

2021 Program Year

Volume Incentive Program (VIP)

Date Submitted: July 15, 2020

Prepared For:

Fern Tardif

Atlantic Canada Health Care Coalition Society

5 Birchwood Drive

Halifax, NS, B3N1H7

FAN#: N5663

Prepared By:

Eric Gauthier

Fleet Account Manager

3000 Trans-Canada Highway

Point-Claire, QC, H9R 1B1

Office: (514) 630-2581

Mobile: (514) 347-9824

Email: eric.b.gauthier@fcagroup.com

2021 VIP for Atlantic Canada Health Care Coalition Society N5663 Version-1-1898





FIAT CHRYSLER AUTOMOBILES

- Private & Confidential -

July 15, 2020

Atlantic Canada Health Care Coalition Society
5 Birchwood Drive.
Halifax,
NS , B3N1H7

Attn: Fern Tardif

Subject: **2021 Program Year Vehicle Volume Incentive Proposal for:**

Atlantic Canada Health Care Coalition Society

Dear Fern Tardif,

Thank you for the opportunity to provide a proposal for your 2021 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 Atlantic Canada Health Care Coalition Society

		Account Name: Atlantic Canada Health Care Coalition Society FAN# : N5663 Date: July 15, 2020
Brand	2021 Model	2021 PY VIP Incentive Amount (Off-Invoice or Stock Delivery Credit)
Chrysler	300 (All models)	\$8,300
Chrysler	All New Chrysler Grand Caravan (RUCE53) only	\$3,650
Chrysler	All New Chrysler Grand Caravan_SXT (RUCL53 only)	\$5,850
Chrysler	Pacifica (Non-Hybrid models) (Includes AWD)	\$6,450
Chrysler	Pacifica Hybrid	\$600
Dodge	Challenger (excl. SRT, Hellcat and Demon)	\$2,400
Dodge	Charger (excl. SRT and Hellcat)	\$6,600
Dodge	Durango (excl. SRT)	\$9,000
Jeep	Cherokee 4X4 Non Sport	\$5,850
Jeep	Cherokee Sport 4X4	\$3,050
Jeep	Cherokee Sport FWD	\$2,450
Jeep	Compass Non Sport	\$4,000
Jeep	Compass Sport	\$1,550
Jeep	Gladiator	\$3,750
Jeep	Grand Cherokee (excl. SRT & Trackhawk)	\$10,500
Jeep	Renegade (Non Sport)	\$2,950
Jeep	Renegade Sport 4X4	\$2,250
Jeep	Renegade Sport FWD	\$0
Jeep	Wrangler (Excludes PHEV)	\$4,000
Ram	ProMaster (Cab/Chassis & Cut-Away)	\$5,750

Ram	Promaster 1500	\$7,150
Ram	Promaster 2500	\$8,750
Ram	Promaster 3500	\$9,750
Ram	Promaster City	\$6,200
Ram	Ram 1500 Classic Regular Cab (DS models)	\$7,700
Ram	Ram 1500 Classic Quad/Crew (DS models) 4x2	\$12,650
Ram	Ram 1500 Classic Quad/Crew (DS models) 4x4	\$14,500
Ram	Ram 1500 Quad/Crew 4X2 (DT models)	\$7,800
Ram	Ram 1500 Quad/Crew 4X4 (DT models) Tradesman Only	\$11,150
Ram	Ram 1500 Quad/Crew 4X4 (DT models) excl. Tradesman	\$14,000
Ram	Ram 2500 / 3500 Regular Cab Pickup	\$11,000
Ram	Ram 2500 / 3500 Mega/Crew P/U 4x2 Big Horn/Tradesman	\$11,000
Ram	Ram 2500 / 3500 Mega/Crew P/U 4x2 Laramie/Longhorn/Limited	\$11,000
Ram	Ram 2500 / 3500 Mega/Crew P/U 4x4 BigHorn/Tradesman/Powerwagon	\$11,000
Ram	Ram 2500 / 3500 Mega/Crew P/U 4x4 Laramie/Longhorn/Limited	\$11,000
Ram	Ram Cab Chassis 3500 - Gas	\$7,800
Ram	Ram Cab Chassis 3500- Diesel	\$6,300
Ram	Ram Cab Chassis 4500 / 5500 4x2 - Gas	\$7,600
Ram	Ram Cab Chassis 4500 / 5500 4x2- Diesel	\$6,200
Ram	Ram Cab Chassis 4500 / 5500 4x4 - Gas	\$9,500
Ram	Ram Cab Chassis 4500 / 5500 4x4- Diesel	\$9,500
Fiat	Fiat 500X	\$2,200
Alfa Romeo	Giulia (excludes Quadrifoglio)	\$3,750
Alfa Romeo	Stelvio (excludes Quadrifoglio)	\$3,750

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#) **N5663** 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 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 Atlantic Canada Health Care Coalition Society, 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.

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, 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 2020](#) [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 Atlantic Canada Health Care Coalition Society and we look forward to meeting your vehicle requirements in the upcoming years.

Sincerely,

FCA Canada Inc.

Eric Gauthier

Eric Gauthier

Fleet Account Manager

Atlantic Canada Health Care Coalition Society, is requested to provide concurrence to this proposal (VIP) below:

2021 VIP for Atlantic Canada Health Care Coalition Society N5663 Version-1-1898

Signature: _____ Name: _____

Date: _____