



**2026 Program Year**  
**Volume Incentive Program (VIP)**

**Prepared for:**

Kelly MacLaren

Canadian Home Builders Association

141 Laurier Avenue W Suite 500

Ottawa, ON K1P5J3

FLEET ACCOUNT NUMBER (FAN):N4065

**Submitted Date:** August 7, 2025

**Prepared By:**

Sean Cress

Ram Professional & Commercial Account Manager

One Riverside Drive

Windsor, ON N9A5K3

**Phone:** (905) 866-3466

**email:** sean.cress@stellantis.com

**2026 VIP for Canadian Home Builders Association FAN: N4065 VIP No: Q-22058**





**-Private & Confidential-**

August 7, 2025

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

Attn: Kelly MacLaren,

**Subject: 2026 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 **2026 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**

Brand	2026 Model	2026 PY VIP Incentive Amount (Off-Invoice Credit)
ALFA ROMEO	Giulia (excludes Quadrifoglio)	\$ 1250
ALFA ROMEO	Stelvio (excludes Quadrifoglio)	\$ 2250
ALFA ROMEO	Tonale (excludes PHEV)	\$ 1250
ALFA ROMEO	Tonale PHEV Only	\$ 250
CHRYSLER	Grand Caravan SXT	\$ 3250
CHRYSLER	Pacifica Select - Incl. FWD/AWD, Excl PHEV	\$ 4250
CHRYSLER	Pacifica Limited, Pinnacle - Incl. FWD/AWD, Excl PHEV	\$ 4250
CHRYSLER	Pacifica PHEV	\$ 0
DODGE	Dodge Charger GT & Outlaw (ICE incl. 2-Door and 4-Door)	\$ 4250
DODGE	Dodge Charger Daytona BEV Only (incl. 2-Door and 4-Door)	\$ 4250
DODGE	Durango GT / RT (excl. SRT, Hellcat)	\$ 10750
DODGE	Durango SRT, Hellcat	\$ 0
DODGE	Hornet GT (excludes PHEV)	\$ 1200
DODGE	Hornet RT (PHEV Only)	\$ 250
JEEP	Compass North 4x4 (MPJM74)	\$ 6750

Brand	2026 Model	2026 PY VIP Incentive Amount (Off-Invoice Credit)
JEEP	Compass Sport (MPJL74)	\$ 1375
JEEP	Compass Trailhawk & Limited (MPJH74,MPJP74)	\$ 6750
JEEP	Gladiator	\$ 5750
JEEP	Grand Cherokee (2-Row excludes 4xe) Laredo 2B4 pkg only	\$ 5250
JEEP	Grand Cherokee (2-Row excludes 4xe) excl. Laredo 2B4 and 4xe	\$ 10250
JEEP	Grand Cherokee 4xe Only (2-Row WLX*74)	\$ 1500
JEEP	Grand Cherokee L (3-Row) Laredo 2B4 pkg only	\$ 5250
JEEP	Grand Cherokee L (3-Row) excl. Laredo 2B4	\$ 10250
JEEP	NEW Jeep CHEROKEE HEV Base (KMJL74)	\$ 0
JEEP	NEW Jeep CHEROKEE Laredo/Limited HEV (KMJM74)	\$ 1500
JEEP	NEW Jeep CHEROKEE Overland HEV (KMJP74)	\$ 2000
JEEP	Wrangler (excluding 4xe, 392, 2Dr Sport)	\$ 7250
JEEP	Wrangler Sport 2-Door Only	\$ 0
RAM	Promaster 1500 (excludes BEV)	\$ 7250
RAM	Promaster 2500 (excludes BEV)	\$ 9750
RAM	Promaster 3500 (excludes BEV)	\$ 9750
RAM	ProMaster Cut-Away (excludes BEV)	\$ 4250
RAM	Ram 1500 Quad/Crew 4X2 (Excludes BEV)	\$ 675
RAM	Ram 1500 Tradesman Crew Cab 4X4 (Excludes BEV)	\$ 9750
RAM	Ram 1500 Tradesman Quad Cab 4X4 (Excludes BEV)	\$ 7250
RAM	Ram 1500 BigHorn Crew Cab 4X4 (Excludes BEV)	\$ 11750
RAM	Ram 1500 BigHorn Quad Cab 4X4 (Excludes BEV)	\$ 10750
RAM	Ram 1500 Crew 4X4 excl. Tradesman / BigHorn (Excludes BEV)	\$ 12750
RAM	Ram 1500 Crew 4X4 RHO (Excludes BEV)	\$ 14250
RAM	Ram 2500 / 3500 Regular Cab Pickup	\$ 12250
RAM	Ram 2500 / 3500 Mega/Crew 4x2 Big Horn/Tradesman	\$ 14250
RAM	Ram 2500 / 3500 Mega/Crew 4x2 Laramie/Longhorn/Limited	\$ 14250
RAM	Ram 2500 / 3500 Mega/Crew 4x4 Big Horn/Tradesman/Powerwagon	\$ 14250
RAM	Ram 2500 / 3500 Mega/Crew 4x4 Laramie/Longhorn/Limited	\$ 14250
RAM	Ram Cab Chassis 3500 Gas/Diesel	\$ 7250
RAM	Ram Cab Chassis 4500 / 5500 4x2 Gas	\$ 7250
RAM	Ram Cab Chassis 4500 / 5500 4x2 Diesel	\$ 7250
RAM	Ram Cab Chassis 4500 / 5500 4x4 Gas	\$ 7250
RAM	Ram Cab Chassis 4500 / 5500 4x4 Diesel	\$ 7250

### 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
- 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. (Dealer Stock)
- 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 FCA Canada Inc., 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).**
- **For 2026 Model Year, Ram branded vehicles will be covered by a 5-year or 160,000 km Powertrain Limited Warranty. 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.
- Vehicles achieving a minimum of six (6) months of use in Canada and a minimum of 15,000 kilometers of use by the original fleet purchaser will qualify for warranty coverage in the US (CAN/AM warranty). Conditions apply, please contact your fleet representative.

#### 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.fcafleet.ca](http://www.fcafleet.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.
- Access to Fleet Buyers Guide and Digimag. [Buyer's Guide : 2025 Fleet Buyer's Guide \(rrd.com\)](#)
- 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\*
- Email 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 FCA Canada Inc. and we look forward to meeting your vehicle requirements in the upcoming years.

**Canadian Home Builders Association** is requested to provide concurrence to this proposal (VIP) below: **2026**  
VIP for **Canadian Home Builders Association** FAN: **N4065** VIP No: **Q-22058**

Sincerely,

*Sean Cress*

Sean Cress  
Ram Professional & Commercial Account Manager  
(905) 866-3466  
FCA Canada Inc.

Canadian Home Builders Association  
N4065