

ABC PRIVATE INCENTIVE OFFER WITH GENERAL MOTORS FOR ABC MEMBERS

2016, 2017 and 2018 MODEL YEAR VEHICLES

EFFECTIVE DATES: DELIVERED VEHICLES JANUARY 4, 2017 THROUGH JANUARY 2, 2018

DEALERS: FOR COMPLETE DETAILS, REFER TO ADMINISTRATIVE MEMO 17-36CB-3.

ABC ELIGIBLE MODELS: NEW AND UNUSED 2016, 2017 and 2018 MY GM PASSENGER CARS AND LIGHT TRUCKS LISTED BELOW.

| ALLOWANCES: | <u>RETAIL DELIVERIES</u> | <u>FLEET DELIVERIES</u> |
|---------------------------------------------------|------------------------------|-----------------------------|
| BUICK: | | |
| ENCLAVE | \$500 | \$1,000 |
| ENCORE (2018 model only - excludes 1SV) | \$500 | \$500 |
| LACROSSE (2016 model only - excludes 1SV)) | \$500 | \$500 |
| CHEVROLET: | | |
| CITY EXPRESS | \$250 | \$250 |
| COLORADO (excludes 2SA) | \$500 | \$500 |
| CRUZE HATCH (2017 only) | \$500 | \$500 |
| CRUZE (2017/2018 models only - excludes 1SM) | \$500 | \$500 |
| EQUINOX (2017/2018 models only - excludes 1SM) | \$500 | \$500 |
| EXPRESS (2016/2017 models only) | \$500 | \$1,000 |
| IMPALA | \$500 | \$500 |
| LOW CAB FORWARD | \$250 | \$250 |
| MALIBU (excludes 1VL) | \$500 | \$500 |
| MALIBU Limited (2016 model only) | \$500 | \$500 |
| SILVERADO | \$500 | \$1,000 |
| SUBURBAN w/L96 | \$500 | \$1,000 |
| TAHOE | \$500 | \$1,000 |
| TRAVERSE (excludes 1L0/ 1SM) | \$500 | \$1,000 |
| GMC: | | |
| ACADIA (excludes 1SV) | \$500 | \$1,000 |
| ACADIA LIMITED (2017 only) | \$500 | \$1,000 |
| CANYON (excludes 2SA) | \$500 | \$500 |
| SAVANA (2016/2017 only) | \$500 | \$1,000 |
| SIERRA | \$500 | \$1,000 |
| TERRAIN (2017/2018 models only - excludes 2SA) | \$500 | \$500 |
| YUKON/YUKON XL | \$500 | \$1,000 |

ANY MODEL NOT LISTED ABOVE IS NOT ELIGIBLE FOR The Private offer.

CHARGEBACK CRITERIA: ALL MONIES PAID THAT DO NOT MEET THE PROGRAM REQUIREMENTS WILL BE CHARGED BACK.