

Organization Resources Counselors, Inc.
1999 Car Report: Austria

	EXPENSIVE		MODERATE		INEXPENSIVE	
	Car #1	Car #2	Car #1	Car #2	Car #1	Car #2
Manufacturer:	Mercedes Benz	BMW	Audi	Ford	Volkswagen	Ford
Model & Class:	E240 Classic	523i	A4 TDI Business	Mondeo Ghia	Polo Familie Cool	Fiesta Flair
Year:	1999	1999	1999	1999	1999	1999
Purchase:						
Price	426,800 AS	412,320 AS	281,710 AS	220,810 AS	160,000 AS	116,800 AS
% Tax (or V.A.T.)	15% Nova 20% VAT	15% Nova 20% VAT	9% Nova 20% VAT	11% Nova 20% VAT	7% Nova 20% VAT	8% Nova 20% VAT
Dealership/Outlet	Wiesenthale	BMW Wien	Jobst	J. Schorg	Jobst	J. Schorg
Lease:						
Price (monthly)	9,120 AS	6,960 AS	3,810 AS	2,570 AS	1,930 AS	1,250 AS
Term Length (monthly)	60	60	60	60	60	60
Dealership/Outlet	Wiesenthale	BMW Wien	Jobst	J. Schorg	Jobst	J. Schorg
Down Payment	20% of purchase price	20% of purchase price	28% of purchase price	30% of purchase price	40% of purchase price	30% of purchase price
Specifications:						
Engine Size	2.4 liter	2.5 liter	1.9 liter	2.0 liter	1.6 liter	1.25 liter
Horsepower	170 HP	170 HP	180 HP	130 HP	170 HP	170 HP
Transmission	automatic	automatic	automatic	automatic	automatic	manual
# of Doors	4	4	4	4	4	4
Options Included in Price:						
Antilock Brakes	†	†	†	†	†	N/A
Power Steering	†	†	†	†	†	†
Air Conditioning	†	†	†	†	†	N/A
Radio/Cassette/CD	N/A	radio/cassette	N/A	radio/cassette	N/A	radio/cassette
Airbag(s)	†	†	†	†	†	†
Auto Windows/Locks	†	†	†	†	†	†
Other	N/A	N/A	N/A	N/A	N/A	N/A

Comments: The Nova tax is based on automobile, model and engine type. After the Nova tax is imposed, the additional 20% V.A.T. is added to the total cost.