



**2023 Model Year**

**Volume Incentive Program (VIP) Terms and Conditions**

Prepared for:

**Trane Comfort Specialist / American Standard Customer Care Distributors and Dealers**

800-A Beaty Street  
Davidson, NC, 28036

FLEET ACCOUNT NUMBER (FAN)  
**009U2**

Submitted:  
August 1, 2022

FCA US LLC (FCA US) Fleet Contact:

**Jennifer Sellers**  
Commercial Area Manager  
1000 Chrysler Drive  
Auburn Hills MI 48326  
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email:jennifer.sellers@stellantis.com

**CONFIDENTIAL**

**STELLANTIS**  
FLEET & BUSINESS SOLUTIONS

**-CONFIDENTIAL-**

August 1, 2022

Mr. Richard Rojo

Trane Comfort Specialist / American Standard Customer Care Distributors and Dealers  
800-A Beaty Street  
Davidson, NC, 28036

Dear Mr. Richard Rojo,

FCA US LLC (FCA US) Fleet is pleased to confirm the Volume Incentive Program (VIP) offered to **Trane Comfort Specialist / American Standard Customer Care Distributors and Dealers 009U2** for the **2023** model year. This special incentive applies to **Trane Comfort Specialist / American Standard Customer Care Distributors and Dealers 009U2** exclusively and will be paid on specific models ("Eligible Vehicles") based on the purchase objectives described in the attached Tables.

In addition to confirming your VIP status, we want you to know that we are here to provide our industry insight and experience to help you. Such decisions include weighing the benefit of fleet purchase and lease programs, evaluating life-cycle cost objectives, determining the value of single-source billing for routine service and parts, and choosing the right commercial financing option for your company.

You will find that it's easy to do business with FCA US Fleet. Here are just a few advantages from which you'll benefit:

- Access to our Web site (<http://www.stellantisfleet.com>) offers a variety of information, including Vehicle Configurator, service and parts information, ability to track your orders, payment status and remarketing information, to name a few.
- Support from our Fleet Information Center — email [FLCenter@FCAGroup.com](mailto:FLCenter@FCAGroup.com) or call **1-800-999-3533** to check availability of Fleet-only options, confirm purchases, verify build-out dates, request product literature, and more.
- Unprecedented level of product knowledge and service provided by our Fleet-dedicated staff.
- Access to ServiceNet — a single-source centralized service and maintenance billing network that helps save your company time and money .

As a preferred FCA US Fleet customer, we want you to know that we are ready to help you and your business in any way we can.

Sincerely,

*Jennifer Sellers*

Jennifer Sellers  
Commercial Area Manager  
(704) 608-8266



**TERMS AND CONDITIONS FOR YOUR  
FLEET VOLUME INCENTIVE PROGRAM (VIP)**

**How to Order**

To ensure proper payment and to facilitate order tracking and preferential scheduling, your orders must include your assigned Fleet Account Number (FAN), **009U2** for **Trane Comfort Specialist / American Standard Customer Care Distributors and Dealers** or one of the FAN listed below.

**Reporting Procedure**

To ensure timely and proper payment of your VIP incentive, it is imperative the sale be accurately reported with the following information on the New Vehicle Delivery Receipt (NVDR).

1. Type of Sale (Type Sale 3 or 5)
  - Type 3- Commercial Sale
  - Type 5- Fleet Lease
2. Fleet Account Number
3. Program I.D. Number
  - 37APF (2023 Model Year Units)
  - 37ANF (2022 Model Year Units)
  - 37AMF (2021 Model Year Units)

**Note: Non-compliant sales reporting will result in applicable vehicles not counting toward your Fleet volume objectives.**

*The Fleet Account Number will be used to determine VIP versus Retail eligibility.*

**Ordered Units**

Customer is eligible to receive VIP payment. Fleet ordered units for VIP customers are not eligible for retail incentives.

**Units from Dealer Stock\***

Vehicles purchased from dealer stock inventory will receive base incentive concessions noted in the Retroactive Payment Levels table listed below. Vehicles factory ordered fleet will qualify for the base incentive concessions noted in the Retroactive Payment Levels table listed below and the additional concession allowance noted in the Additional Option or Powertrain Adjustments tables listed below.

Vehicles purchased from dealer inventory are eligible to receive either:

- a) VIP Incentive if reported with Fleet Purchase Program.
- Or-
- b) Local Retail Incentives. (Not Eligible for VIP allowance, vehicles will count toward Fleet volume levels only).

*\*All vehicles must be reported as a Fleet Type Sale, 3 or 5.*

**Note: All ordered & out of stock units are subject to compliance with FCA US Fleet Purchase Program Rules 37APF.**



### Confidentiality

You acknowledge and understand that the terms and provisions of this VIP are confidential. Accordingly, you agree not to reveal, disclose, or disseminate this VIP or the terms of this VIP except with the prior written consent of FCA US. Notwithstanding the foregoing, you may disclose the terms of this VIP (a) to your respective parent companies, employees, officers, attorneys, consultants, contractors and agents, provided that you will require such parties to keep the terms of this VIP confidential in accordance with these terms and (b) pursuant to judicial action or government regulations (provided that you notify FCA US in writing in advance of disclosure and cooperate with FCA US in the event FCA US elects to legally contest and avoid such disclosure).

### Term

The term of this VIP shall continue during the Model Year identified on attached **Schedule 1**, provided that either FCA US or you may terminate this VIP earlier with 30 days' prior written notice.

Please confirm your acceptance of this VIP by signing below. This offer will expire in **30** days unless extended by your Regional Account Executive with FCA US Fleet. By signing below, you agree to comply with the terms, conditions, obligations and agreements set forth on **Schedule 1 and the Official Program Rules of the Fleet Purchase Program**.

*Jennifer Sellers*

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Jennifer Sellers  
Commercial Area Manager  
(704) 608-8266  
FCA US FLEET

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Date: August 1, 2022

DocuSigned by:

*Richard Rojo*

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Trane Comfort Specialist / American Standard Customer  
Care Distributors and Dealers  
(009U2)  
Elite Dealer Program Leader

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Date: 8/1/2022



# STELLANTIS

## FLEET & BUSINESS SOLUTIONS

### **Schedule 1** **Fleet VIP Rules** **Model Year: 2023**

#### **Model Year**

Vehicles ordered during 2023 Model year.

#### **Model Year Price Protection**

This VIP will only include price protection for the **2023 Model Year** at the price on which the order is received by FCA US unless a price increase is instituted by FCA US due to necessary equipment changes, optional equipment made standard, or any design changes to the vehicle. These changes will not be price protected. In the event FCA US incurs price increases due to inflation or raw material costs which result in an increase in the vehicle price anytime during the **2023 Model Year** (even after your order is submitted), FCA US may notify you and the parties may renegotiate the price for any unscheduled orders. If you do not approve of the price increase, you will have the right to cancel any unscheduled order.

#### **In-Service Retention Period and Registration**

All eligible vehicles must be registered to and retained in service by the FAN for a minimum of 12 months or 12,000 miles. The FAN is required to register and title all eligible vehicles in its name. Vehicles are to remain in the United States for the 12 month or 12,000-mile minimum in-service retention period. Vehicles sold to Independent Leasing Companies (ILC's) are eligible for the Fleet Purchase Program, if (1) the ILC and the end-user have a FAN, (2) the ILC retains title for a minimum of 12 months or 12,000 miles and (3) the ILC sells or transfers a title to a financial institution for financing purposes only.

#### **Warranty**

All properly reported FCA US commercial fleet vehicles (NVDR type sale 3 and type sale 5) receive the 3 year 36,000-mile Basic Limited Warranty and the **5 year / 100,000-mile Fleet Powertrain** coverage. The 5 year/100,000-mile Fleet Powertrain coverage will "go with the vehicle", so there will be no need to do warranty transfers and there will be no charge to second/subsequent owners to continue the warranty beyond the original owner.

In addition, the following service contract(s) have been added to the following vehicles for additional charges indicated:



Payments

The amount listed in following table represents the total incentive provided by FCA US.

Retroactive Payment Levels

Model Year	Brand	Body Model	DESCRIPTION	Tier 1 1+
2023	RAM	DS	1500 CLASSIC PICKUP TRUCK	\$2,000
2023	RAM	DS1H62	1500 SLT REG CAB 4X2 (140.5 in WB 8 ft 0 in Box)	\$1,500
2023	RAM	DS1L62	1500 TRADESMAN REG CAB 4X2 (140.5 in WB 8 ft 0 in Box)	\$1,500
2023	RAM	DS6H62	1500 SLT REG CAB 4X4 (140.5 in WB 8 ft 0 in Box)	\$1,500
2023	RAM	DS6L62	1500 TRADESMAN REG CAB 4X4 (140.5 in WB 8 ft 0 in Box)	\$1,500
2023	RAM	DT	1500 LIGHT DUTY PICKUP TRUCK	\$2,000
2023	RAM	DJ	2500 HEAVY DUTY PICKUP TRUCK	\$500
2023	RAM	D2	3500 HEAVY DUTY PICKUP TRUCK	\$500
2023	RAM	DD	3500 CHASSIS CAB	\$0
2023	RAM	DP	4500/5500 CHASSIS CAB	\$0
2023	RAM	VF	PROMASTER CARGO VAN	\$0

Additional Option or Powertrain Adjustments

Vehicles Ordered with the option and/or powertrain (engine and transmission) listed below will receive the pricing adjustment as indicated. Options, excluding powertrain that are included in group equipment packages or standard on the base body model, are already discounted and excluded from these additional incentives.

If you receive VIP incentives via off-invoice credits, then the option discounts will be presented as a credit on the original invoice. In the event this credit is missing, payment will be made to you or your assignee once the unit is reported as a commercial fleet sale.

Model Year	Brand	Body Model	Description	Incentive	Option Type	Sales Code	Sales Code Description
2023	RAM	DS	1500 CLASSIC PICKUP TRUCK	\$2,000	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DS1H62	1500 SLT REG CAB 4X2 (140.5 in WB 8 ft 0 in Box)	\$2,000	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DS1L62	1500 TRADESMAN REG CAB 4X2 (140.5 in WB 8 ft 0 in Box)	\$2,000	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DS6H62	1500 SLT REG CAB 4X4 (140.5 in WB 8 ft 0 in Box)	\$2,000	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DS6L62	1500 TRADESMAN REG CAB 4X4 (140.5 in WB 8 ft 0 in Box)	\$2,000	Options	3RP	FLEET ORDER CONCESSION



FLEET & BUSINESS SOLUTIONS

Model Year	Brand	Body Model	Description	Incentive	Option Type	Sales Code	Sales Code Description
2023	RAM	DT	1500 LIGHT DUTY PICKUP TRUCK	\$1,500	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DJ	2500 HEAVY DUTY PICKUP TRUCK	\$2,300	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	D2	3500 HEAVY DUTY PICKUP TRUCK	\$2,300	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DD	3500 CHASSIS CAB	\$1,500	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	DP	4500/5500 CHASSIS CAB	\$1,500	Options	3RP	FLEET ORDER CONCESSION
2023	RAM	VF	PROMASTER CARGO VAN	\$500	Options	3RP	FLEET ORDER CONCESSION



### Fleet Payment and Adjustment Timing Limitations

Automatic payments will be made to VIP incentive fleet customers. Any issues related to automatic VIP incentive payment must be claimed within two years of date of sale or lease of vehicle.

VIP payment adjustments resulting from audit reviews must occur within the later of:

- 2 years from the date the VIP incentive is paid
- Or
- 2 years from the latter of the sale/lease date or the date the vehicle is reported sold/leased by the dealer

### Specialty Models

Hybrid, Electric and SRT versions of existing models are excluded from VIP incentive payments.

### Discontinued Models

In the event that FCA US discontinues or significantly changes a specific vehicle or model during the period of this agreement which is then replaced by a new model of the same size or price class, FCA US may lower its discount on subject new model or vehicle type being replaced as mutually agreed upon by both parties through collaborative discussions.

### Price Adjustments

The above payment grids have been developed based on existing or previous model year pricing. In the event that FCA US Fleet adjusts a vehicle price position downward, FCA US Fleet will also adjust the payment to maintain the net price position of the vehicle. This policy will remain in effect for the term of the Model year period.

### Additional Information

N/A