

January 2012



ADI UPDATE

Eight Ways To Improve Your Accessories Sales in 2012



1. KNOW YOU CAN DO BETTER. No matter how much you're making in accessories sales, you can always make more. It's no accident many of the large dealer groups are shifting business models to increase sales of—and often expect the lion's share of profits to come from—fixed ops and accessory sales.

2. BE A CHAMPION OR FIND ONE. Like any successful program, accessories sales must be championed throughout your dealership. You (or your appointed person or even an entire department) must become the program's lead cheerleader and policy driver. Too often dealership processes come and go. Your dealership accessories champion must ensure that your accessories process sticks. Champions don't have to be managers. You need someone with discipline, enthusiasm and likeability. In many ways, your champion is selling the program as well as accessories. Make sure your champion is someone you'd buy from.

3. THINK PRODUCT, PRODUCT, PRODUCT. Your dealership must have what your customers want. Whether it's rear-seat entertainment, wheels, cargo management or exhaust systems, be sure you have a stocking strategy and supplier to help drive your business with the right products and availability.

4. MAINTAIN CONSISTENT PRICING. Centralized, standardized-throughout-all departments pricing is key to a successful accessories program. This necessitates creating a matrix for consistent retail pricing with a delivery system so all departments—and personnel—are pricing from the same page. It must be reflected on your dealership's web site, flowing backward and forward through sales, service, parts and management.

Nothing will sack your accessories effort faster than sales' quoting one price while parts quotes another. Whether you prefer an integrated e-catalog with custom pricing features or printed pricing notebooks, make sure the tools your staff uses are up to date and accurate. Even if it means daily manual updates.

5. BE ARMED WITH AMMUNITION. Your sales force, service writers and parts staff need tools that help them sell accessories to new and existing customers. Full color product sheets and brochures, e-catalogs, "hero" cards and/or pocket reference guides should be available to all, in ample supply for both staff and customers.

6. DRESS YOUR MANNEQUINS. A dealer once said that putting vehicles in the showroom without accessories is like walking into a department store full of naked mannequins. Sales people, service writers and parts personnel don't just need ammunition, they need props—something real to help customers visualize what their fully accessorized vehicle will look and "feel" like.

7. DISPLAY AND MERCHANDISE. Featuring the accessories themselves in your showroom and service waiting areas does two important things: It announces loud and clear that you're in the accessories business and it reminds employees you're floor-space serious.

That also suggests to customers that the accessories they love on your mannequin vehicle will look just as good on what they're driving—it's icing on the cake. Especially since accessories displays in waiting areas announce that you're the one to go to for installation, too.

8. BONUS TIP! Whether that person works in sales, parts or service—or body shop, fleet sales, detailing, whatever—the one tried-and true way to motivate accessories sales is sharing the wealth.

First, accessories sales must be credited by the originating department. Equally important, each dealership employee who sells accessories must be rewarded, regardless of title or department. Nothing motivates or says success like money. With lowered margins on fewer sales, sales people can make more from accessories than from the sale of the vehicle itself. ❖

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2012 BUSINESS CHOICE PROGRAM

"MAKE IT YOUR BUSINESS"

BUSINESS CHOICE



NEW! Sales Consultant tiered spiff payout for Option A and Option B based upon total Accessory MSRP (labor not included).

OPTION A – GM Accessory Upfit Packages for Silverado & Sierra

PACKAGE		MSRP	YOU PAY
Round Step Package <ul style="list-style-type: none"> 3" Round Black Powder Coated Assist Steps* Under Rail Bedliner Bed Rail Protectors <i>Available for Light Duty and Heavy Duty Non-Diesel Trucks</i>		\$833	NO CUSTOMER COPAYS! \$0
Toolbox Package <ul style="list-style-type: none"> Stationary Toolbox Under Rail Bedliner Bed Rail Protectors <i>Available on Light Duty and Heavy Duty (Diesel and Non-Diesel) Trucks</i>		\$963	\$0
Oval Step Package <ul style="list-style-type: none"> 6" Oval Black Powder Coated Assist Steps* Under Rail Bedliner Bed Rail Protectors <i>Available on Light Duty and Heavy Duty (Diesel and Non-Diesel) Trucks</i>		\$1,038	\$0
Tonneau Cover Package <ul style="list-style-type: none"> Tri-Fold Soft Tonneau Cover Bed Rail Protectors 3" Round Black Powder Coated Assist Steps* <i>Available for Light Duty and Heavy Duty Non-Diesel Trucks</i>		\$1,079	\$0

*For an additional cost, customers can upgrade to Chrome Assist Steps in the Round Step Package, Oval Step Package, and Tonneau Cover Package.

OPTION B – \$500 Upfit Cash for GM Accessories

This option gives customers **\$500 in upfit cash** to purchase qualifying GM Accessories for their eligible vehicle. A minimum of \$500 in eligible upfit equipment (excluding the cost of labor) must be installed to be eligible for the \$500 upfit cash. For a complete list of eligible accessories, see your dealer or visit www.gmbusinesschoice.com.

The 2012 Business Choice Program runs from October 1, 2011 through September 30, 2012.



Business Choice HelpDesk: 888-566-6393
www.gmbusinesschoice.com

GMC
ACCESSORIES

2012 BUSINESS CHOICE PROGRAM

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CHOICE**



OPTION B – Eligible GM Accessories for \$500 Upfit Cash

Bed Mat - Black Rubber Mat	Splash Guards- Rear Flat
Bed Net - Black	Tail Lamp Guards - Black, Chrome
Bed Rail Protectors	Wheel House liners
Bed Rug	Floor Mats - Front or Rear Molded Carpet
Bedliner - Under Rail	Floor Mats - Front or Rear Premium All Weather
Tailgate Liner - Black	Front Floor Console Coin and CD-DVD Holder
Tailgate Protector	Front Floor Console Organizer
Tie Down Hooks - Bed Mounted	Heated Seat Kit
Tonneau Cover - Hard Folding, Hard Shell, Soft, Soft Tri-Fold	Seat Covers - Second Row
Tool Box - Stationary, GMC or Bowtie Logo	Smokers Package
Tow Hooks - Black, Chrome	Under seat Storage Box - Rear
Assist Steps - 3 Inch Round or 6 Inch Oval, Chrome or Black	Fire Extinguisher
Chrome Door Handles	First Aid Kit - White GM Logo, Black
Door Sill Plates - Brushed Stainless	Rear View Mirror Camera
Door Step Shields - Brushed Stainless	Reflective Triangle
Fog Lamps - Clear or Body Colored Lens	Roadside Assistance Package
Fuel Door - Chrome	Tailgate Lock Package - Black or Chrome
Grille - Chrome or Body Colored	Vehicle Security Shock Sensor Package
Ground Effects Protective Film	Tailgate Theft Deterrent System
Molded Hood Protector - Smoke or Chrome	Hitch Ball Assembly
Outside Rear View Mirror Cover - Chrome or Body	Hitch Ball Mount Assembly
Extendable Mirror- Outside Heated Power - Adjustable	Hitch Pin - Locking
Side Window Weather Deflectors	Hitch Trailering Package
Splash Guards - Front Molded - Black or Body Colored	Transmission Cooler- Auxiliary
Splash Guards - Rear Molded - Black	Trailer Wiring Adapter

The following accessories are eligible for \$500 Upfit Cash for **Colorado and Canyon models ONLY:**

Bed Extender - Brushed Aluminum	Molded Assist Step
Bed Rail Protectors	Splash Guards - Molded or Contoured
Bedliner	Tubular Assist Step - Round - Brushed Anodized Aluminum, Chrome Stainless Steel, or Gray Powder Coated Stainless Steel
Sport Tent	Smoker's Package - Ashtray Muffin
Tailgate Liner	Underseat Storage Box -Crew Cab Models Only
Tailgate Protector - Black	Hitch Receiver Cover
Personal Audio Link (PAL)	
Bodyside Molding Package	
Fender Flares	

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2012 BUSINESS CHOICE PROGRAM

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Sales Person Spiff – 2012 Program for Option A and Option B

Sales Consultants and Sales Managers will earn GM earnPOWER points* for each qualifying claim submitted under GM Accessories Business Choice Options A or B.

OPTION A		
Total GM Accessory MSRP	Sales Consultant Spiff	Sales Manager Spiff
\$1,500 - \$1,749	\$25	\$10
\$1,750 - \$1,999	\$50	\$25
\$2,000 and up	\$75	\$50

OPTION B		
Total GM Accessory MSRP	Sales Consultant Spiff	Sales Manager Spiff
\$750 - \$999	\$25	\$10
\$1,000 - \$1,499	\$50	\$25
\$1,500 - \$1,999	\$75	\$50
\$2,000 and up	\$150	\$75

*Points can be transferred to a Universal Visa® card or transfer funds to a personal bank account via ACH. Fees may apply.

SPIFF RULES

- For the 2012 Program all Salespeople and Commercial Sales manager must register on the Business Choice website the first time they submit a claim using their GMIN. Participant IDs from the 2010-2011 program are no longer valid for claiming promotional funds.
- Eligible GM Business Choice claims must be submitted on or before October 1, 2012, to qualify and include the Sales Consultant GMIN in order to receive an incentive payout.
- Inquiries regarding spiff payment can be made through the Business Choice Help Desk.
- All incentive payments will now be processed through earnPower.
- Payout amounts will be based on the total MSRP of accessories purchased under Options A or B (labor not included).

OPTION A SPIFF EXAMPLE

6" Oval Step Package	<u>MSRP</u>		
Oval Assist Step	\$600		
Bed Rail Protectors	\$109		
Bedliner	\$329	Customer Pay	Incentive Pay
Package MSRP	\$1038	\$0	\$0
Add On Accessories			
Stationary Toolbox	\$525	Customer Pay	Incentive Pay
Package MSRP	\$1563	\$525	\$25/\$10
Underseat Storage	\$175	Customer Pay	Incentive Pay
Wheelhouse Liners	\$119	\$819	\$50/\$25
Package MSRP	\$1857		
Tow Hooks - Chrome	\$145	Customer Pay	Incentive Pay
Package MSRP	\$2002	\$964	\$75/\$50

OPTION B SPIFF EXAMPLE

	<u>MSRP</u>		
Bedliner	\$329		
Wheelhouse Liner	\$119		
Bedrail Protector	\$109	Customer Pay	Incentive Pay
Package MSRP	\$557	\$57	\$0
Add On Accessories			
Underseat Storage	\$175	Customer Pay	Incentive Pay
All Weather Floor Mats	\$138	\$370	\$25/\$10
Package MSRP	\$870		
Round Assist Steps Chrome	\$495	Customer Pay	Incentive Pay
Package MSRP	\$1365	\$865	\$50/\$25
Stationary Toolbox	\$525	Customer Pay	Incentive Pay
Package MSRP	\$1890	\$1390	\$75/\$50
Splash Guards	\$88	Customer Pay	Incentive Pay
Vehicle Security System	\$110	\$1588	\$150/\$75
Package MSRP	\$2088		



Business Choice HelpDesk: 888-566-6393
www.gmbusinesschoice.com



New Products!

 **ACCESSORIES**

CONVENIENCE

Blade and High Wing Spoiler

2012 Chevrolet Camaro

Personalize the look of your Camaro with a custom race-inspired Spoiler. For Blade Spoiler, a replacement emblem is not included in kit and must be purchased separately. Now available: Blade Spoiler in Claret (GBE) (P/N 22738913) and High Wing Spoiler in Claret (GBE) (P/N 22738911). Not for use in Convertible models.



Blade Spoiler

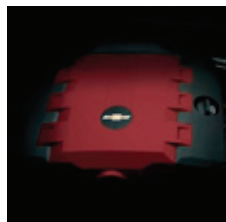


High-Wing Spoiler

Engine Cover V6/V8

2012 Chevrolet Camaro

Give your Camaro's V-6 or V-8 engine a stylish, show-quality upgrade with this engine cover. They are available to match most exterior colors, allowing you to complement or contrast the color choices to suit your style. New 2012 colors available — Crystal Red (GBE) and Carbon Flash (GAR).



V6 Engine Cover



V8 Engine Cover

Images are for representation only and may not reflect actual product.

Spoiler Kit

2012 Chevrolet Sonic



This one-piece, custom-molded Flushmount Spoiler Kit (P/N 95908899) adds a sporty flair to your Sonic. Available in select body colors.

Cargo Organizer

2013 Chevrolet Malibu

This Cargo Organizer (P/N 19202575) features an adjustable divider system that allows you the flexibility to carry items of various sizes. Made of high-grade, skid-resistant thermal plastic molded to protect the rear cargo area from spills.



Smoker's Package

2013 Chevrolet Malibu

The Smoker's Package (P/N 19213272) contains Ashtray Receptacle, Lighter, Lighter Housing and Lighter Housing Retainer. Convenient for those who choose to smoke in their vehicle. Fits perfectly into the standard cup holder and easy to remove.



Win with BUICK Accessories

AFFORDABILITY

AFFORDABILITY

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New Products!

BUICK ACCESSORIES

All Weather Floor Mats - Third Row

Buick Enclave

Complement the interior artistry of your Enclave with the hard-working functionality of these Premium All-Weather Floor Mats (P/N 19172554). These precision-designed mats fit the floor exactly. Their deep-ribbed pattern collects rain, mud, snow, and other debris for easy cleaning. Nibs on the back help keep them in place. Available in ebony.



Third Row Premium All Weather, Folding Split Back Bench, Retainer Holes Located On Front Edge, Ebony

BUICK VERANO

Cargo Organizer This durable, flexible, collapsible Cargo Organizer (P/N 22765389) has multiple compartments to carry lightweight items of various sizes in the rear of your Verano. Can be folded flat, or removed from the vehicle as needed. Black with Buick Logo.



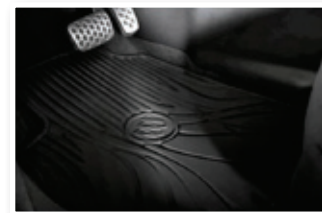
Cargo Tray This custom-molded cargo area tray (P/N 22759752) features a heavy-duty, nonskid surface and raised outer lip to help contain cargo and spills in the trunk of your Verano.



Vehicle Cover This Vehicle Cover (P/N 22757052) helps protect Verano's exterior finish, and features a Buick-specific logo on the front and rear. It's designed to shield the surface of your Verano from dust and dirt in storage, and offers waterproof, breathable outdoor protection.



Premium All Weather Floor Mats These Premium All Weather Floor Mats (P/N 22890577) feature a custom deep-ribbed pattern to collect rain, mud, snow and debris. Nibs on back help hold mats in place and conform to the floor of your Verano.



Spoiler Kit Verano delivers a stunning exterior that is seductive and uninterrupted. Make it flow seamlessly with this custom-molded, one-piece spoiler.

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New Product Table

The following new products are ready for sale. For pricing information and availability, please call 800-676-8513 or visit www.Express-adi.com.

CARGO MANAGEMENT - INTERIOR		
Cargo Organizer - Bowtie Logo, Black	2013 Chevrolet Malibu	19202575
Cargo Organizer - Black	Buick Verano	22765389
Cargo Tray - Black	2012 Buick Verano	22759752
EXTERIOR		
Spoiler Kit - Blade, Not For use on Convertible Models, Claret (GBE)	2012 Chevrolet Camaro	22738913
Spoiler Kit - High Wing, Not For use on Convertible Models, Claret (GBE)	2012 Chevrolet Camaro	22738911
Spoiler Kit - Silver Ice Metallic (GAN), for use on Sedan only	2012 Chevrolet Sonic	95908899
Spoiler Kit - Flushmount, Switchblade Silver Metallic (GAN)	2012 Buick Verano	22791799
Spoiler Kit - Flushmount, Olympic White (GAZ)	2012 Buick Verano	22791800
Spoiler Kit - Flushmount, Black (GBA)	2012 Buick Verano	22791801
Spoiler Kit - Flushmount, Crystal Claret (GBE)	2012 Buick Verano	22791802
Spoiler Kit - Flushmount, White Diamond (GBN)	2012 Buick Verano	22791803
Spoiler Kit - Flushmount, Mocha Bronze (76)	2012 Buick Verano	22791805
Vehicle Cover - Indoor/Outdoor	2012 Buick Verano	22757052
INTERIOR		
Floor Mats - Third Row Premium All Weather, Folding Split Back Bench, Retainer Holes Located On Front Edge, Ebony	Buick Enclave	19172554
Floor Mats - Front and Rear Premium All Weather - Black	2012 Buick Verano	22890577
Smoker's Package - Contains Ashtray Receptacle, Lighter, Lighter Housing and Lighter Housing Retainer	2013 Chevrolet Malibu	19213272
PERFORMANCE		
Engine Cover - V6 (LFX) - Crystal Red (GBE)	2012 Chevrolet Camaro	12643075
Engine Cover - V6 (LFX) - Carbon Flash (GAR)	2012 Chevrolet Camaro	12643076
Engine Cover - V8 (LS3 and L99) - Crystal Red (GBE)	2012 Chevrolet Camaro	12643077
Engine Cover - V8 (LS3 and L99) - Carbon Flash (GAR)	2012 Chevrolet Camaro	12643078

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LPO Update – Just The Box!

Interior Rear Floor Console Kit (LPO VKS) Available!

Add functionality to the open space between the 2nd row bucket seats by installing this Interior Rear Floor Console Kit. Store DVDs, video games, and beverages in this removable 2nd row center console. This console is designed specifically for vehicles with 2nd row bucket seats and matches the interior color of your vehicle.



For Tahoe, Yukon, Escalade:

- Titanium 22790669
- Cashmere 22790670
- Ebony 22790671

For Suburban, Yukon XL, Escalade ESV:

- Cashmere 22790666
- Titanium 22790667
- Ebony 22790668



GM Accessories Solution Overview and Q & A

This overview webinar will cover the functions of the GM Accessories Solution, including:

- Cool Ideas
- Catalog Navigation
- Fulfillment Desklog
- Basic Administration
- Question and Answer



Register for a session now by clicking a link below:

- | | |
|---|---|
| https://www1.gotomeeting.com/register/704288105 | Thu, Jan 12, 2012 11:00 AM - 12:30 PM CST |
| https://www1.gotomeeting.com/register/830359345 | Thu, Jan 19, 2012 11:00 AM - 12:30 PM CST |
| https://www1.gotomeeting.com/register/639562240 | Thu, Jan 26, 2012 11:00 AM - 12:30 PM CST |
| https://www1.gotomeeting.com/register/375101513 | Thu, Feb 2, 2012 11:00 AM - 12:30 PM CST |

Once registered you will receive an email confirming your registration with information you need to join the Webinar.

System Requirements

PC-based attendees Required: Windows®7, Vista, XP or 2003 Server

Macintosh®-based attendees Required: Mac OS® X 10.5 or newer

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Accessories Information Center (AIC) – Faster, More User Friendly!

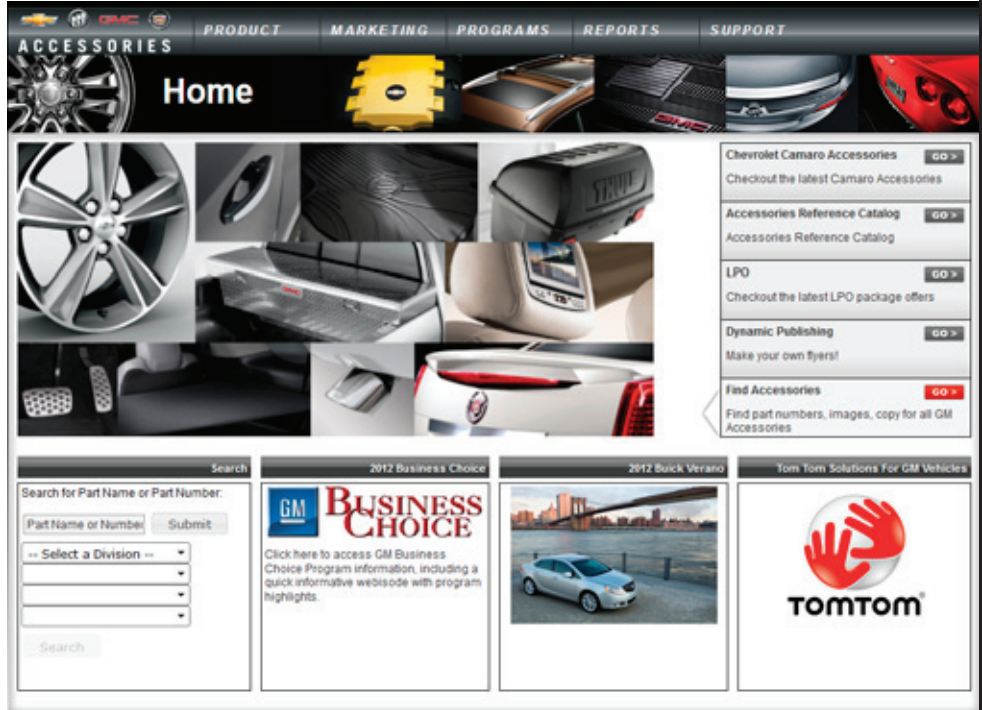
CONVENIENCE

In December, a number of enhancements launched on the AIC Web site. The system is much faster, cleaner, usable and considerably more intuitive. Some re-organization has been done to help the layout be more user friendly.

A Product Legacy tab was added that includes Hummer, Pontiac and Oldsmobile information and a Marketing Library tab to house 2008 and prior Marketing materials.

Higher quality, properly formatted vehicle images were added and are now the defaults for all vehicles/accessories within the 2012 model year. Sales reports have been streamlined and the FAQ and ticketing systems have been improved.

Log-on to explore the new functionality and the new look!



AFFORDABILITY

Win with CADILLAC Accessories

Win with BUICK Accessories

Now Available: Q1 - Q2 2012 ARCs

The new ARC contains four volumes, highlighting each of the four vehicle brands. The unique brand identities are captured on each cover as well as the vehicle divider pages. All of the ARCs are posted to AIC in pdf format. To locate the files from the Home Page, click on the link for Accessories Reference Catalog.



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AFFORDABILITY

CONVENIENCE



CADILLAC CTS

ACCESSORIES

A. Spoiler Kit This rear deck Wing Style Spoiler adds a special finishing touch to the overall appearance of your CTS. Available in select body colors.

B. Underhood Appearance - Shield Package

The underhood appearance of your CTS can be enhanced with the addition of these black grained covers, hiding engine components beneath them. Fit at the outboard sides of the engine compartment.

C. Roof Rack Cross Rail Package Carry a load on the roof of your CTS Wagon with this Roof Rack Cross Rail Package that adds both function and style.

D. Cargo Partition These adjustable Cargo Partitions mount on the U-Rail in the rear cargo area of your CTS Wagon to help prevent items from shifting while in transit and keep larger items contained.

E. Battery Heater Wrap up for warmth. The handy blanket plugs into standard outlets and wraps around your battery to help you start your vehicle in colder climates.

F. Pedal Cover Designed specifically for your CTS, these high-quality stainless steel Pedal Covers replace existing pedals to provide a sporty performance look and feel to your interior. The covers also feature raised rubber traction surfaces.

G. 18-inch Accessory Wheels Personalize your Cadillac CTS with this attractive 10-Spoke 18-inch Accessory Wheel, designed to reflect the refined and luxurious exterior design elements of Cadillac. See www.gmaccessorieszone.com for important tire and wheel information.

H. Headrest DVD System Make time fly for your rear-seat passengers with a Dual DVD Rear Seat Entertainment System. The dual LCD monitors and DVD players are mounted on the rear of the front seat headrests. Wireless headphones and a single remote control allow rear passengers to enjoy the audio program without disturbing the driver or other passengers.

I. Premium All-Weather Floor Mats These Premium All-Weather Floor Mats provide excellent fit and function. High, raised edges help keep mud, snow and debris contained for easy cleaning.

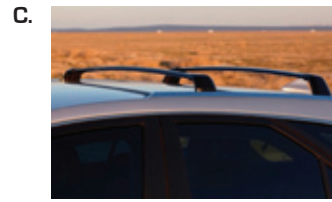
J. Cargo Tray This custom-molded, heavy-duty Cargo Tray features a nonskid surface and a raised outer lip that helps contain cargo and spills. Fits perfectly in the trunk of your CTS.

K. Cargo Organizer This Cargo Organizer has an adjustable divider system with edge-to-edge fit that allows you the flexibility to carry items of various sizes. Made of high-grade, skid-resistant thermal plastic molded to protect the rear cargo area from spills.

L. Roadside Assistance Package This Roadside Assistance Package includes items that help keep you safe and get you back on the road. Contents include a rain poncho, gloves, "Need Help" banner, flashlight, fuse kit, bungee cord, electrical tape, pliers, rag, screwdriver, booster cables and first aid kit.

M. Tail Lamp Package Make a statement as you leave the scene by replacing the production red tail lamps and the red center high-mounted stop lamp with clear ones. They are easy to install and change the entire look of the rear of your CTS.

N. Hood Protector Help shield the hood of your CTS from stone damage with this clear custom-designed hood protector film that provides precise fit by following the contours of the hood.



Items shown may not be available for all models. Styles may vary from those pictured. Additional parts may be required for installation of certain accessories.



CADILLAC TRANSIT WHEELS PROGRAM

1 Order an Escalade, Escalade ESV or Escalade EXT with 22-inch LPO wheels.



2 The factory installs the transit wheel assembly (production tires, TPM sensors and 22-inch steel wheels).



**SELL MORE WHEELS.
IMPROVE THE LOOK
OF YOUR INVENTORY.
EARN ADDITIONAL LABOR.**

HERE'S HOW IT WORKS.



ACCESSORIES

3 ADI delivers the mounted and balanced 22-inch LPO accessory wheels with tires. ADI charges you a \$1,500 refundable core charge.¹



4 **+1.2 hours WARRANTY LABOR**

You receive the vehicle, remove the transit wheels and install the LPO wheels. Dealer is reimbursed warranty labor hours for installing LPO wheels.



5 **+0.3 hours WARRANTY LABOR**

You package the transit wheels and contact your ADI for pickup/return process.²

(NOTE: You aren't responsible for freight, and labor time is increased by 0.3 hours to compensate for your additional work.)



6 **+\$1,500**
ADI receives the transit wheels and credits you the \$1,500 core charge.¹

2 Only ADIs are authorized and paid to break down the 22-inch transit wheels; remount the tires and TPM sensors, and balance the new LPO wheel assemblies. The dealership service department cannot do this, as there is no provision to pay additional time for dealers to perform these services.

1 \$1,500 core charge, reimbursed only if four intact 22-inch transit wheels are returned to the ADI.



CHEVROLET TRANSIT WHEELS PROGRAM

1 Order a Tahoe, Suburban, Avalanche or Silverado 1500 Crew Cab¹ with 22-inch LPO wheels.



2

The factory installs the transit wheel assembly (production tires, TPM sensors and 22-inch steel wheels).



SELL MORE WHEELS.
IMPROVE THE LOOK OF YOUR INVENTORY.
EARN ADDITIONAL LABOR.

HERE'S HOW IT WORKS.



ACCESSORIES

3

-\$1,500
ADI delivers the mounted and balanced 22-inch LPO accessory wheels with tires. ADI charges you a \$1,500 refundable core charge.²



5

+ UP TO 1.2 hours³ WARRANTY LABOR

You receive the vehicle, remove the transit wheels and install the LPO wheels. Dealer is reimbursed warranty labor hours for installing LPO wheels.

4



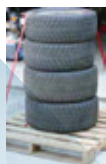
+0.3 hours WARRANTY LABOR

You package the transit wheels and contact your ADI for pick-up/return process.⁴

(NOTE: You aren't responsible for freight, and labor time is increased by 0.3 hours to compensate for your additional work.)

6

+\$1,500
ADI receives the transit wheels and credits you the \$1,500 core charge.²



¹ Only ADIs are authorized and paid to break down the 22-inch transit wheels, remount the tires and TPM sensors, and balance the new LPO wheel assemblies. The dealership service department cannot do this, as there is no provision to pay additional time for dealers to perform these services.

² \$1,500 core charge reimbursed only if four intact 22-inch transit wheels are returned to the ADI.

³ 1.0 hours for trucks and 1.2 hours for SUVs.

⁴ Only ADIs are authorized and paid to break down the 22-inch transit wheels, remount the tires and TPM sensors, and balance the new LPO wheel assemblies. The dealership service department cannot do this, as there is no provision to pay additional time for dealers to perform these services.



GMC TRANSIT WHEELS PROGRAM

1 Order a Yukon, Yukon XL or Sierra 1500 Crew Cab (including Denali)¹ with 22-inch LPD wheels.



2

The factory installs the transit wheel assembly (production tires, TPM sensors and 22-inch steel wheels).



SELL MORE WHEELS.
IMPROVE THE LOOK OF YOUR INVENTORY.
EARN ADDITIONAL LABOR.

HERE'S HOW IT WORKS.

**GMC
ACCESSORIES**

-\$1,500

3

ADI delivers the mounted and balanced 22-inch LPD accessory wheels with tires. ADI charges you a \$1,500 refundable core charge.²



4

**+ UP TO 1.2 hours³
WARRANTY LABOR**

You receive the vehicle, remove the transit wheels and install the LPD wheels. Dealer is reimbursed warranty labor hours for installing LPD wheels.



+\$1,500

ADI receives the transit wheels and credits you the \$1,500 core charge.²

6

**+0.3 hours
WARRANTY LABOR**

You package the transit wheels and contact your ADI for pickup/return process.⁴



(NOTE: You aren't responsible for freight, and labor time is increased by 0.3 hours to compensate for your additional work.)

5

1 Sierra Regular and Extended Cab ordered with 20-inch or 22-inch LPDs will be shipped from the factory with 17-inch scrap wheels. 2 \$1,500 core charge reimbursed only if four intact 22-inch transit wheels are returned to the ADI. 3 1.0 hours for Trucks and 1.2 hours for SUVs. 4 Only ADIs are authorized and paid to break down the 22-inch transit wheels, remount the tires and TPM sensors, and balance the new LPD wheel assemblies. The dealership service department cannot do this, as there is no provision to pay additional time for dealers to perform these services.