



# 2024 Program Year Volume Incentive Program (VIP)

**Date Submitted:** March 05, 2024

**Prepared For:**

Kelly MacLaren

Canadian Home Builders Association

141 Laurier Avenue W Suite 500

Ottawa, ON, K1P5J3

**FAN#:** N4065

**Prepared By:**

Inder Gill

Fleet Account Manager

6500 Mississauga Road

Mississauga, ON, L5N1A8

**Mobile:** (416) 702-7877

**Email:** [inder.gill@fleet.stellantis.com](mailto:inder.gill@fleet.stellantis.com)

2024 VIP for Canadian Home Builders Association N4065 Version-1-5678



DODGE



Jeep



WAGONEER



**- Private & Confidential -**

March 05, 2024

Canadian Home Builders Association  
141 Laurier Avenue W Suite 500.  
Ottawa,  
ON , K1P5J3

Attn: Kelly MacLaren

Subject: **2024 Program Year Vehicle Volume Incentive Proposal for:**  
**Canadian Home Builders Association**

Dear Kelly MacLaren,

Thank you for the opportunity to provide a proposal for your 2024 Program Year Canadian vehicle fleet requirements. "Program Year" or "PY" mean the period of time during which FCA Canada Inc.(FCA) fleet vehicle program is provided to you for the eligible models of one, or more than one, model year(s), all as described in the chart set out below in this letter.

FCA is pleased to present the following offer to Canadian Home Builders Association

		Account Name: Canadian Home Builders Association FAN# : N4065 Date: March 05, 2024
Brand	2024 Model	2024 PY VIP Incentive Amount (Off-Invoice Credit)
ALFA ROMEO	Giulia (excludes Quadrifoglio)	\$1,000
ALFA ROMEO	Stelvio (excludes Quadrifoglio)	\$2,000
ALFA ROMEO	Tonale (excludes PHEV)	\$1,000
ALFA ROMEO	Tonale PHEV Only	\$250
Chrysler	Grand Caravan SXT	\$1,250
Chrysler	Pacifica Limited & Pinnacle - Incl. FWD/AWD, Excl PHEV	\$1,250
Chrysler	Pacifica Touring & Touring L- Incl. FWD/AWD, Excl PHEV	\$1,250
Chrysler	Pacifica PHEV	\$0
DODGE	Durango (excl. SRT, Hellcat)	\$4,500
DODGE	Hornet GT/GT Plus (excludes PHEV)	\$500
DODGE	Hornet RT/RT Plus (PHEV Only)	\$250
JEEP	Compass - All other models excluding Sport and North	\$1,500
JEEP	Compass North 4x4	\$750
JEEP	Compass Sport	\$0
JEEP	Gladiator	\$1,500
JEEP	Grand Cherokee - Laredo (WLJH74 2-Row excludes 4xe)	\$2,100
JEEP	Grand Cherokee - (All Other 2-Row excl. Laredo and 4xe)	\$4,500
JEEP	Grand Cherokee 4xe Only (2-Row WLX*74)	\$600
JEEP	Grand Cherokee L Laredo (WLJH75 3-Row)	\$2,100
JEEP	Grand Cherokee L (All Other 3-Row Excl Laredo)	\$4,500

JEEP	Wagoneer / Grand Wagoneer (including L models)	\$6,500
JEEP	Wrangler (excluding 4xe, 392)	\$1,500
JEEP	Wrangler 392	\$0
JEEP	Wrangler 4xe	\$500
RAM	Promaster 1500 (excludes BEV)	\$850
RAM	Promaster 2500 (excludes BEV)	\$1,050
RAM	Promaster 3500 (excludes BEV)	\$1,050
RAM	ProMaster Cut-Away (excludes BEV)	\$450
RAM	Ram 1500 Quad/Crew 4X2 (DT models)	\$1,250
RAM	Ram 1500 Quad/Crew 4X4 (DT models) excl. Tradesman, TRX	\$6,500
RAM	Ram 1500 Quad/Crew 4X4 (DT models) Tradesman	\$3,000
RAM	Ram 1500 Quad/Crew 4X4 (DT models) TRX Only	\$0
RAM	Ram 2500 / 3500 Regular Cab Pickup	\$10,000
RAM	Ram 2500 / 3500 Mega/Crew 4x2 - Laramie/Longhorn/Limited	\$11,500
RAM	Ram 2500 / 3500 Mega/Crew 4x2 Big Horn/Tradesman	\$11,500
RAM	Ram 2500 / 3500 Mega/Crew 4x4 - Laramie/Longhorn/Limited	\$11,500
RAM	Ram 2500 / 3500 Mega/Crew 4x4 Big Horn/Tradesman/Powerwagon	\$11,500
RAM	Ram Cab Chassis 3500 - Diesel	\$500
RAM	Ram Cab Chassis 3500 - Gas	\$500
RAM	Ram Cab Chassis 4500 / 5500 4x2 - Diesel	\$500
RAM	Ram Cab Chassis 4500 / 5500 4x2 - Gas	\$500
RAM	Ram Cab Chassis 4500 / 5500 4x4 - Diesel	\$500
RAM	Ram Cab Chassis 4500 / 5500 4x4 - Gas	\$500

Brand	2025 Model	2024 PY VIP Incentive Amount (Off-Invoice Credit)
RAM	Ram 1500 Quad/Crew 4X2 (DT models) (Excludes BEV)	\$ 4,250
RAM	Ram 1500 Quad/Crew 4X4 (DT models) Tradesman Only (Excludes BEV)	\$ 6,250
RAM	Ram 1500 Quad/Crew 4X4 (DT models) BigHorn Only (Excludes BEV)	\$ 9,250
RAM	Ram 1500 Quad/Crew 4X4 (DT models) excl. Tradesman/BigHorn (Excludes BEV)	\$ 10,500

### **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#) **N4065** for all Canadian vehicle purchases.
- Your orders should be coded with 4FN (Fleet Sale) and 4DG (Deduct Holdback).
- The VIP incentives will cover all your subsidiary companies.
- Sales from Dealer inventory (Out of Stock Sales) are not eligible for the VIP Incentives.
- 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 Program 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.
- All vehicles must be delivered in Canada and remain in-service for a minimum of 6 months and 12,000 km with the original owner.
- FCA reserves the right to amend and cancel this program at any time during this Program Year and will notify Canadian Home Builders Association, in writing prior to this occurring.

### **PRICE PROTECTION:**

- All sold fleet orders in our order system prior to a price increase in the Program Year but delivered after the price increase in the same Program Year will be price protected to the original order date.
- Dealer orders and deliveries taken from dealer stock do not qualify. 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. Hybrid System and High Voltage Battery limited warranty coverage is for 8-years or 160,000 km.

### **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 2021](#) [CND 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 Canadian Home Builders Association and we look forward to meeting your vehicle requirements in the upcoming years.

Sincerely,

**FCA Canada Inc.**

*Inder Gill*

Inder Gill

Fleet Account Manager

**Canadian Home Builders Association, is requested to provide concurrence to this proposal (VIP) below:**

2024 VIP for Canadian Home Builders Association N4065 Version-1-5678

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

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