



## 2017 Model Year Exclusive Allowance

**CHS, Inc. or Coop  
Members of CHS, Inc.**

**PROCESSING CODE:** VBI

**FAN:** 880312

**APPROVED:** July 27, 2016

**FAE NAME:** Michael Boldt

**PHONE:** 630-531-7373

**EMAIL:** michael.r.boldt@gm.com

### ALLOWANCES

Model	Allowance
Spark	\$550
Volt	\$1,000
Sonic	\$800
Cruze	\$1,400
Verano	\$1,850
Malibu (excluding Hybrid)	\$2,800
Malibu Hybrid	\$500
Impala	\$3,400
LaCrosse	\$2,250
Regal	\$3,050
Cascada	\$750
Camaro	\$750
ATS	\$2,250
CTS	\$2,750
XTS	\$3,750
CT6	\$1,000
XT5	\$1,000
Encore	\$1,350
Trax	\$1,350
Equinox LS Models	\$2,450
Equinox LT Models	\$3,100
Terrain	\$2,700
Envision	\$2,000
Traverse	\$3,450
Enclave	\$3,450
Acadia	\$2,000
Tahoe/Yukon	\$3,000
Suburban/Yukon XL (excluding 3500 HD)	\$3,000
Escalade/Escalade ESV	\$3,250


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Model	Allowance
Silverado/Sierra 1500 Regular Cab Work Truck 2WD (1WT or 1SA)	\$5,100
Silverado/Sierra 1500 Regular Cab Work Truck 4WD (1WT or 1SA)	\$5,100
Silverado/Sierra 1500 Regular Cab 2WD (excluding Work Truck)	\$6,100
Silverado/Sierra 1500 Regular Cab 4WD (excluding Work Truck)	\$6,350
Silverado/Sierra 1500 Double Cab Work Truck 2WD (1WT or 1SA)	\$5,600
Silverado/Sierra 1500 Double Cab Work Truck 4WD (1WT or 1SA)	\$5,850
Silverado/Sierra 1500 Double Cab 2WD (excluding Work Truck)	\$6,100
Silverado/Sierra 1500 Double Cab 4WD (excluding Work Truck)	\$6,350
Silverado/Sierra 1500 Crew Cab Work Truck 2WD (1WT or 1SA)	\$6,100
Silverado/Sierra 1500 Crew Cab Work Truck 4WD (1WT or 1SA)	\$6,350
Silverado/Sierra 1500 Crew Cab 2WD (excluding Work Truck)	\$6,600
Silverado/Sierra 1500 Crew Cab 4WD (excluding Work Truck)	\$6,850
Medium Duty Low Cab Forward 3500	\$2,700
Medium Duty Low Cab Forward 4500	\$3,200
Colorado/Canyon Extended Cab 2WD	\$900
Colorado/Canyon Extended Cab 4WD	\$1,850
Colorado/Canyon Crew Cab 2WD	\$1,550
Colorado/Canyon Crew Cab 4WD	\$2,150
Express/Savana 2500 Cargo Regular Wheelbase	\$6,000
Express/Savana 2500 Cargo Extended Wheelbase	\$6,400
Express/Savana 3500 Cargo Regular Wheelbase	\$6,650
Express/Savana 3500 Cargo Extended Wheelbase	\$6,800
Express/Savana Cutaway	\$5,550
Express/Savana Passenger	\$5,650
City Express 1LS	\$2,400
City Express 1LT	\$2,800
Silverado/Sierra 2500/3500 Regular Cab 2WD	\$6,150
Silverado/Sierra 2500/3500 Regular Cab 4WD	\$6,150
Silverado/Sierra 2500/3500 Double Cab 2WD	\$6,150
Silverado/Sierra 2500/3500 Double Cab 4WD	\$6,150
Silverado/Sierra 2500/3500 Crew Cab 2WD	\$6,450
Silverado/Sierra 2500/3500 Crew Cab 4WD	\$6,450


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**TERMS AND CONDITIONS**
**Price Protection**

General Motors will provide CHS Inc. or Coop Members of CHS Inc. 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 increases based on economics and destination and freight charges. The price protection offered by General Motors excludes vehicle price increases made necessary due to equipment adjustments, government-mandated equipment and emission changes, optional equipment made standard, mid-cycle enhancements, and vehicle design changes, all as defined and valued by General Motors.

**CHS Member Eligibility and Documentation Requirements**

Qualifying members must be direct member owners who have completed the specific documentation required by CHS, qualifying them as CHS member owners. **The dealership deal jacket MUST have a proof of CHS membership to include a CHS Statement of Equities and/or Patron Activity Summary, which can be obtained by contacting Rian Harrington of CHS at**

**Rian.Harrington@chsinc.com**

To qualify, a member must provide business and relationship documentation to the selling dealer/Fleet Management company. The dealer/Fleet Management company must maintain a copy of substantiating documentation in the deal jacket for audit purposes.

Required Business Documentation: (One Required)

- Proof of CHS Membership (Statement of Equities and / or Patron Activity Summary)
- Commercial business tax ID #
- Prior year Schedule F (Farmers only non-incorporated)
- **ALL PURCHASES NOT SUPPORTED WITH A SCHEDULE F MUST BE TITLED IN A BUSINESS NAME, NO EXCEPTIONS.**

Additional CHS Member Ownership Requirements:

- Title must match the name on the supporting Business Documentation (required above)
- Vehicle must be licensed and titled in CHS member name for a minimum of 6 months

**Dealerships must have a Fleet Invoice with BV1 before submitting the unit as sold in the GM system**

**Ownership and Compliance Requirements**

All vehicles under this Program must be titled, licensed, and registered in the name of CHS Inc. or Coop Members of CHS Inc. or its Fleet Management Company and retained by CHS Inc. or Coop Members of CHS Inc. for business use principally in the United States for a minimum of 6 months from the date of delivery. CHS Inc. or Coop Members of CHS Inc. will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time. In performing its obligations under this Agreement, each party warrants and agrees to comply fully with, and to cause its directors, officers, employees, and agents to comply fully with, all applicable laws and regulations of all appropriate jurisdictions, including without limitation: the U.S. Foreign Corrupt Practices Act; all applicable anti-corruption laws and U.S. federal, state and local laws, regulations and guidelines, including without limitation campaign finance laws, ethics laws, pay to play rules, and any applicable lobbying registration and disclosure laws; export control laws and regulations of the United States and other applicable countries; and U.S. sanctions, embargoes, and prohibitions on transactions with restricted parties, countries, and regions. General Motors has the right to review and/or audit the appropriate records of CHS Inc. or Coop Members of CHS Inc. to investigate fraud or ensure compliance with this Agreement. CHS Inc. or Coop Members of CHS Inc.'s failure to comply with this Agreement may result in General Motors immediately terminating this Agreement and/or passing to CHS Inc. or Coop Members of CHS Inc. penalties imposed on General Motors by certain countries for unauthorized export/import of General Motors vehicles.



## Vehicle Ordering and Delivery Instructions

To ensure the accurate tracking of orders and timely payment of Competitive Assistance Program (CAP) allowances, **use of the assigned CAP Processing Code and the GM Fleet Account Number (FAN) is required on all vehicle order requests and delivery reporting data** for models specified in the agreement as eligible for Competitive Assistance.

It is imperative that you communicate the Processing Code and FAN to your dealer and/or leasing company.

<b>CUSTOMER NAME:</b> CHS, Inc. or Coop Members of CHS, Inc.	<b>FAE NAME:</b> Michael Boldt
<b>PROCESSING CODE:</b> VBI	<b>PHONE:</b> 630-531-7373
<b>FAN:</b> 880312	<b>EMAIL:</b> michael.r.boldt@gm.com

### ORDERING CAP UNITS

#### Requirements for Standard Vehicle Order

- f The assigned CAP Processing Code identified above must be included on the order.
- f Do not use the CAP Processing Code on units that are taken out of stock that will receive the retail alternative. These units will still require a fleet delivery type.
- f Orders must include the FAN of both the Fleet Management Company (primary) and the end user.

#### Order Types

All CAP units must be ordered with one of the following fleet order types. Fleet orders must also include a Primary FAN and an End-User FAN with the customer names of the FAN holders for each.

	Primary FAN	End-User FAN
<input checked="" type="checkbox"/> <b>FLS</b> Fleet Lease	<000000>	<000000>
<input checked="" type="checkbox"/> <b>FNR</b> Fleet Commercial	<000000>	<000000>

### DELIVERY REPORTING OF CAP UNITS

#### Ordered and Out-of-Stock CAP Units

All deliveries to customers with a valid GM Fleet Account Number (FAN), which includes all CAP customers, **must be reported as fleet deliveries** regardless of order type.

**Deliveries to FAN holders using retail delivery type “018 Business Organization” or any other retail delivery type are not allowed and any incentives paid will be subject to a charge back.**

Vehicles delivered incorrectly (i.e. retail) will not be eligible for payment of any Competitive Assistance.

#### Fleet Delivery Types

Listed below are the only two acceptable delivery types for a CAP customer.\* FAN must include three (3) zeros preceding the six-digit number.

- 014 - Leasing Company**  
Requires Primary Leasing Company FAN and End-User FAN
- 035 - Business Organization**  
Requires End-User FAN

\* 020 Daily Rental is not applicable to CAP accounts (National Rental Accounts only)

### ADDITIONAL COMPATIBILITY TERMS AND CONDITIONS

#### Commercial Upfit Programs

Allowances offered in the GM Business Choice Program are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

#### Fleet Out-of-Stock and Retail Incentives

Allowances offered under Fleet Out-of-Stock and Retail Alternative Programs are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

**THIS DOCUMENT MUST BE PRESENTED TO YOUR DEALER AND/OR LEASING COMPANY**