

Call us now  
1 (877) YR FLEET

# 2017 BX GM COMPETITIVE ASSISTANCE PROGRAM CODE FA3

Visit the BX Fleet Program Landing Page to request a quote, learn more about the programs, connect with us, or to learn more about our other services.  
[WWW.MOMENTUMGROUPS.COM/BX-FLEET-PROGRAM](http://WWW.MOMENTUMGROUPS.COM/BX-FLEET-PROGRAM)

## Welcome to BX FLEET

SAVE YOUR BUSINESS EVEN MORE WITH THE GM COMPETITIVE ASSISTANCE PROGRAM.

Get exclusive Cash Back Incentives, just for belonging to the Builders Exchange. Open to "non-fleet" customers. Meaning no matter if you have one vehicle or 500 the incentives still apply.

Contact the BX or Momentum Groups for more information!

## One of the best fleet programs in the USA!

- ✓ Special Discounts for Members
- ✓ High-Mileage Lease Plan
- ✓ Vehicle Maintenance Plan

### 2017 CRUZE

Whether it's technology you crave, efficiency you need, or thoughtful details you appreciate, you'll find everything in the all-new 2017 Cruze. This sporty ride is designed to fit your morning commute, weekend adventures and everything else in between.

SAVE  
\$1,550



### 2017 SILVERADO

You don't build a legacy as the most dependable, longest-lasting full-size pickups on the road by chance. You do it with strength, capability and advanced technology that stand the test of time. And the test of miles.

SAVE  
\$6,750



### 2017 CITY EXPRESS

The 2017 Chevrolet City Express small cargo van offers a range of conveniences including 122.7 cu. ft. of cargo space, an EPA-estimated 24 MPG city, and a host of work-ready features that can turn this vehicle into a mobile office.

SAVE  
\$2,500



The  
Builders  
Exchange



For Members of  
Builders Exchange, Inc.  
(Planrooms in Cleveland, Toledo,  
Cincinnati, Dayton)

901-C CANTERBURY RD  
WESTLAKE, OH 44145

[WWW.MOMENTUMGROUPS.COM](http://WWW.MOMENTUMGROUPS.COM)

M  
MOMENTUM  
GROUPS



## 2017 Model Year Competitive Assistance Program

FAN: 997641



## 2017 Model Year Competitive Assistance Program

Dear Member,

Momentum Groups and General Motors LLC, Fleet and Commercial Operations, is pleased to offer the Builders Exchange, Inc the attached Competitive Assistance Program.

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.**

To utilize this program through Momentum or a dealer of your choice, you will need a Letter of Membership Verification from Builders Exchange, Inc. (Plan-rooms in Cleveland, Cincinnati, Toledo, and Dayton). Please contact Laurel Screptock at 866-907-6300 or [lscreptock@bxohio.com](mailto:lscreptock@bxohio.com) to obtain this.

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

Sincerely,

Jack Pyros  
President- Momentum Groups

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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

Model	Tier 1
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

## 2017 Model Year Competitive Assistance Program

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.

### Vehicle Pricing

If the dealer invoice price of a comparably equipped Eligible Vehicle is reduced during the term of this Agreement, General Motors reserves the right to reduce Competitive Assistance allowances by the amount of the dealer invoice price reduction.

### Powertrain Warranty

All Chevrolet and GMC vehicles purchased under this program with delivery types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase, are covered by a Limited Powertrain Warranty of 5 years or 100,000 miles, whichever comes first. Vehicles purchased by Daily Rental companies, delivery type 020, are covered by the standard Limited Powertrain Warranty of 5 years or 60,000 miles, whichever comes first. Please refer to the Chevrolet or GMC Warranty booklet or contact your GM Fleet Account Executive for details.

### Ownership and Compliance Requirements

All vehicles under this Program must be titled, licensed, and registered in the name of Builders Exchange /eligible subsidiaries or its Fleet Management Company and retained by Builders Exchange /eligible subsidiaries for business use principally in the United States for a minimum of 6 months from the date of delivery. Builders Exchange 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 Builders Exchange to investigate fraud or ensure compliance with this Agreement. Builders Exchange's failure to comply with this Agreement may result in General Motors immediately terminating this Agreement and/or passing to Builders Exchange penalties imposed on General Motors by certain countries for unauthorized export/import of General Motors vehicles.

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## VEHICLE ORDERING REQUIREMENTS

**PROCESSING CODE:** FA3

**FAN:** 997641

**For all brands listed in the agreement that are eligible to receive competitive assistance allowances:**

- It is mandatory that the Processing Code and FAN appear on every order request placed via GM Order Workbench.
  - The FAN is required on all delivery reporting entries via GM Order Workbench.
-

## 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.

To utilize this program through Momentum or a dealer of your choice, you will need a Letter of Membership Verification from the Builders Exchange, Inc. (Plan-rooms in Cleveland, Cincinnati, Toledo, and Dayton). Please contact Laurel Screptock at 866-907-6300 or [lscreptock@bxohio.com](mailto:lscreptock@bxohio.com) to obtain this.

**CUSTOMER NAME:** Builders Exchange

**PROCESSING CODE:** FA3

**FAN:** 997641

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

### ORDERING CAP UNITS

#### Requirements for Standard Vehicle Order

- The assigned CAP Processing Code identified above must be included on the order.
- 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.
- One of the fleet order types listed below must be included in the order.

#### Order Types

**FLEET ORDER TYPE:** FLS - Fleet Lease

Requires Primary Leasing Company FAN *and* End-User FAN

**FLEET ORDER TYPE:** FNR - Fleet Commercial

Requires End-User FAN

End-User FAN	Customer Name
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997641	Builders Exchange
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## Vehicle Ordering and Delivery Instructions

CONTINUED

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

### DELIVERY REPORTING OF CAP UNITS

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

All deliveries to customers with a valid General Motors 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

The delivery type or types for this customer is listed below.\*

<b>DELIVERY TYPE:</b> 014- Leasing Company	Requires Primary Leasing Company FAN <i>and</i> End-User FAN
<b>DELIVERY TYPE:</b> 035- Business Organization	Requires End-User FAN

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

### ADDITIONAL 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.

#### 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

#### Ownership Requirements

All vehicles under this Program must be titled, licensed, and registered in the name of Builders Exchange, eligible subsidiaries or its Fleet Management Company and retained by Builders Exchange for business use principally in the United States for a minimum of 6 months from the date of delivery. Builders Exchange will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.



## CAP Out-of-Stock Purchase Agreement

**THIS FORM MUST BE COMPLETED FOR  
ALL OUT-OF-STOCK TRANSACTIONS  
WITH CAP CUSTOMERS**

### PART 1

The intent of this agreement and process is to provide the selling dealer an invoice credit to their open account for the CAP amount

Adjustment invoice credits will be posted to the dealer open account statement and settled based on current process.

Builders Exchange	997641	FA3	
Customer Name	Customer FAN	CAP Code	Fleet Management Company, if applicable

### PART 2 (to be completed by dealer)

Dealer Code	Dealership Name	City, State
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The named dealer agrees to sell the above referenced customer the VIN(s) below and will comply with this agreement. The ultimate consumer/end user acknowledges receipt of a private offer from General Motors. The consumer and dealer understand that this private offer is NOT compatible\* with any additional retail or dealer incentives/rebates (i.e. business choice, dealer cash, pull boards, etc.). By signing this agreement, the above-mentioned dealership is releasing General Motors from any future claim or obligation for incentive(s) on units purchased with CAP incentives. In addition, the above-mentioned dealership is authorizing GM to debit his/her open account for any incentive monies that have been erroneously paid to his/her dealership in reference to this transaction.

List units included in this transaction below. Please indicate by VIN if a dealer trade is involved and if the dealer trade transaction has been completed by the original dealer in Order Workbench, Deliver Vehicle tab. Attach a spreadsheet for additional VINs.

**— VINs *must* be delivered Fleet in Order Workbench, Deliver Vehicle tab—**

VIN	Extended Service		Dealer Trade	Transaction Completed
	OnStar RPO	XM RPO		
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Print Name of Authorized Dealer Representative

Phone Number

Signature of Authorized Dealer Representative

Date

Dealer Note: This document is required as supporting documentation for *all* CAP out-of-stock purchase transactions and must be available in the Deal File.

\* Always check program guidelines for compatibility.

**Please contact 1-800-FleetOP (1-800-353-3867) with any questions.  
FAX to FleetOP at 586-986-1402 or 586-986-1401 to have the invoice adjusted and CAP code added.**