



# General Motors (“GM”) 2017 Model Year Daily Rental National Purchase VN9 Plus YT4 Program Guidelines

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## 1. **PROGRAM DESCRIPTION:**

This Program is intended to provide eligible Daily Rental Fleet Customers (“DRFC”) access to certain 2017 Model Year GM vehicles, sold and delivered by General Motors dealers that are eligible for purchase by GM using a pre-established rate of depreciation in accordance with these guidelines. Eligible models are limited to the following:

**Chevrolet**                      **Express Vans**

\*Must be ordered according to 2017 MY Required Minimum Equipment (Attachment 1A)

The following vehicles are **not eligible** for this Program:

- Vehicles with Preferred Equipment Group (PEG)/Option Package Discounts
- Vehicles delivered from dealer inventory

## 2. **PROGRAM NAME AND CODE:**

Program Name: 2017 Model Year Daily Rental National Purchase VN9 Plus YT4 Program

Program Codes: VN9 and YT4

The following attachments are incorporated into these guidelines:

**Attachment 1A:** 2017 MY YT4 Required Minimum Equipment

**Attachment 1B:** 2017 CY Turn-In Standards and Procedures



### 3. **Rates of Depreciation / Purchase Price(s):**

The following depreciation rates will apply to vehicles under the Program:

<b>Division</b>	<b>Model</b>	<b>Depreciation \$/Month</b>
Chevrolet	CG23406 Express 2500 Passenger Van	475
Chevrolet	CG33406 Express 3500 Passenger Van	475
Chevrolet	CG33706 Express 3500 Ext WB Passenger Van	475

The purchase price will be calculated as follows:

- The purchase price will be calculated by beginning with the capitalized cost. The capitalized cost is the dealer's cost of base vehicle and optional equipment, plus freight, less the Hawaiian excise tax and any tire weight tax, if applicable.
- Depreciation will be calculated by using the appropriate monthly depreciation rate indicated above times 12 months, divided by 365 days in the year, multiplied by the number of days in service which is determined by the day the vehicle is returned to and accepted by GM in accordance with GM 2017CY Turn-In Standards and Procedures (Attachment 1B).
- Return purchase price will be net of calculated depreciation and applicable damage charges, including MET items and/or excess mileage charges, as well as any other applicable administration fees as noted in the GM 2017CY Turn-In Standards and Procedures (Attachment 1B).
- The In-Service Date will be five (5) days following the Expiration-In-Transit Date as shown on the factory invoice.
- Out-of-Service Date will be the date the vehicle is returned and accepted at an approved GM turn-in site, provided the DRFC meets all program guidelines and requirements.
- GM reserves the right to reject returned vehicles if the 2017 MY VN9 Plus YT4 Minimum Equipment Guidelines are not followed.

### 4. **PRODUCTION PERIOD(S) / IN-SERVICE PERIOD(S) AND MILEAGE:**

**Program Start Date:** Immediately

**Program End Date:** When dealers are notified that 2017 Model Year fleet orders are no longer being accepted by GM, or the approved program volumes are exhausted, whichever occurs first.

**Order Cut-Off:**

August 10, 2017

**In-Service Period(s):**

Minimum In-Service Period – **6 months**

Maximum In-Service Period – **12 months** or December 31, 2018, whichever occurs first

**Mileage Requirements:**

- 25,000 free miles
- \$0.40/per mile excess mileage charge for every mile over 25,000

Vehicles to be purchased by GM under the Program must be returned and accepted by December 31, 2018. Vehicles ordered under the Program and not returned to GM must remain in service a minimum of six (6) months (180 days) from the In-Service Date. GM reserves the right to audit the DRFC to ensure compliance with the minimum six (6) month in-service requirement. Frame, fire and/or water damaged vehicles are ineligible for return purchase and have no minimum In-Service Period. Documentation on these vehicles must be retained on file for audit purposes.

**IMPORTANT:** Acceptance of an order for any vehicle(s) does not constitute a commitment to build or to build within a specific time frame.

All vehicles, including non-returned vehicles supplied by GM under this agreement, are subject to the export control laws and regulations of the United States (U.S.) and the DRFC and dealers shall comply with such laws and regulations.

**In-Service Date Corrections:**

The GM In-Service Date is always the Expiration-In-Transit Date shown on the vehicle invoice plus five (5) days. If vehicles are delivered more than 10 days past the GM In-Service Date, they qualify for an In-Service Date adjustment. The DRFC requesting the change should contact the Fleet Action Center (1-800-FLEET OP) for assistance. A signed delivery receipt is required for all changes. All requests must be completed at least 15 days prior to submitting a grounding record to RIMS. **Changes will not be considered after the vehicle has a valid grounding record.**

**5. ELIGIBLE MODELS / REQUIRED OPTIONS / ORDER AND DELIVERY:**

All new and unused 2017 GM models listed in Paragraph 1 above with the required minimum factory installed equipment levels specified on Attachment 1A that are ordered for a DRFC for its use as daily rental vehicles and delivered by General Motors' dealers are eligible for the Program. In addition, vehicles ordered with option VN9 receive order date price protection (PRP).

All vehicles must include the following:

- 1) Valid GM FAN (Fleet Account number)
- 2) Option Codes: VN9, YT4, and S1F (These options provide a net invoice – less holdback)
- 3) Order Type: FDR
- 4) Delivery Type: 020 – Daily Rental



The ordering dealers are responsible for including the proper processing option(s) on all orders. Should errors occur in the ordering of vehicles, resulting in diversions or re-invoicing, the dealer may be charged an administrative fee by GM.

Some models have limited volume availability. Please check with:  
Jared Jenson: 313-667-3076  
jared.jenson@gm.com

The entity ordering the vehicles for the DRFC is responsible for checking dealer order acknowledgements to verify the accuracy of order(s) submitted.

Dealer orders currently on hand or in the system that qualify under this Program can be amended or canceled and reordered if they have not been released to production. This is the ordering dealer's responsibility.

6. **COMPATIBLE INCENTIVE / ALLOWANCE PROGRAMS:**

Vehicles enrolled in the 2017 Model Year Daily Rental National Purchase Program are not eligible for any other fleet/retail incentive programs, including, but not limited to, the Dealer Fleet Ordering Assistance Program (VQ), and any General Motors Dealer Rent A Car program.

Fleet orders submitted with Fleet Processing Option VN9, YT4 and incompatible retail incentive options will be rejected with an error message.

7. **METHOD OF PAYMENT FOR RETURN PURCHASE(S):**

Payment for vehicles purchased by GM will be issued within twenty-five (25) business days of GM's acceptance as indicated on the General Motors Vehicle Condition Report and Acceptance Receipt (Form AD006). For payment purposes, Mondays through Fridays are considered business days, except for GM recognized holidays and other days GM is closed. GM does not staff or process payment during the Christmas holiday or any other period of time GM is closed. Payment processing will not resume until the next regular business day after the return to work.

Payment(s) will be made in the form of a check to the title holder or financial institution, upon receipt and clearance of proper paperwork at an approved GM turn-in site. The payment will be delivered to the address shown on the title or the address information received in the form of a RAVE record, unless other arrangements are made in advance.

The Payment Modification System provides an effective method to direct repurchase proceeds to lending institutions. The titled owner is the co-payee on the check.

If a lender and the DRFC desire to effect an assignment, please contact Xerox at the emails below for the required forms.

[gmincentives@xerox.com](mailto:gmincentives@xerox.com)



8. **OTHER PROGRAM GUIDELINES:**

The following is GM's definition of a "rental" vehicle:

"The bona fide rental of a vehicle involving use and payment by a customer on an hourly, daily, weekly, or monthly basis. Usage of any such vehicle(s) by a customer for a period of four (4) consecutive months or longer shall be deemed to constitute leasing, and not rental, and will make the vehicle ineligible for purchase."

If a vehicle enrolled in the Daily Rental National Purchase Program is found to be on rent (lease) to a customer in excess of the above guideline, or if the customer consecutively rents multiple enrolled vehicles for an aggregate term of four (4) or more months, all vehicles involved in such transactions will not be considered rental and will be ineligible for purchase. GM may audit the DRFC to ensure compliance with the foregoing.

All eligible vehicles must be delivered to the DRFC through a General Motors dealership or a qualified drop-ship location. Purchases or deliveries made through any other entity or individual are ineligible.

Failure to comply with these guidelines may result in the dealer being disqualified from future participation in fleet programs and termination of its Dealer Sales and Service Agreement.

Optional equipment, and in special circumstances certain standard equipment, can be added to and deleted from GM vehicles during the ordering and manufacturing process by retail, fleet and DRFCs with prior General Motors approval. Please contact Jared Jenson for that approval. It is the DRFC's responsibility to ensure that actual vehicle content is properly disclosed to a buyer or transferee when disposing of a vehicle. DRFCs that use third party build specifications to promote the sale of their vehicles should be especially careful to ensure the accuracy of that data.

GM reserves the right to cancel, amend, revise, or revoke any or all aspects of the Program at any time based on its sole business judgments. Final decisions in all matters relative to the interpretation of any rule or phase of this activity rest solely with General Motors.

**ANY QUESTIONS REGARDING THIS PROGRAM SHOULD BE DIRECTED TO THE FLEET ACTION CENTER AT 1-800-FLEET OP (1-800-353-3867) or Jared Jenson (313-667-3076) or (jared.jenson@gm.com).**