMOTE KEYLESS START	1	1	1.22%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>129E</b>	<b>4X4 STAKE BED TRUCK, CREW CAB, MIN 14,001 LBS GVWR</b>	<b>23</b>	<b>17</b>		<b>49,762.29</b>
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	18	15	88.24%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	18	12	70.59%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	16	12	70.59%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	13	10	58.82%	
	<b>CBU</b> BACKUP CAMERA	12	8	47.06%	
	<b>BBS</b> BULKHEAD, STAKE BODY	8	6	35.29%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	5	5	29.41%	
	<b>RBV</b> RUNNING BOARDS	6	5	29.41%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	7	5	29.41%	
	<b>YD</b> DIESEL ENGINE	6	5	29.41%	
	<b>CR</b> CRUISE CONTROL	4	4	23.53%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	5	4	23.53%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	6	4	23.53%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	6	3	17.65%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	2	3	17.65%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	3	3	17.65%	
	<b>115V</b> AC POWER OUTLET	3	2	11.76%	
	<b>AF1</b> CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUI	2	2	11.76%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	2	11.76%	
	<b>B12</b> BODY LENGTH, 12 FEET	7	2	11.76%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	2	2	11.76%	
	<b>DTG</b> DARK TINTED GLASS	3	2	11.76%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	3	2	11.76%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	3	2	11.76%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE	1	1	5.88%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	1	5.88%	
	<b>ALW</b> ALUMINUM WHEELS	1	1	5.88%	
	<b>DDRH</b> DEALER DELIVERY HAWAII	1	1	5.88%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	1	1	5.88%	
	<b>IA1</b> Increased Output Alternator 1	2	1	5.88%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	5.88%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	2	1	5.88%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	5.88%	
	<b>SRG</b> SLIDING REAR WINDOW	2	1	5.88%	
	<b>SRS2</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM ROW 2	1	1	5.88%	
	<b>UBOX</b> STORAGE BOX	2	1	5.88%	
	<b>WR</b> INCREASED GVWR	1	1	5.88%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	3	0	.00%	
	<b>BRH</b> STAKE RACKS, 40 IN	1	0	.00%	
	<b>CU</b> CLOTH UPHOLSTERY	2	0	.00%	
	<b>HTGU</b> HYDRAULIC FOLD UNDER TAIL GATE	2	0	.00%	
	<b>PT</b> POWER TAKE OFF OPENING	1	0	.00%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>129F</b>	<b>4X4 STAKE BED TRUCK, CREW CAB, MIN 16,001 LBS GVWR</b>		<b>51</b>	<b>89</b>		<b>87,399.00</b>
	<b>CTB</b>	OEM TRAILER BRAKE CONTROLLER	42	82	92.13%	
	<b>YD</b>	DIESEL ENGINE	32	82	92.13%	
	<b>RH4V</b>	DRAW BAR RECEIVER CLASS IV	37	81	91.01%	
	<b>RBV</b>	RUNNING BOARDS	28	79	88.76%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	41	78	87.64%	
	<b>D7</b>	TOWING/MOUNTAIN RATIO	27	75	84.27%	
	<b>115V</b>	AC POWER OUTLET	24	74	83.15%	
	<b>WR</b>	INCREASED GVWR	21	72	80.90%	
	<b>MIL</b>	DATA PLATE AND DD250	21	71	79.78%	
	<b>SU4</b>	OEM Upfitter Switches, 4	26	71	79.78%	
	<b>AT</b>	ALL TERRAIN TIRE TREAD	35	70	78.65%	
	<b>PSME</b>	PARTS AND SERVICE MANUALS -- ELECTRONIC	17	70	78.65%	
	<b>WR2</b>	INCREASE GCWR	16	69	77.53%	
	<b>DALT</b>	DUAL ALTERNATORS, OEM	21	64	71.91%	
	<b>MEW</b>	WINCH, ELECTRIC	16	64	71.91%	
	<b>DDRL</b>	DEACTIVATE DAYTIME RUNNING LIGHTS	14	62	69.66%	
	<b>MSTL</b>	MARITIME SECURITY TRANSPORT	14	62	69.66%	
	<b>AEB1</b>	AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	11	49	55.06%	
	<b>B12</b>	BODY LENGTH, 12 FEET	12	13	14.61%	
	<b>PWL</b>	POWER WINDOWS & DOOR LOCKS	14	13	14.61%	
	<b>BBS</b>	BULKHEAD, STAKE BODY	9	12	13.48%	
	<b>RM6</b>	MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	12	11	12.36%	
	<b>DTG</b>	DARK TINTED GLASS	4	10	11.24%	
	<b>BSF</b>	SMOOTH STEEL FLOOR	4	9	10.11%	
	<b>CBU</b>	BACKUP CAMERA	19	8	8.99%	
	<b>LDW</b>	LANE DEPARTURE WARNING SYSTEM	1	7	7.87%	
	<b>BRH</b>	STAKE RACKS, 40 IN	12	5	5.62%	
	<b>CR</b>	CRUISE CONTROL	11	5	5.62%	
	<b>RKE</b>	REMOTE KEYLESS ENTRY	16	5	5.62%	
	<b>BDF</b>	DIAMOND TREAD STEEL FLOOR	12	4	4.49%	
	<b>HTG</b>	HYDRAULIC LIFT TAILGATE	7	4	4.49%	
	<b>UBOX</b>	STORAGE BOX	11	4	4.49%	
	<b>HTGR</b>	RAIL TYPE LIFT GATE	4	3	3.37%	
	<b>HTGU</b>	HYDRAULIC FOLD UNDER TAIL GATE	2	2	2.25%	
	<b>MBG</b>	FRONT BRUSH GUARD	1	2	2.25%	
	<b>AF1</b>	CHASSIS MANUFACTURER'S MAXIMUM AVAILABLE FUEL	4	1	1.12%	
	<b>AFM</b>	OEM MID-SHIP FUEL TANK	1	1	1.12%	
	<b>AP</b>	ADJUSTABLE OPERATING PEDALS	2	1	1.12%	
	<b>CM</b>	CARPETED FLOOR COVERING	2	1	1.12%	
	<b>CU</b>	CLOTH UPHOLSTERY	3	1	1.12%	
	<b>DDRA</b>	DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNEAU	3	1	1.12%	
	<b>PLAB</b>	TIRE PRESSURE MONITORING SYSTEM	2	1	1.12%	
	<b>PT</b>	POWER TAKE OFF OPENING	1	1	1.12%	
	<b>ALW</b>	ALUMINUM WHEELS	4	0	.00%	
	<b>ATC</b>	AUTOMATIC TRACTION CONTROL	2	0	.00%	
	<b>CNSA</b>	CONSIGNEE DELIVERY ALASKA (NO DEALER PREP)	1	0	.00%	
	<b>FFP</b>	COOLANT HEATER-FUEL FIRED	1	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
	<b>LHFA</b> Front Automatic Locking Hubs	1	0	.00%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	3	0	.00%	
	<b>OLS</b> OIL LIFE SYSTEM	1	0	.00%	
	<b>SRG</b> SLIDING REAR WINDOW	1	0	.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	4	0	.00%	
<b>129H</b>	<b>4X4 STAKE BED TRUCK, EXTENDED CAB, MIN. 14,001 LBS GV</b>	<b>11</b>	<b>11</b>		<b>51,384.18</b>
	<b>AT</b> ALL TERRAIN TIRE TREAD	8	9	81.82%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	8	9	81.82%	
	<b>CBU</b> BACKUP CAMERA	9	8	72.73%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	8	8	72.73%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	7	8	72.73%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	7	7	63.64%	
	<b>RBV</b> RUNNING BOARDS	5	7	63.64%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	4	5	45.45%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	3	4	36.36%	
	<b>CR</b> CRUISE CONTROL	3	4	36.36%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	3	4	36.36%	
	<b>YD</b> DIESEL ENGINE	3	4	36.36%	
	<b>MBG</b> FRONT BRUSH GUARD	2	3	27.27%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	4	3	27.27%	
	<b>WR</b> INCREASED GVWR	2	3	27.27%	
	<b>B12</b> BODY LENGTH, 12 FEET	2	2	18.18%	
	<b>BBS</b> BULKHEAD, STAKE BODY	2	2	18.18%	
	<b>BRH</b> STAKE RACKS, 40 IN	2	2	18.18%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	3	2	18.18%	
	<b>115V</b> AC POWER OUTLET	1	1	9.09%	
	<b>BDF4</b> FLOORING-BED-RECYCLED MATERIAL	1	1	9.09%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	1	9.09%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	1	9.09%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	9.09%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	1	1	9.09%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	9.09%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	1	9.09%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	9.09%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	9.09%	
	<b>TT</b> TRACTION TREAD	1	1	9.09%	
	<b>WR2</b> INCREASE GCWR	1	1	9.09%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>129J</b>	<b>4X4 STAKE BED TRUCK, EXTENDED CAB, MIN. 16,001 LBS GV</b>	<b>15</b>	<b>21</b>		<b>67,010.62</b>
	<b>RBV</b> RUNNING BOARDS	14	20	95.24%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	11	15	71.43%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	9	13	61.90%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	10	13	61.90%	
	<b>YD</b> DIESEL ENGINE	9	13	61.90%	
	<b>CBU</b> BACKUP CAMERA	8	12	57.14%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	9	12	57.14%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	9	12	57.14%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	7	11	52.38%	
	<b>WR</b> INCREASED GVWR	7	11	52.38%	
	<b>B12</b> BODY LENGTH, 12 FEET	7	10	47.62%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	6	10	47.62%	
	<b>CR</b> CRUISE CONTROL	7	8	38.10%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	5	8	38.10%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	7	8	38.10%	
	<b>115V</b> AC POWER OUTLET	5	6	28.57%	
	<b>BDF</b> DIAMOND TREAD STEEL FLOOR	6	6	28.57%	
	<b>DTG</b> DARK TINTED GLASS	4	5	23.81%	
	<b>BBS</b> BULKHEAD, STAKE BODY	1	4	19.05%	
	<b>HTG</b> HYDRAULIC LIFT TAILGATE	4	4	19.05%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	1	4	19.05%	
	<b>SRG</b> SLIDING REAR WINDOW	3	4	19.05%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	2	3	14.29%	
	<b>CF52</b> BIA MODEL 52	2	3	14.29%	
	<b>CNSH</b> CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	1	3	14.29%	
	<b>SU4</b> OEM Upfitter Switches, 4	2	3	14.29%	
	<b>SYNC</b> SYNC VOICE ACTIVATED COMMUNICATION SYSTEM	2	3	14.29%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	2	3	14.29%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	2	2	9.52%	
	<b>BDS</b> DUMP HOIST FOR STAKE BODY	1	1	4.76%	
	<b>BRH</b> STAKE RACKS, 40 IN	1	1	4.76%	
	<b>BSF</b> SMOOTH STEEL FLOOR	1	1	4.76%	
	<b>DDRA</b> DEALER DELIVERY ANCHORAGE, FAIRBANKS OR JUNE/	1	1	4.76%	
	<b>DDRL</b> DEACTIVATE DAYTIME RUNNING LIGHTS	1	1	4.76%	
	<b>MEW</b> WINCH, ELECTRIC	1	1	4.76%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	4.76%	
	<b>WR2</b> INCREASE GCWR	1	1	4.76%	



## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>154</b>	<b>4X2 DUMP TRUCK, REGULAR CAB, MIN 10,001 LBS GVWR</b>	<b>2</b>	<b>1</b>		<b>40,633.00</b>
	AT ALL TERRAIN TIRE TREAD	2	1	100.00%	
	BAT2 Dual Batteries	2	1	100.00%	
	CBU BACKUP CAMERA	2	1	100.00%	
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	2	1	100.00%	
	CTB OEM TRAILER BRAKE CONTROLLER	2	1	100.00%	
	DALT DUAL ALTERNATORS, OEM	2	1	100.00%	
	PWL POWER WINDOWS & DOOR LOCKS	2	1	100.00%	
	RBV RUNNING BOARDS	2	1	100.00%	
	RH4V DRAW BAR RECEIVER CLASS IV	2	1	100.00%	
	SU4 OEM Upfitter Switches, 4	2	1	100.00%	
<b>154B</b>	<b>4X2 DUMP TRUCK, REGULAR CAB, MIN 14,001 LBS GVWR</b>	<b>1</b>	<b>1</b>		<b>54,009.00</b>
	CBU BACKUP CAMERA	1	1	100.00%	
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	1	1	100.00%	
	CTB OEM TRAILER BRAKE CONTROLLER	1	1	100.00%	
<b>154H</b>	<b>4X2 DUMP TRUCK, REGULAR CAB, MIN 16,001 LBS GVWR</b>	<b>4</b>	<b>2</b>		<b>46,642.00</b>
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	2	2	100.00%	
	CTB OEM TRAILER BRAKE CONTROLLER	1	1	50.00%	
	D7 TOWING/MOUNTAIN RATIO	1	1	50.00%	
	CNSH CONSIGNEE DELIVERY HAWAII (NO DEALER PREP)	2	0	.00%	
	DDS DROP SIDE, DUMP BODY	2	0	.00%	
	PWL POWER WINDOWS & DOOR LOCKS	2	0	.00%	
	TT TRACTION TREAD	2	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
159	<b>4X4 DUMP TRUCK, REGULAR CAB, MIN 10,001 LBS GVWR</b>	36	33		45,252.00
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	36	33	100.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	25	24	72.73%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	28	24	72.73%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	21	19	57.58%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	20	18	54.55%	
	<b>CBU</b> BACKUP CAMERA	17	16	48.48%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	10	12	36.36%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	16	12	36.36%	
	<b>IA1</b> Increased Output Alternator 1	12	11	33.33%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	12	11	33.33%	
	<b>RBV</b> RUNNING BOARDS	11	11	33.33%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	7	9	27.27%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	9	7	21.21%	
	<b>YD</b> DIESEL ENGINE	5	5	15.15%	
	<b>BAT2</b> Dual Batteries	4	3	9.09%	
	<b>115V</b> AC POWER OUTLET	2	2	6.06%	
	<b>CR</b> CRUISE CONTROL	2	2	6.06%	
	<b>DDS</b> DROP SIDE, DUMP BODY	4	2	6.06%	
	<b>CC</b> CREW-CAB, 4 DOOR	1	1	3.03%	
	<b>CE</b> CAB, EXTENDED SYTLE	1	1	3.03%	
	<b>CU</b> CLOTH UPHOLSTERY	1	1	3.03%	
	<b>IBOX</b> SUPPLY STORAGE COMPARTMENT	1	1	3.03%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	1	1	3.03%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>159A</b>	<b>4X4 DUMP TRUCK, REGULAR CAB, MIN 14,001 LBS GVWR</b>	<b>15</b>	<b>15</b>		<b>58,068.20</b>
	<b>AT</b> ALL TERRAIN TIRE TREAD	12	12	80.00%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	12	12	80.00%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	12	12	80.00%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	10	10	66.67%	
	<b>YD</b> DIESEL ENGINE	9	9	60.00%	
	<b>CBU</b> BACKUP CAMERA	8	8	53.33%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	8	8	53.33%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	7	7	46.67%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	6	6	40.00%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	6	6	40.00%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	6	6	40.00%	
	<b>RBV</b> RUNNING BOARDS	6	6	40.00%	
	<b>WR</b> INCREASED GVWR	5	5	33.33%	
	<b>115V</b> AC POWER OUTLET	3	3	20.00%	
	<b>CR</b> CRUISE CONTROL	3	3	20.00%	
	<b>DDS</b> DROP SIDE, DUMP BODY	3	3	20.00%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	3	3	20.00%	
	<b>B09</b> BODY LENGTH, 9 FT	2	2	13.33%	
	<b>IBOX</b> SUPPLY STORAGE COMPARTMENT	2	2	13.33%	
	<b>OLS</b> OIL LIFE SYSTEM	2	2	13.33%	
	<b>PLAB</b> TIRE PRESSURE MONITORING SYSTEM	2	2	13.33%	
	<b>CE</b> CAB, EXTENDED SYTLE	1	1	6.67%	
	<b>IA1</b> Increased Output Alternator 1	1	1	6.67%	
	<b>LDW</b> LANE DEPARTURE WARNING SYSTEM	1	1	6.67%	
	<b>MEW</b> WINCH, ELECTRIC	1	1	6.67%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	6.67%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	1	6.67%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	6.67%	
	<b>WR2</b> INCREASE GCWR	1	1	6.67%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>159H</b>	<b>4X4 DUMP TRUCK, REGULAR CAB, MIN 16,001 LBS GVWR</b>	<b>35</b>	<b>22</b>		<b>59,709.95</b>
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	26	18	81.82%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	24	16	72.73%	
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	19	14	63.64%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	17	14	63.64%	
	<b>CBU</b> BACKUP CAMERA	21	13	59.09%	
	<b>SZ</b> SNOW PLOW PREP PACKAGE	15	12	54.55%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	24	11	50.00%	
	<b>YD</b> DIESEL ENGINE	21	10	45.45%	
	<b>CR</b> CRUISE CONTROL	15	9	40.91%	
	<b>RBV</b> RUNNING BOARDS	10	9	40.91%	
	<b>WR</b> INCREASED GVWR	9	8	36.36%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	14	7	31.82%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	7	7	31.82%	
	<b>DDS</b> DROP SIDE, DUMP BODY	13	7	31.82%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	8	7	31.82%	
	<b>MPS</b> SNOWPLOW, REVERSIBLE	8	6	27.27%	
	<b>B09</b> BODY LENGTH, 9 FT	5	5	22.73%	
	<b>CE</b> CAB, EXTENDED SYTLE	3	4	18.18%	
	<b>115V</b> AC POWER OUTLET	5	3	13.64%	
	<b>OLS</b> OIL LIFE SYSTEM	6	3	13.64%	
	<b>SU4</b> OEM Upfitter Switches, 4	5	3	13.64%	
	<b>AEB1</b> AUTONOMOUS EMERGENCY BRAKING TO LOW SPEED	1	2	9.09%	
	<b>IA1</b> Increased Output Alternator 1	2	2	9.09%	
	<b>LDW</b> LANE DEPARTURE WARNING SYSTEM	1	2	9.09%	
	<b>PSME</b> PARTS AND SERVICE MANUALS -- ELECTRONIC	1	2	9.09%	
	<b>RS</b> RECLINING BUCKET/CAPTAINS CHAIRS Row 1	1	2	9.09%	
	<b>WR2</b> INCREASE GCWR	1	2	9.09%	
	<b>DTG</b> DARK TINTED GLASS	1	1	4.55%	
	<b>IBOX</b> SUPPLY STORAGE COMPARTMENT	2	1	4.55%	
	<b>CC</b> CREW-CAB, 4 DOOR	3	0	.00%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	7	0	.00%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	1	0	.00%	
	<b>MBG</b> FRONT BRUSH GUARD	2	0	.00%	
	<b>MIL</b> DATA PLATE AND DD250	3	0	.00%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
92	<b>4X2 CUTAWAY DRY CARGO VAN, 10,000 and Under LBS GVW</b>	12	6		35,122.83
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	12	6	100.00%	
	<b>DVAL</b> DELIVERY VAN ALUMINUM BODY	8	4	66.67%	
	<b>ILF</b> INTERIOR LINING	8	4	66.67%	
	<b>B12</b> BODY LENGTH, 12 FEET	4	2	33.33%	
	<b>BRT</b> INTERIOR ROPE TIES	4	2	33.33%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	4	2	33.33%	
	<b>DOM</b> 2 CEILING DOME LIGHTS	4	2	33.33%	
	<b>DPA</b> INTERIOR PARTITION, SCREEN TYPE	4	2	33.33%	
	<b>IE1</b> Increased Power Engine 1	4	2	33.33%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	4	2	33.33%	
	<b>RM</b> EXTRA WIDE MIRRORS	4	2	33.33%	
	<b>CRT</b> CARGO RESTRAINING TRACK	2	1	16.67%	
	<b>DPW</b> PARTITION DOOR WINDOW	2	1	16.67%	
	<b>DSR</b> ROLL UP SIDE DOOR	2	1	16.67%	
	<b>DVD</b> FULL WIDTH DUAL REAR DOORS	2	1	16.67%	
	<b>EH</b> ENGINE BLOCK HEATER, OEM	2	1	16.67%	
	<b>FLFL</b> FLAT CARGO FLOOR	2	1	16.67%	
	<b>IA1</b> Increased Output Alternator 1	2	1	16.67%	
	<b>RCA</b> CARGO RAILS	2	1	16.67%	
	<b>SOC</b> STORAGE OVER CAB	2	1	16.67%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
94	<b>4X2 CUTAWAY DRY CARGO VAN, MIN 10,001 LBS GVWR</b>	59	35		44,728.57
	CNS CONSIGNEE DELIVERY (NO DEALER PREP)	59	35	100.00%	
	DOM 2 CEILING DOME LIGHTS	27	16	45.71%	
	HTGR RAIL TYPE LIFT GATE	23	12	34.29%	
	CRT CARGO RESTRAINING TRACK	21	11	31.43%	
	DVAL DELIVERY VAN ALUMINUM BODY	29	8	22.86%	
	B14 BODY LENGTH, 14 FEET	16	7	20.00%	
	BRT INTERIOR ROPE TIES	13	7	20.00%	
	RCA CARGO RAILS	11	7	20.00%	
	ILF INTERIOR LINING	14	6	17.14%	
	PWL POWER WINDOWS & DOOR LOCKS	10	6	17.14%	
	B10 BODY LENGTH, 10 FEET	4	4	11.43%	
	BDK DOCK BUMPER	10	4	11.43%	
	BSF SMOOTH STEEL FLOOR	2	3	8.57%	
	CR CRUISE CONTROL	4	3	8.57%	
	DPW PARTITION DOOR WINDOW	5	3	8.57%	
	AHV AUXILIARY CARGO COMPARTMENT HEATER	2	2	5.71%	
	AT ALL TERRAIN TIRE TREAD	2	2	5.71%	
	BR TRANSLUCENT ROOF	3	2	5.71%	
	DSH HINGED SIDE DOOR	4	2	5.71%	
	SSD SIDE DOOR STEPS	2	2	5.71%	
	VRS ROOF VENTILATION, STATIC	2	2	5.71%	
	APP AMBULANCE BUILDER PREP PKG	2	1	2.86%	
	DPA INTERIOR PARTITION, SCREEN TYPE	3	1	2.86%	
	IA1 Increased Output Alternator 1	1	1	2.86%	
	ILH PARTIAL INTERIOR LINING	2	1	2.86%	
	IR4 INSULATION, CARGO BODY	1	1	2.86%	
	SIAB SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	2.86%	
	TLR LOADING RAMPS	3	1	2.86%	
	WR INCREASED GVWR	1	1	2.86%	
	CU CLOTH UPHOLSTERY	2	0	.00%	
	MIL DATA PLATE AND DD250	2	0	.00%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>94B</b>	<b>4X2 CUTAWAY DRY CARGO VAN MIN 14,001 LBS GVWR</b>		<b>23</b>	<b>19</b>		<b>43,751.11</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	22	18	94.74%	
	HTGR	RAIL TYPE LIFT GATE	16	11	57.89%	
	DOM	2 CEILING DOME LIGHTS	13	9	47.37%	
	PWL	POWER WINDOWS & DOOR LOCKS	9	7	36.84%	
	B16	BODY LENGTH, 16 FEET	9	6	31.58%	
	CR	CRUISE CONTROL	4	3	15.79%	
	CRT	CARGO RESTRAINING TRACK	7	3	15.79%	
	D3	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	4	3	15.79%	
	DVAL	DELIVERY VAN ALUMINUM BODY	7	3	15.79%	
	ILF	INTERIOR LINING	3	3	15.79%	
	IR4	INSULATION, CARGO BODY	7	3	15.79%	
	RCA	CARGO RAILS	4	3	15.79%	
	BR	TRANSLUCENT ROOF	3	2	10.53%	
	BSF	SMOOTH STEEL FLOOR	3	2	10.53%	
	CU	CLOTH UPHOLSTERY	2	2	10.53%	
	DPA	INTERIOR PARTITION, SCREEN TYPE	3	2	10.53%	
	DPW	PARTITION DOOR WINDOW	3	2	10.53%	
	SSD	SIDE DOOR STEPS	3	2	10.53%	
	VRS	ROOF VENTILATION, STATIC	3	2	10.53%	
	BDK	DOCK BUMPER	1	1	5.26%	
	BRT	INTERIOR ROPE TIES	1	1	5.26%	
	CBI1	Increased Cargo Body Interior Height 1	2	1	5.26%	
	DSH	HINGED SIDE DOOR	1	1	5.26%	
	DSR	ROLL UP SIDE DOOR	2	1	5.26%	
	E85	ETHANOL FLEXIBLE FUEL	1	1	5.26%	
	MIL	DATA PLATE AND DD250	1	1	5.26%	
	OLS	OIL LIFE SYSTEM	2	1	5.26%	
	PSME	PARTS AND SERVICE MANUALS -- ELECTRONIC	1	1	5.26%	
	SOC	STORAGE OVER CAB	1	1	5.26%	
<b>95</b>	<b>4X2 REGULAR CAB DRY CARGO VAN, MIN 10,001 LBS GVWR</b>		<b>10</b>	<b>4</b>		<b>43,560.25</b>
	CNS	CONSIGNEE DELIVERY (NO DEALER PREP)	10	4	100.00%	
	HTGR	RAIL TYPE LIFT GATE	8	3	75.00%	
	PWL	POWER WINDOWS & DOOR LOCKS	5	2	50.00%	
	B12	BODY LENGTH, 12 FEET	3	1	25.00%	
	BRT	INTERIOR ROPE TIES	3	1	25.00%	
	CBI1	Increased Cargo Body Interior Height 1	3	1	25.00%	
	CC	CREW-CAB, 4 DOOR	3	1	25.00%	
	CR	CRUISE CONTROL	3	1	25.00%	
	CRT	CARGO RESTRAINING TRACK	3	1	25.00%	
	DOM	2 CEILING DOME LIGHTS	3	1	25.00%	
	DVAL	DELIVERY VAN ALUMINUM BODY	3	1	25.00%	
	ILF	INTERIOR LINING	3	1	25.00%	
	RCA	CARGO RAILS	3	1	25.00%	
	SU4	OEM Upfitter Switches, 4	3	1	25.00%	
	TD	DELETE SPARE TIRE ASSEMBLY	2	1	25.00%	

**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>95B</b>	<b>4X2 REGULAR CAB DRY CARGO VAN, MIN 14,001 LBS GVWR</b>	<b>3</b>	<b>3</b>		<b>58,644.67</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	3	3	100.00%	
	<b>CRT</b> CARGO RESTRAINING TRACK	2	2	66.67%	
	<b>DVAL</b> DELIVERY VAN ALUMINUM BODY	2	2	66.67%	
	<b>ILF</b> INTERIOR LINING	2	2	66.67%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	2	2	66.67%	
	<b>B12</b> BODY LENGTH, 12 FEET	1	1	33.33%	
	<b>B14</b> BODY LENGTH, 14 FEET	1	1	33.33%	
	<b>BR</b> TRANSLUCENT ROOF	1	1	33.33%	
	<b>BRT</b> INTERIOR ROPE TIES	1	1	33.33%	
	<b>CC</b> CREW-CAB, 4 DOOR	1	1	33.33%	
	<b>CTB</b> OEM TRAILER BRAKE CONTROLLER	1	1	33.33%	
	<b>DOM</b> 2 CEILING DOME LIGHTS	1	1	33.33%	
	<b>DSH</b> HINGED SIDE DOOR	1	1	33.33%	
	<b>DVD</b> FULL WIDTH DUAL REAR DOORS	1	1	33.33%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	1	1	33.33%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	1	1	33.33%	
	<b>RCA</b> CARGO RAILS	1	1	33.33%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	1	1	33.33%	
	<b>RM6</b> MIRRORS-EXTERIOR REARVIEW HEATED AND REMOTE	1	1	33.33%	
	<b>SSD</b> SIDE DOOR STEPS	1	1	33.33%	
	<b>VRS</b> ROOF VENTILATION, STATIC	1	1	33.33%	



**Option Analysis****From: 10/01/2020 To: 09/30/2021**

		# of Cases	Quantity	%	Average Cost
<b>95C</b>	<b>4X2 REGULAR CAB DRY CARGO VAN, MIN 16,001 LBS GVWR</b>	<b>4</b>	<b>3</b>		<b>61,946.33</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	4	3	100.00%	
	<b>B16</b> BODY LENGTH, 16 FEET	3	2	66.67%	
	<b>CRT</b> CARGO RESTRAINING TRACK	3	2	66.67%	
	<b>DOM</b> 2 CEILING DOME LIGHTS	3	2	66.67%	
	<b>DVAL</b> DELIVERY VAN ALUMINUM BODY	3	2	66.67%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	2	2	66.67%	
	<b>ILF</b> INTERIOR LINING	3	2	66.67%	
	<b>PWL</b> POWER WINDOWS & DOOR LOCKS	3	2	66.67%	
	<b>RKE</b> REMOTE KEYLESS ENTRY	2	2	66.67%	
	<b>AFM</b> OEM MID-SHIP FUEL TANK	1	1	33.33%	
	<b>ALW</b> ALUMINUM WHEELS	1	1	33.33%	
	<b>AT</b> ALL TERRAIN TIRE TREAD	2	1	33.33%	
	<b>ATC</b> AUTOMATIC TRACTION CONTROL	1	1	33.33%	
	<b>B14</b> BODY LENGTH, 14 FEET	1	1	33.33%	
	<b>BAT2</b> Dual Batteries	1	1	33.33%	
	<b>BDK</b> DOCK BUMPER	1	1	33.33%	
	<b>BRT</b> INTERIOR ROPE TIES	1	1	33.33%	
	<b>CR</b> CRUISE CONTROL	1	1	33.33%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	1	1	33.33%	
	<b>DALT</b> DUAL ALTERNATORS, OEM	1	1	33.33%	
	<b>DDRL</b> DEACTIVATE DAYTIME RUNNING LIGHTS	1	1	33.33%	
	<b>DSR</b> ROLL UP SIDE DOOR	1	1	33.33%	
	<b>DTG</b> DARK TINTED GLASS	1	1	33.33%	
	<b>DVD</b> FULL WIDTH DUAL REAR DOORS	1	1	33.33%	
	<b>FB20</b> BIO DIESEL (B20) COMPATIBLE ENGINE	1	1	33.33%	
	<b>FTH</b> FRONT TOW HOOKS	1	1	33.33%	
	<b>OLS</b> OIL LIFE SYSTEM	1	1	33.33%	
	<b>PT</b> POWER TAKE OFF OPENING	1	1	33.33%	
	<b>RCA</b> CARGO RAILS	1	1	33.33%	
	<b>SIAB</b> SIDE SUPPLEMENTAL RESTRAINT SYSTEM, ROW1	1	1	33.33%	
	<b>SU4</b> OEM Upfitter Switches, 4	1	1	33.33%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	33.33%	
	<b>TT</b> TRACTION TREAD	1	1	33.33%	
	<b>VRS</b> ROOF VENTILATION, STATIC	1	1	33.33%	
	<b>WR</b> INCREASED GVWR	1	1	33.33%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
<b>134</b>	<b>4X2 MULTISTOP VAN, MIN 10,001 LBS GVWR</b>	<b>60</b>	<b>92</b>		<b>47,991.34</b>
	<b>CNS</b> CONSIGNEE DELIVERY (NO DEALER PREP)	53	83	90.22%	
	<b>D3</b> SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	17	35	38.04%	
	<b>DVC</b> ROLL-UP REAR DOOR	17	29	31.52%	
	<b>CBI1</b> Increased Cargo Body Interior Height 1	11	20	21.74%	
	<b>D7</b> TOWING/MOUNTAIN RATIO	11	20	21.74%	
	<b>ILF</b> INTERIOR LINING	12	19	20.65%	
	<b>IR4</b> INSULATION, CARGO BODY	12	19	20.65%	
	<b>DVD</b> FULL WIDTH DUAL REAR DOORS	12	16	17.39%	
	<b>E85</b> ETHANOL FLEXIBLE FUEL	11	15	16.30%	
	<b>DV4</b> CARGO BODY LENGTH 14 FT	6	12	13.04%	
	<b>DV6</b> CARGO BODY LENGTH 16 FT	9	12	13.04%	
	<b>DPW</b> PARTITION DOOR WINDOW	10	11	11.96%	
	<b>CRT</b> CARGO RESTRAINING TRACK	4	10	10.87%	
	<b>RCA</b> CARGO RAILS	3	9	9.78%	
	<b>1611</b> OEM EXPORT DOCUMENT FEE	6	8	8.70%	
	<b>VRS</b> ROOF VENTILATION, STATIC	6	8	8.70%	
	<b>DVF</b> WOOD FLOORING	5	7	7.61%	
	<b>BRT</b> INTERIOR ROPE TIES	5	6	6.52%	
	<b>DPA</b> INTERIOR PARTITION, SCREEN TYPE	7	6	6.52%	
	<b>RH4V</b> DRAW BAR RECEIVER CLASS IV	5	6	6.52%	
	<b>CBI2</b> Increased Cargo Body Interior Height 2	4	4	4.35%	
	<b>BR</b> TRANSLUCENT ROOF	1	3	3.26%	
	<b>CUV</b> CLOTH UPHOLSTERY	1	3	3.26%	
	<b>HTGR</b> RAIL TYPE LIFT GATE	3	3	3.26%	
	<b>AHV</b> AUXILIARY CARGO COMPARTMENT HEATER	1	1	1.09%	
	<b>BPC</b> BODY PAINT COLOR	1	1	1.09%	
	<b>TD</b> DELETE SPARE TIRE ASSEMBLY	1	1	1.09%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

			# of Cases	Quantity	%	Average Cost
<b>134B</b>	<b>4X2 MULTISTOP VAN, MIN 14,001 LBS GVWR</b>		<b>19</b>	<b>18</b>		<b>51,153.17</b>
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	18	18	100.00%	
	<b>DVC</b>	ROLL-UP REAR DOOR	9	8	44.44%	
	<b>BRT</b>	INTERIOR ROPE TIES	6	6	33.33%	
	<b>ILF</b>	INTERIOR LINING	6	6	33.33%	
	<b>IR4</b>	INSULATION, CARGO BODY	6	6	33.33%	
	<b>CRT</b>	CARGO RESTRAINING TRACK	4	4	22.22%	
	<b>CUV</b>	CLOTH UPHOLSTERY	3	4	22.22%	
	<b>D3</b>	SPECIAL TRACTION DIFFERENTIAL, AUTOMATIC	3	4	22.22%	
	<b>DV6</b>	CARGO BODY LENGTH 16 FT	4	4	22.22%	
	<b>E85</b>	ETHANOL FLEXIBLE FUEL	3	4	22.22%	
	<b>DPW</b>	PARTITION DOOR WINDOW	3	3	16.67%	
	<b>DVD</b>	FULL WIDTH DUAL REAR DOORS	4	3	16.67%	
	<b>IE1</b>	Increased Power Engine 1	2	3	16.67%	
	<b>RCA</b>	CARGO RAILS	2	3	16.67%	
	<b>DPA</b>	INTERIOR PARTITION, SCREEN TYPE	2	2	11.11%	
	<b>ATC</b>	AUTOMATIC TRACTION CONTROL	1	1	5.56%	
	<b>HTGR</b>	RAIL TYPE LIFT GATE	1	1	5.56%	
	<b>TD</b>	DELETE SPARE TIRE ASSEMBLY	1	1	5.56%	
	<b>1611</b>	OEM EXPORT DOCUMENT FEE	1	0	.00%	
	<b>VRS</b>	ROOF VENTILATION, STATIC	1	0	.00%	
<b>134F</b>	<b>4X2 MULTISTOP VAN, MIN 16,001 LBS GVWR</b>		<b>12</b>	<b>12</b>		<b>58,988.92</b>
	<b>ILF</b>	INTERIOR LINING	8	8	66.67%	
	<b>IR4</b>	INSULATION, CARGO BODY	7	8	66.67%	
	<b>BRT</b>	INTERIOR ROPE TIES	6	7	58.33%	
	<b>CBI1</b>	Increased Cargo Body Interior Height 1	6	7	58.33%	
	<b>1611</b>	OEM EXPORT DOCUMENT FEE	5	6	50.00%	
	<b>CRT</b>	CARGO RESTRAINING TRACK	5	6	50.00%	
	<b>DVC</b>	ROLL-UP REAR DOOR	8	6	50.00%	
	<b>CNS</b>	CONSIGNEE DELIVERY (NO DEALER PREP)	6	5	41.67%	
	<b>CUV</b>	CLOTH UPHOLSTERY	5	5	41.67%	
	<b>DV8</b>	CARGO BODY LENGTH 18 FT	6	5	41.67%	
	<b>DVD</b>	FULL WIDTH DUAL REAR DOORS	3	5	41.67%	
	<b>HTGR</b>	RAIL TYPE LIFT GATE	6	5	41.67%	
	<b>MIL</b>	DATA PLATE AND DD250	4	5	41.67%	
	<b>DPW</b>	PARTITION DOOR WINDOW	4	4	33.33%	
	<b>BPC</b>	BODY PAINT COLOR	3	3	25.00%	
	<b>DPA</b>	INTERIOR PARTITION, SCREEN TYPE	2	3	25.00%	
	<b>RCA</b>	CARGO RAILS	3	3	25.00%	
	<b>S4</b>	4 PASSENGER SEATING	3	3	25.00%	
	<b>DVF</b>	WOOD FLOORING	2	2	16.67%	
	<b>PSME</b>	PARTS AND SERVICE MANUALS -- ELECTRONIC	2	2	16.67%	
	<b>VRS</b>	ROOF VENTILATION, STATIC	1	2	16.67%	
	<b>EH</b>	ENGINE BLOCK HEATER, OEM	2	1	8.33%	
	<b>RH4V</b>	DRAW BAR RECEIVER CLASS IV	1	1	8.33%	

## Option Analysis

From: 10/01/2020 To: 09/30/2021

		# of Cases	Quantity	%	Average Cost
162	4X2 PANEL VAN, MAINTENANCE CONVERSION, 10,000 and U	109	172		31,115.42
	CNS	98	156	90.70%	
	E85	30	82	47.67%	
	LRH	24	53	30.81%	
	D3	23	49	28.49%	
	CR	29	48	27.91%	
	D7	18	42	24.42%	
	RH3	29	42	24.42%	
	CTB	16	37	21.51%	
	LRR	14	33	19.19%	
	RKE	19	24	13.95%	
	CBI2	7	23	13.37%	
	CBI1	11	17	9.88%	
	WD	16	15	8.72%	
	DTG	13	14	8.14%	
	RG	10	12	6.98%	
	1611	2	10	5.81%	
	AWD	6	7	4.07%	
	AC2	5	5	2.91%	
	MHP	7	5	2.91%	
	XL	5	5	2.91%	
	AH	5	4	2.33%	
	BAT2	5	4	2.33%	
	DSU	4	4	2.33%	
	DUD	2	4	2.33%	
	OLS	4	4	2.33%	
	PWL	4	4	2.33%	
	RB	3	4	2.33%	
	DDRA	3	3	1.74%	
	EH	3	3	1.74%	
	IE1	5	3	1.74%	
	LDW	2	2	1.16%	
	AT	2	1	.58%	
	IA1	1	1	.58%	
	URS	5	1	.58%	
	YD	3	1	.58%	
	AVSC	1	0	.00%	
	CNSH	1	0	.00%	
	DDRH	1	0	.00%	
	FFP	1	0	.00%	
	WR	1	0	.00%	
	Grand Total:	3,008	3,493		