



## 2017 Model Year Competitive Assistance Program

FAN: 997641



## 2017 Model Year Competitive Assistance Program

Dear Builders Exchange of Michigan Member,

Momentum Groups and General Motors LLC, Fleet and Commercial Operations, is pleased to offer the Builders Exchange of Michigan the attached Competitive Assistance Program. **This is open to "non-fleet" customers. Meaning no matter if you have one vehicle or 500 the incentives still apply.**

To ensure accurate and timely payment of Competitive Assistance, use of the **Processing Code FA3** and **FAN 997641** is required on all order requests and delivery reporting data for vehicles specified as eligible for the Program. **It is imperative that you communicate the Processing Code and FAN to your dealer or leasing company prior to placing an order.**

On behalf of the Builders Exchange of Michigan, I would like to thank you for allowing us the opportunity to deliver this program for the 2017 model year.

Sincerely,

Elizabeth Bovard  
Executive Vice President  
Builders Exchange of Michigan

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## 2017 Model Year Competitive Assistance Program

The following 2017 Model Year Competitive Assistance Program Agreement ("Agreement") sets forth the terms and conditions of the Competitive Assistance Program (the "Program" or "CAP") between General Motors LLC, Fleet and Commercial Operations ("General Motors" or "GM") and Builders Exchange.

### TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

#### Eligible Subsidiaries

Builders Exchange and the following subsidiaries of Builders Exchange are eligible for the Competitive Assistance in this Agreement. Subsidiaries as referred to in this agreement are defined as subsidiaries of Builders Exchange and their subsidiaries member companies:

Builders Exchange or its dealers

End-User FAN	Customer Name
997641	Builders Exchange

#### Allowances and Eligible Vehicles

The following allowances are offered for the 2017 model year vehicles listed below (the "Eligible Vehicles"). Eligible Vehicles exclude models with trim designations 1SL (for GMC models only), 1SM, 1SV, 1VL, or 2SA.

Model	Tier 1
Spark	\$600
Volt	\$1,150
Sonic	\$900
Cruze	\$1,550
Verano	\$2,000
Malibu (excluding Hybrid)	\$2,950
Malibu Hybrid	\$1,000
Impala	\$3,250
LaCrosse	\$2,400
Regal	\$3,200
ATS	\$2,400
XTS	\$4,250
CTS	\$2,900
CT6	\$1,200
XT5	\$1,200
Encore	\$1,500
Trax	\$1,500
Equinox	\$2,600
Terrain	\$2,850
Traverse	\$3,600
Enclave	\$3,600
Acadia	\$2,150
Tahoe/Yukon	\$3,150
Suburban/Yukon XL (excluding 3500 HD)	\$3,150

Escalade/Escalade ESV	\$3,400
Silverado/Sierra 1500 Regular Cab Work Truck 2WD (1WT or 1SA)	\$5,250
Silverado/Sierra 1500 Regular Cab Work Truck 4WD (1WT or 1SA)	\$5,250
Silverado/Sierra 1500 Regular Cab 2WD (excluding Work Truck)	\$6,250
Silverado/Sierra 1500 Regular Cab 4WD (excluding Work Truck)	\$6,500
Silverado/Sierra 1500 Double Cab Work Truck 2WD (1WT or 1SA)	\$5,750
Silverado/Sierra 1500 Double Cab Work Truck 4WD (1WT or 1SA)	\$6,000
Silverado/Sierra 1500 Double Cab 2WD (excluding Work Truck)	\$6,250
Silverado/Sierra 1500 Double Cab 4WD (excluding Work Truck)	\$6,500
Silverado/Sierra 1500 Crew Cab Work Truck 2WD (1WT or 1SA)	\$6,250
Silverado/Sierra 1500 Crew Cab Work Truck 4WD (1WT or 1SA)	\$6,500

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<b>Model</b>	<b>Tier 1</b>
Silverado/Sierra 1500 Crew Cab 2WD (excluding Work Truck)	\$6,750
Silverado/Sierra 1500 Crew Cab 4WD (excluding Work Truck)	\$6,750
Silverado/Sierra 2500/3500 Regular Cab Work Truck 2WD (1WT or 1SA)	\$5,400
Silverado/Sierra 2500/3500 Regular Cab Work Truck 4WD (1WT or 1SA)	\$5,650
Silverado/Sierra 2500/3500 Regular Cab 2WD (excluding Work Truck)	\$5,750
Silverado/Sierra 2500/3500 Regular Cab 4WD (excluding Work Truck)	\$6,000
Silverado/Sierra 2500/3500 Double Cab Work Truck 2WD	\$5,700
Silverado/Sierra 2500/3500 Double Cab Work Truck 4WD	\$5,950
Silverado/Sierra 2500/3500 Double Cab 2WD (excluding Work Truck)	\$6,050
Silverado/Sierra 2500/3500 Double Cab 4WD (excluding Work Truck)	\$6,300
Silverado/Sierra 2500/3500 Crew Cab Work Truck 2WD (1WT or 1SA)	\$6,000
Silverado/Sierra 2500/3500 Crew Cab Work Truck 4WD (1WT or 1SA)	\$6,250
Silverado/Sierra 2500/3500 Crew Cab (excluding Work Truck)	\$6,600
Medium Duty Low Cab Forward 4500	\$3,300
Medium Duty Low Cab Forward 3500	\$2,800

Medium Duty Low Cab Forward 5500	\$3,550
Colorado/Canyon Extended Cab 2WD	\$1,250
Colorado/Canyon Extended Cab 4WD	\$2,100
Colorado/Canyon Crew Cab 2WD	\$1,900
Colorado/Canyon Crew Cab 4WD	\$2,400
Express/Savana 2500 Cargo Regular Wheelbase	\$6,150
Express/Savana 2500 Cargo Extended Wheelbase	\$6,550

Model	Tier 1
Express/Savana 3500 Cargo Regular Wheelbase	\$6,800
Express/Savana 3500 Cargo Extended Wheelbase	\$6,950
Express/Savana Cutaway	\$5,700
Express/Savana Passenger	\$5,800
City Express 1LS	\$2,500
City Express 1LT	\$2,900
Purchase Volume	50

Vehicles receiving allowances under the GM Business Choice, Fleet Out-of-Stock, or Retail Alternative Programs are not eligible to receive Competitive Assistance.

Orders placed for Puerto Rico or the U.S. Virgin Islands for certain select models and/or trim levels (requires R8T code) **may not be eligible for Competitive Assistance**. Please contact your GM Fleet Account Executive for details.

#### Out of Stock Purchases/Leases

Eligible Vehicles purchased or leased from a General Motors dealer's retail inventory (out-of-stock) will qualify for Competitive Assistance (unless otherwise specified) only once the attached "CAP Out of Stock Purchase Agreement" form is completed by the applicable dealer and Builders Exchange (or its authorized Fleet Management Company).

Builders Exchange's purchases/leases of out-of-stock General Motors vehicles using retail or other fleet incentives will not be eligible for Competitive Assistance, but such purchases/leases of those out-of-stock General Motors vehicles will still count toward attainment of the volume requirement provided that Builders Exchange complies with all other terms of the Agreement. Such purchases/leases must be reported as fleet deliveries even if retail incentives are claimed. Eligible Vehicles ordered with processing code FA3 cannot be converted to out-of-stock purchases/leases and are not eligible for retail or other fleet incentives.

#### Price Protection

General Motors will provide Builders Exchange with price protection for 2017 model year Eligible Vehicles at introductory prices. Price protection pertains to ordered and dealer stock units. The price protection offered by General Motors applies to price