



CANADA FLEET OPERATIONS

## 2019 Model Year

# Volume Incentive Program (VIP)

**Date Submitted:** August 9, 2018

**Prepared For:** Nicole Arseneau

Agricultural Alliance of New Brunswick

303 259 Rue Brunswick St

Fredericton, NB, E3B1G8

**FAN#** N3754

**Prepared By:** Eric Gauthier

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FIAT CHRYSLER AUTOMOBILES

- Private & Confidential -




August 9, 2018

Agricultural Alliance of New Brunswick  
303 259 Rue Brunswick St  
Fredericton, NB, E3B1G8  
Attn: Nicole Arseneau

Subject: **2019 Model Year Vehicle Volume Incentive Proposal for  
Agricultural Alliance of New Brunswick**

Dear Nicole,

Thank you for the opportunity to provide a proposal for your 2019 Model Year Canadian vehicle fleet requirements. FCA Canada Inc. ('FCA') is pleased to present the following offer to Agricultural Alliance of New Brunswick.:

 		Account Name: <b>Agricultural Alliance of New Brunswick</b> FAN#: <b>N3754</b> Date: <b>August 9, 2018</b>			
		OFF-INVOICE	AFTER DELIVERY BONUS		
Brand	2019 Model	2019 MY VIP Incentive Amount (Off-Invoice or Stock Delivery Credit)	2019 MY Volume Bonus Minimum of 1 Vehicles		
<b>Chrysler</b>	300 (all models)	\$8,300	\$100		
	Pacifica (L, LX, Touring) - excluding Hybrid	\$7,100	\$100		
	Pacifica - all other excluding Hybrid	\$8,000	\$100		
	Pacifica Hybrid	\$1,250	\$100		
<b>Jeep</b>	Renegade Sport FWD	\$2,100	\$100		
	Renegade Sport 4X4	\$5,250	\$100		
	Renegade - all other	\$5,500	\$100		
	Compass Sport (MP models)	\$3,600	\$100		
	Compass Non Sport (MP models)	\$5,500	\$100		
	Wrangler JL	\$4,000	\$100		
	Cherokee Sport FWD	\$3,925	\$0		
	Cherokee Sport 4X4	\$4,425	\$0		
	Cherokee FWD Non Sport	\$6,000	\$100		
	Cherokee 4X4 Non Sport	\$6,750	\$100		
Grand Cherokee (excl. SRT & Trackhawk)	\$7,000	\$100			
<b>Dodge</b>	Journey SE	\$3,600	\$100		
	Journey FWD (excl SE)	\$6,000	\$100		
	Journey AWD	\$6,250	\$100		
	Challenger (excl. SRT, Hellcat and Demon)	\$2,400	\$100		
	Grand Caravan CVP (RTKH53 - 29E only)	\$8,700	\$100		
	Grand Caravan (all other models - excl. CVP)	\$9,750	\$100		
	Durango (excl. SRT)	\$6,750	\$100		
	Charger (excl. SRT and Hellcat)	\$6,500	\$100		
<b>RAM</b>	Promaster City	\$6,000	\$100		
	ProMaster (Cab/Chassis & Cut-Away)	\$5,750	\$100		
	Promaster 1500 / 2500 Van	\$8,000	\$100		
	Promaster 3500 Van	\$8,750	\$100		
	Ram 1500 Regular Cab (DS models)	\$9,500	\$100		
	Ram 1500 Quad/Crew (DS models)	\$14,000	\$100		
	Ram 1500 Quad/Crew 4X2 (DT models)	\$10,500	\$100		
	Ram 1500 Quad/Crew 4X4 (DT models)	\$12,750	\$100		
	Ram 2500 / 3500 Pickup	TBD	\$0		
Ram Cab Chassis 3500 / 4500 / 5500	TBD	\$0			
<b>Fiat</b>	Fiat Spider	\$4,800	\$0		
	Fiat 500L	\$3,300	\$0		
	Fiat 500X	\$4,800	\$0		
	Fiat 500 / 500C / Abarth	\$3,900	\$100		
<b>Alfa Romeo</b>	4C	\$3,000	\$0		
	Giulia (excludes Quadrifoglio)	\$3,000	\$0		
	Stelvio (excludes Quadrifoglio)	\$3,000	\$0		

### IMPORTANT NOTES

- As noted in the above chart, the VIP Incentives offered to you will be deducted from the factory invoice for all your vehicle orders placed in accordance with these terms by either your fleet management company or an FCA dealer and are in addition to any equipment option packages for vehicle price discounts. These VIP incentives cannot be combined with any FCA fleet or retail programs or incentives.
- Please use your Fleet Account Number (FAN#) **N3754** for all Canadian vehicle purchases.
- We have provided discounts on the vehicles indicated by your preference. We would be pleased to offer appropriate discounts on any other Ram, Chrysler, Dodge, Fiat or Jeep model you deem suitable for your fleet.
- Your orders should be coded with 4FN (Fleet Sale) and 4DG (Deduct Holdback).
- The VIP incentives will cover all your subsidiary companies
- To meet your urgent or immediate vehicle needs our Canadian dealer network can provide your vehicles with the net cost effect of the VIP Incentive applied for out of stock deliveries
- FCA reserves the right to amend any concession amount should FCA at its own discretion enter into any price repositioning action including adjustment of options or option packages of a specific vehicle model line or lines during a specific model year period.
- In the event that a vehicle model is discontinued or significantly changed during this agreement period, which is then replaced by a new model of the same size and price class, FCA reserves the right to revise the amount of concessions being offered in this agreement.
- FCA reserves the right to amend and cancel this program at any time during the 2019 Model Year and will notify Agricultural Alliance of New Brunswick in writing prior to this occurring.

### VOLUME BONUS

- FCA will pay to Agricultural Alliance of New Brunswick, the Volume Bonus per eligible model (as shown in the Volume Incentive Program schedule on the first page) , based upon final total number of 2019 Model Year eligible vehicles purchased and delivered in Canada during the 2019 Model Year ending October 31, 2019, as established by FCA's fleet sales records. This Volume Bonus is earned based upon your fleet purchases and becomes payable by FCA only if the minimum volume of 2019 Model Year eligible vehicles are purchased and delivered in the 2019 Model Year. This Volume Bonus will be paid in one payment at the end of the program year after FCA has confirmed in its records the purchase and delivery to you as eligible commercial fleet sales of all your eligible vehicles in the 2019 Model Year. Your failure to purchase and take delivery of at least the minimum number of vehicles (as specified in the schedule) by October 31, 2019, will result in \$0 (Zero) Volume Bonus payable by FCA.

### PRICE PROTECTION

- All orders in our order system prior to a price increase in the Model Year but delivered after the price increase in the same model year will be price protected to the original order date.
- Freight charges are NOT price protected.

### WARRANTY COVERAGE

**FCA vehicles are covered under the FCA 3-year or 60,000 km Basic Limited Warranty, as well as, our 5-year or 100,000 km Powertrain Limited Warranty, complete with 24 hour Roadside Assistance, ZERO deductible and fully transferable at no charge. (The 5/100 Warranty does not apply to SRT Models. Service Contracts are available). - The Cummins Turbo Diesel engine is protected by a separate Limited Warranty, covering the engine for 5 years or 160,000 Kilometres.**

### ORDER-TO-DELIVERY

Preferred Scheduling (Shipping) Periods or P.S.P.'s are also available for any orders which require a delayed build. The P.S.P. allows you to order a vehicle now and to choose a specific month and week, which you would prefer to have your vehicles built at the factory. You must also allow for transit time in addition to the PSP period.

The FCA Web-site provides access and information to all our Fleet Accounts. By logging on to [www.fcacanada.ca](http://www.fcacanada.ca), your fleet representative can access the following information: [Dodge, Chrysler, Ram Trucks, Jeep, Fiat Fleet Services](#)

- The complete Ram, Chrysler, Dodge, Fiat and Jeep vehicle line-up with links to the FCA home web-site and provides the ability to equip a vehicle on-line
- Configure a FCA vehicle model of your preference
- Access to Fleet Buyers Guide and Digimag [Fleet Buyer's Guide 2018 CDN Fleet Buyer's Guide](#)
- Contact information for the FCA Fleet team [Contact | Fiat Chrysler Automobile Canada Fleet](#)
- Vehicle Status reports – request a Fleet Web ID to gain access to either Individual Order Status or the Complete Status of your entire fleet.
- E-mail capability of Status report
- Request a brochure
- Locate a dealer
- Recall information

[Tools | Fiat Chrysler Automobile Canada Fleet](#)

FCA is pleased to have this opportunity to be of service to Agricultural Alliance of New Brunswick and we look forward to meeting your vehicle requirements in the upcoming years.

Sincerely,

**FCA Canada Inc.**

*Eric Gauthier*

Eric Gauthier  
Fleet Account Manager

**Agricultural Alliance of New Brunswick, is requested to provide concurrence to this proposal (VIP) below:**

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Name: \_\_\_\_\_