



CHS Co-op Fleet Program Guideline Reference

August 2016

ABOUT THE PROGRAM

CHS Inc. formed a national fleet agreement in August of 2013 with the auto manufactures, which entitles direct CHS co-op members (CHS Member Owners) significant fleet invoice discounts across the United States on automobiles.

Program Name: Co-op Program c/o CHS Inc.

AUTO MANUFACTURES – CO-OP PROGRAM C/O CHS INC.

Edited: 8/2016

Auto Manufacture

Fiat Chrysler Automobiles

Ford Motor Company

General Motors

Incentive Model Years

2014

2017, 2016, 2015, 2014

2017, 2016, 2015, 2014

WHO IS ELIGIBLE FOR THE INCENTIVE

CHS Member Owners who:

- ✓ Are an active⁽¹⁾, direct CHS Ag Producer
- ✓ Can provide Proof of CHS Membership⁽²⁾
- ✓ Purchase intent of vehicle(s) is for commercial use⁽³⁾
- ✓ Can provide proof of Identification⁽⁴⁾
- ✓ Can provide proof of Auto Insurance

(1) Transacted business directly with CHS within the last 5 years. (2) CHS Statement of Equities or Patron Activity Summary

(3) The CHS Co-op Fleet Program with the manufacturer is setup as a fleet program, not a retail program

(4) That accompanies the CHS Statement of Equities and/or Patron Activity Summary

*** Vehicle incentive is not eligible to affiliate members or indirect members ***

VEHICLE TITLING REQUIREMENTS

Edited: 7/2016

- The title must match the name on the CHS Statement of Equities and/or the name noted on the Patron Activity Summary documents
- Vehicle(s) must be registered solely in the United States and must be operated in the United States. Exporting or attempting to export is prohibited.
- Vehicle(s) must be licensed and titled in CHS Member Owner name for a minimum of 12 months or 20,000 miles (whichever comes first). The vehicle cannot be resold during this time period.
- There is no limit on how many vehicles a qualifying CHS Member Owner can purchase per year using the CHS Co-op Fleet Program

Business CHS Members Owners:

Titled as a Commercial Entity

Example: Farmers Elevator

Business Federal ID #

Individual CHS Member Owners:

Provide a Schedule F

Example: John Smith: dba John Smith Farms

Social Security #

CHS STATEMENT OF EQUITIES

SAMPLE



Statement of Equities

Patron Name: Barry Smith
Address: 5555 NE Street
Sample, MN 00000

Paes Id: 11111111
Tax Id: *****1111
Date of Birth: 01/01/1980

Issue Name / Care Of	City / State	Equity	Issued	Type	Facility	Current Amount
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	36176121	2008	RE	2500	50.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	37281521	2009	RE	2500	150.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	38296891	2010	RE	2500	50.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	39923181	2012	RE	2500	250.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	42182311	2013	RE	2500	250.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	42182321	2013	NQ	2500	500.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	45732831	2014	RE	2500	250.00
BARRY SMITH [5555 NE STREET]	SAMPLE, MN	45732841	2014	NQ	2500	250.00
Total Non-Patronage						\$.00
Total Qualified						Patronage\$1,000.00
Total Non-Qualified						Patronage\$1,000.00
Grand Total						\$2,000.00

- (1) Transacted business directly with CHS within the last 5 years
- (2) **CHS Statement of Equities** or Patron Activity Summary
- (4) That accompanies the **CHS Statement of Equities** and/or Patron Activity Summary

PATRON ACTIVITY SUMMARY DOCUMENTS

PAGE 1 OF 3



SAMPLE

5500 Cenex Drive
Inver Grove Heights, MN
55077

August 4, 2015

Barry Smith is an active Ag Producer and CHS Member Owner, and does qualify for the CHS Co-op Fleet Program vehicle incentive. Attached shows current activity for proof of membership.

If you should have any questions, please contact me directly at 651-355-6317.

Sincerely,

Rian Harrington, CHS
Fleet Administrator
rian.harrington@chsinc.com

CHS Co-op Fleet Program Rules

Qualifying Customers:

- Active CHS Ag Producer (transacted business directly with CHS within 5 years)
- Provide proof of CHS Membership (CHS Statement of Equities and/or Patron Activity Summary)
- Proof of Identification & Auto Insurance
- Titled as a Commercial Entity
 - ✓ Example: Farmers Elevator
 - ✓ Business Federal ID #
- Provide a Schedule F
 - ✓ Example: John Smith: dba John Smith Farms
 - ✓ Social Security #
- Commercial use only
- Vehicle must be licensed and titled in CHS member name for a minimum of 6 months
- The title must match the name on the CHS Statement of Equities or the name noted on the Patron Activity Summary



PATRON ACTIVITY SUMMARY DOCUMENTS

PAGE 2 OF 3

The screenshot displays the CHS Patronage Data Collection interface. At the top, there is a navigation menu with options: Data Processes, Reporting, Data Maintenance, Query, and Help. Below this is the CHS logo and the title "Patronage Data Collection". A secondary menu includes: Facilities, History, Comments, 1099's, 199, Activity, LLC, Eligibility, Group, Save, Delete, and Cancel. The main form area is titled "Pages ID: 1810057".

The form contains several sections:

- Patron Name:** Fields for First Name, Middle Initial, and Last Name.
- Address:** Fields for Address, City, State, and Zip.
- Phone:** Fields for Phone 1 and Phone 2.
- E-Mail:** Field for E-Mail.
- Country:** Field for Country.
- Additional Information:** Includes Consent Code (0 - NO RESPONSE), Patron Type (INDIVIDUAL), Tax ID (00000000), Status (Active), Birth Date, Deceased Date, Last Activity, Last Change, and Request Received Date. There are checkboxes for Certified, Secure Address, Deceased, and Hold Mail, and a checkbox for Set Request Date.
- Delegate & A/R Information:** Includes checkboxes for Voting Member, Patron Groups, Non-Member Eligible, Membership Form, Age 70+ Proj, and Partnered Equity. It also has fields for Annual Mtg Date, A/R Amount (0.00), FY End Date, and A/R Date.
- Affiliate Information:** Includes dropdowns for Regional Office, Comm Mktg Acct, and Acct, and a dropdown for Cenex.

A red dashed box highlights the Patron Name and Address fields. A red arrow points from the caption below to the Phone 1 field.

(4) That accompanies the CHS Statement of Equities and/or Patron Activity Summary

PATRON ACTIVITY SUMMARY DOCUMENTS

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CHS Patronage Data Collection

Data Processes Reporting Data Maintenance Query Help

Patron Activity Summary

PAES ID:

Fiscal Year And Memo:

2015-08-31 Memo PENDING
 2014-08-31 Memo 165817
 2013-08-31 Memo 155677
 2012-08-31 Memo 144426
 2011-08-31 Memo 136921

Summary Detail Close

Eligible Ineligible

		POOL TOTALS						
Pool	Units	Rate	Patronage\$	Equity\$	Check\$	NQ Rate	Non-Qualified	
63 - CROP PROTECTION	193.75							
66 - OTHER MERCH	974.07							
70 - PETROLEUM PRODUCTS	3,569.20							
72 - PROPANE	91,291.75							
72 - PROPANE	0.00							
76 - GREASE	28.60							
78 - OIL	521.70							
85 - LABOR & SERV 2	155.00							
85 - LABOR & SERV 2	38,091.20							
C9 - NHS	667.33							
CNKL - POTASH SETTLEMENT	750.50							
D0 - UAN	37.51							
D2 - UREA	468.59							
D5 - DAP	441.07							
D6 - MAP	270.00							
E0 - OTH PLANT FD	0.53							
P40 - OTHER FEED	973.76							
P46 - OTHER PLANT FOOD	295,099.55							
P48 - OTHER COMMERCIAL SEED	103,414.09							
P63 - OTHER CROP PROTECTION	72,822.98							
PD - PREMIUM DIESEL	6,321.53							
TOTALS	616,092.70							

		CUSTOMER POOL TOTALS									
Div	Shinner	Customer	Pool	Units	Rate	Patronage\$	Equity\$	Check\$	NQ Rate	Non-Qualified	

(1) Transacted business directly with CHS within the last 5 years

OTHER PROGRAM INFORMATION

Edited: 7/2016

- **Dealerships are to confirm customers qualify for vehicle incentive prior to closing the deal(1)**
- **Dealerships must obtain customers authorization to contact CHS for proof of membership**
 - It is against the law for CHS to share confidential information regarding our Member Owners without their permission
- **Dealerships are not to deliver vehicles until they have been re-invoiced**
- **Vehicle incentives can not be retroactive**
- **Dealerships who violate the program rules and requirements may be subject to fleet incentive chargeback**
- **Dealerships are not to advise customers on 'how' to become a CHS Member Owner**

(1) Contact Rian Harrington at rian.harrington@chsinc.com

PROGRAM CONTACTS

Rian Harrington
Fleet Administrator
CHS Inc.

rian.harrington@chsinc.com

Michael Boldt
Fleet Account Executive North
Central Region
GM Fleet and Commercial

michael.r.boldt@gm.com

Rory Cashman
National Account Manager
Minneapolis
**Ford North American Fleet
Division**

rcashma2@ford.com



Take this to your local Ford or Lincoln dealer or call G.E. Fleet Services at 1-855-341-9276

Date: July 2016

To: Ford and Lincoln Dealers

From: Rian Harrington – CHS Inc.

Subject: Co-Op Program c/o CHS Inc. Ford Fleet Program for the 2016/2017 model year

CHS Inc. has a national fleet agreement with Ford Motor Company which entitles direct, active CHS Members Owners significant fleet invoice discounts based on the consolidated volume across the United States. These fleet discounts apply to all direct, active CHS member owners.

It is imperative that qualifying CHS member owners and dealerships comply with the following program rules:

1. Active and direct CHS Ag Producer (transacted business directly with CHS within 5 years)
2. CHS member owner must provide written documentation in the form of a CHS Statement of Equity or Patron Activity Summary. To obtain the required proof of CHS membership contact Rian.Harrington@chsinc.com at CHS.
3. Vehicle to be titled as a *commercial/business* entity as -
 - a. Example: Farmers Elevator
 - b. Business Federal ID #
4. *Individual* CHS member owner to Provide a Schedule F and titled as -
 - a. Example: John Smith: dba John Smith Farms
 - b. Social Security #
5. Vehicles acquired through this program must be commercial use only and be titled as a commercial entity.
6. Vehicle(s) must be registered solely in the United States and must be operated in the United States. Exporting or attempting to export is prohibited.
7. Vehicle(s) must be licensed and titled in CHS Member Owner name for a minimum of 12 months or 20,000 miles (whichever comes first). The vehicle cannot be resold during this time period.

*** Vehicle incentive is not eligible to affiliate members or indirect members ***

Ford Motor Company and CHS reserve the right to terminate this program for any member entity or co-op that is found to be offering this program to ineligible members or entities as noted above.

IMPORTANT: Dealers who violate the program rules and requirements may be subject to fleet incentive chargeback(s)

Eligible Models:

Focus, Taurus, Fusion, Fusion Hybrid, Econoline (Cutaway/Stripped Chassis only), Escape, Expedition, Explorer, F-150 (not Raptor), F-Series Super Duty (F-250 through F-550), Navigator, Edge, MKX, MKZ (not hybrid), MKT, MKC, Transit Connect, Flex, Mustang (not Shelby or 50th), Transit, F650 and F750 (gas and diesel)

Ford dealers should use the following process to use this our fleet purchase program:

1. Qualify the customer. The groups which qualify for using our program are:
 - a. Direct members of CHS Inc.
 - b. Active members of CHS Inc.
 - c. Agriculture producers
 - d. Qualified members of CHS Inc. who use vehicles in their business.
2. Secure required documentation from customer proving eligibility
 - a. Qualified members need to provide a CHS Statement of Equity to the ordering dealer to prove eligibility.
 - b. The customer must title the unit in a business name, or an individual name with a Schedule F.
 - c. Titling vehicles must match the name on the CHS Statement of Equity (proof of membership)
3. If you have any questions regarding qualifying a customer, call Rian Harrington, Program Manager at 651-355-6317 or rian.harrington@chsinc.com.
4. Secure application information and quote the vehicle.
 - a. Use the fleet order discounts and procedures outlined in this letter.
 - b. This is a 56A fleet program. *Do not mix / combine retail incentives or 56M incentives with incentives provided in this program.*
5. After confirming the deal with the customer, order the vehicle using the fleet codes and process information provided in this letter.
 - a. While the program is designed for order out, the discounts provided in the program may be applied to dealer stock units by following the instructions in this letter.
 - b. Financing options are up to the customer. Many have a preferred finance or lease source.

Use these codes when the vehicle is ordered:

- 1) Fleet Account Name: Co-Op Program c/o CHS Inc.
- 2) Fleet Account Number: AN427
- 3) Program ID #: 56A
- 4) Delivery type: 7 for sale to fleet customer
- 5) Delivery type: D for sale to lease company for subsequent lease to the fleet customer

Fleet discount on ordered units should be taken off invoice at time of delivery

Use these codes when the vehicle is out of stock:

- 1) Fleet Account Number: AN427
- 2) Delivery Type Code: 7 for sale to fleet customer
D for sale to lease company for subsequent lease to the fleet customer
- 3) Program ID #: Add option code 56A in CONCEPS (one day after vehicle is reported sold)

Fleet discount on out of stock units will be paid by Ford to the selling dealer. Therefore no rebates will be paid from NFPT to the customer. In addition, it is imperative that ordering dealers DO NOT USE national fleet incentives (56M), preferred equipment package discounts (PEP), or customer retail discounts. Use FAN & program numbers listed above.

Order Procedures: Regardless of whether ordering a vehicle from the manufacturing plant or off the dealer lot, it is essential that these codes appear on every order.

Program contact information is:

For incentive questions contact:

Rory Cashman
National Account Manager Minneapolis
Ford North American Fleet Division
rcashma2@ford.com
P: 201-575-0614 / F: 866-239-7661

For eligibility information contact:

Rian Harrington
Fleet Administrator
CHS Inc.
Rian.Harrington@chsinc.com
P: 651-355-6317 / F: 651-355-3743

SEE NEXT PAGE FOR SPECIFIC INCENTIVE AMOUNTS

Competitive Price Allowance (CPA) Values - 2017 Models

Econoline	\$4,800	Edge	\$2,800
Escape	\$2,000	Expedition	\$3,900
Explorer	\$2,800	Flex	\$2,300
Focus	\$1,900	Fusion	\$2,000
Fusion Hybrid	\$1,500	MKZ	\$4,000
MKT	\$2,500	MKX	\$3,000
Mustang (Excl Shelby & 50 Yr Ann)	\$1,800	Navigator	\$4,500
Taurus	\$3,500	Transit	\$3,700
Transit Connect	\$1,500	F-150*	\$5,500
F-150 4x2 Reg Cab (F1C Body)*	\$4,300	F-Series Super Duty (F250-F350)*	\$6,000
F Series Super Duty (F450-F550)*	\$4,700	F-650 (Diesel)	\$6,200
F-650 (Gas)	\$5,700	F-750 (Diesel)	\$7,000
F-750 (Gas)	\$6,500	Continental	\$2,600
MKZ Hybrid	\$4,000	F-150 Super Cab*	\$5,700
F-150 Super Crew*	\$5,900	MKC	\$3,400

***5 year/100,000 mile powertrain warranty ESP included on all 2017 F150/F250-550 ordered after July 1, 2016 (no exceptions)**

Please verify the incentives:

Ford/Lincoln Dealers -- To verify out-of-stock incentives: (Keep a copy for your records)
 FMC Dealer – sales home page
 Scroll to: Fleet Sales and Service
 Click on: Competitive Price Allowance Look Up
 Click on: Competitive Price Allowance (CPA) Look-up
 Enter FIN for Co-Op Program c/o CHS Inc. = AN427
 Enter VIN of in-stock vehicle
 Remember to check the approval box



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


**CHS, Inc. or Coop
Members of CHS, Inc.**
PROCESSING CODE: VBI

FAE NAME: Michael Boldt

FAN: 880312

PHONE: 630-531-7373

APPROVED: July 27, 2016

EMAIL: michael.r.boldt@gm.com

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

**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**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.

CUSTOMER NAME: CHS, Inc. or Coop Members of CHS, Inc.	FAE NAME: Michael Boldt
PROCESSING CODE: VBI	PHONE: 630-531-7373
FAN: 880312	EMAIL: 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"/> FLS Fleet Lease	<000000>	<000000>
<input checked="" type="checkbox"/> FNR 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