



**FLEET**

## 2024 Model Year Competitive Assistance Program

**SUBMITTED:** March 6, 2024

**FOR:** DKI Canada Ltd  
80 Sherbourne St  
Suite 306  
Toronto, ON  
M5A 2R1

**FAN:** 229849

**DUNS #:** 252469044



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**PREPARED FOR:**

**Andrew Goetz**  
Membership Service Manager  
DKI Canada Ltd

**GENERAL MOTORS OF CANADA FLEET AND COMMERCIAL CONTACT:**

**William Furtado**  
Fleet Account Manager  
william.furtado@gm.com  
Office: 905-259-2205  
Fax:  
Mobile: 905-259-2205

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March 6, 2024

DKI Canada Ltd  
80 Sherbourne St Suite 306 Toronto, ON M5A 2R1 CAN

Dear Andrew,

General Motors of Canada Company Fleet and Commercial Operations, is pleased to offer DKI Canada Ltd in Canada the attached Competitive Assistance Program in response to your company's representation of the competitive offers.

GM Canada pays all sales allowances to dealers, who in turn pass the credits on to the end customer.

To ensure accurate and timely payment of Competitive Assistance, use of the **Processing Code KFS** and **FAN 229849** is required on all vehicle order requests and delivery reporting data for models specified as eligible for Competitive Assistance. **It is imperative that you communicate the Processing Code and FAN to your dealer or leasing company prior to placing an order.**

On behalf of GM Canada Fleet and Commercial Operations, I would like to thank you for allowing us the opportunity to be your fleet company for the 2024 model year (term of agreement).

Very truly yours,

A handwritten signature in blue ink, appearing to read 'W. Furtado', written over a faint circular stamp.

William Furtado  
Fleet Account Manager

We request that all contents of this Agreement remain confidential.

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1. 2024 Model Year Competitive Assistance Program Agreement.



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**VERSION:** 8

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**PROCESSING CODE:** KFS  
**FAN:** 229849

**CONTACT:** Andrew Goetz  
**PHONE:** +1 905-820-0188

The Competitive Assistance detailed below is offered for the 2024 model year.

### ALLOWANCES FOR ELIGIBLE MODELS

Model	2024 MY
Chevrolet Malibu LS	\$1,000
Chevrolet Malibu Non LS	\$2,000
Chevrolet Trax	\$750
Chevrolet Trailblazer	\$1,000
Buick Envista	\$750
Buick Encore GX	\$1,250
Buick Envision	\$1,250
Chevrolet Blazer	\$2,000
Chevrolet Equinox LS	\$1,000
Chevrolet Equinox Non-LS	\$1,500
GMC Terrain (3SA)	\$1,250
GMC Terrain Non-3SA	\$1,750
Chevrolet Traverse LTD	\$2,000
Chevrolet Traverse NG	\$1,500
GMC Acadia	\$1,500
Buick Enclave	\$3,500
Cadillac XT4	\$1,000
Cadillac XT5	\$3,500
Cadillac XT6	\$3,000
Chevrolet Tahoe	\$1,000
GMC Yukon	\$1,000
GMC Yukon XL	\$1,000
Chevrolet Suburban	\$1,000
Cadillac Escalade	\$1,000
Cadillac Escalade ESV	\$1,000



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### ALLOWANCES FOR ELIGIBLE MODELS

Model	2024 MY
Colorado/Canyon (excl ZR2/AT4X)	\$1,000
Chevrolet/GMC Reg Cab 1500 (LD) WT 2WD	\$1,000
Chevrolet/GMC Reg Cab 1500 (LD) WT 4WD	\$2,000
Chevrolet/GMC Double Cab 1500 (LD) WT	\$5,600
Chevrolet/GMC Double Cab 1500 (LD) Non WT	\$6,600
Chevrolet/GMC Crew Cab 1500 (LD) WT	\$7,600
Chevrolet/GMC Crew Cab 1500 (LD) Non WT (excludes ZR2, AT4X, Denali Ultimate)	\$8,600
Chevrolet/GMC 2500/3500 - Reg Cab 1WT/1SA	\$1,200
Chevrolet/GMC 2500/3500 - Reg Cab Non-WT	\$1,600
Chevrolet/GMC 2500/3500 - Double Cab 1WT/1SA	\$2,100
Chevrolet/GMC 2500/3500 - Double Cab Non-WT	\$2,600
Chevrolet/GMC 2500/3500 - Crew Cab 1WT/1SA	\$2,100
Chevrolet/GMC 2500/3500 - Crew Cab Non-WT (excl ZR2, AT4X, Denali Ultimate)	\$3,100
Chevrolet Express / GMC Savana excl. Cutaway	\$1,500
Chevrolet Express / GMC Savana Cutaway	\$1,250
<b>Minimum Purchase Requirement</b>	<b>5</b>

### TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

#### Eligible Models

All new GM cars and trucks purchased and operated in Canada, whether or not listed above as receiving Competitive Assistance, will count toward the minimum purchase requirement. Other models may be added upon agreement by both parties.



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### Payment of Competitive Assistance ("CA") Incentive

GM Canada credits the delivering dealer on the factory invoice (provided the Processing Code and 229849 were entered with the order), or upon application by dealer for units out of dealer inventory or orders with missing FAN and/or processing code information. The dealer must pass the entire amount of the CA credit to the end customer.

If minimum purchase requirements (volume and/or model mix) are not met, Fleet Customer agrees, by signing this Agreement, that a refund will be due to GM Canada for an amount equal to the applicable level of Competitive Assistance that is over and above the amounts included in the Business Purchase Program in effect at the time of vehicle delivery.

### Confidentiality

Fleet Customer agrees to maintain the strict confidentiality of this Agreement and not to disclose its terms or existence to any other person or entity, except to the extent required by law or required to obtain legal or financial advice in respect of this Agreement, and except to Active Members that have undertaken similar confidentiality obligations under the authorization letter.

### Complete Vehicle Model Redesign

If during the term of this Agreement a vehicle is redesigned / refreshed, General Motors of Canada Company reserves the right to adjust the Competitive Assistance allowances.

### Vehicle Pricing

If the dealer invoice price is reduced during the term of this Agreement, for a comparably equipped vehicle, General Motors of Canada Company reserves the right to reduce the Competitive Assistance allowances listed above by the amount of the price reduction.



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### Special OnStar Service Subscription Options

As a Fleet Customer, you can purchase OnStar Business Solutions subscriptions at the time you order eligible new OnStar equipped vehicles (UE1) under this Competitive Assistance Agreement. Adding a subscription to your new vehicle order is easy. All you need to do is ask that your ordering entity add one of the following RPO codes for the service plan that is right for you at the time of order. Please note that available plans and pricing are subject to change from time to time – your Dealer will have the most current information at the time you place your vehicle order. You can find more information about OnStar Business Solutions at [onstar.ca/businesssolutions](http://onstar.ca/businesssolutions) and through your Dealer. OnStar Safety Services –Help keep your people safer and your vehicles more secure.

OnStar Assurance\*

Service includes:

- Stolen Vehicle Assistance
- Automatic Crash Response
- Emergency Services
- Advisor Door Unlock

Total service duration on eligible new vehicles includes a 3-month trial.

1. Option Code P1R – Total service duration of 12 months at \$112.00/vehicle
  2. Option Code P1S – Total service duration of 24 months at \$263.00/vehicle
  3. Option Code P1T – Total service duration of 36 months at \$413.00/vehicle
  4. Option Code P1U – Total service duration of 48 months at \$563/vehicle
  5. Option Code R7Z – Total service duration of 60 months at \$713/vehicle
- Prices do not include applicable taxes.

Fleet management - Get the information you need to help maximize productivity and efficiency

OnStar Vehicle Insights\*\*

Services include:

- Vehicle location & trip summaries
- Driver behavior & performance
- Vehicle health & diagnostics
- Reporting & custom alerts

For new accounts, total service duration will include an additional 2-month trial. Visit [onstarvehicleinsights.ca](http://onstarvehicleinsights.ca) to create an account and/or add vehicles.

1. Option Code P0V – Total service duration of 12 months at \$219.00/vehicle
  2. Option Code P0W – Total service duration of 24 months at \$432.00/vehicle
  3. Option Code P0X – Total service duration of 36 months at \$630.00/vehicle
  4. Option Code P0Y – Total service duration of 48 months at \$816.00/vehicle
  5. Option Code P0Z – Total service duration of 60 months at \$990.00/vehicle
- Prices do not include applicable taxes.



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These options apply only to those specific vehicles identified as all models receiving Competitive Assistance.

An applicable charge for this option will appear on the factory invoice. Subscriptions cannot be cancelled and are non-refundable.

### Disclosures:

\* Connectivity is dependent on compatible wireless networks provided by third-party wireless service providers. Changes in technology and wireless networks may limit or prevent the operation of vehicle connectivity. Services included in OnStar Assurance are subject to change. Fleet Customer must have an active General Motors Fleet Account Number and accept terms and conditions to establish vehicle connectivity and obtain access to the services. OnStar links to emergency services. Services, connectivity and capabilities vary by vehicle configuration and conditions as well as geographical and technical restrictions. Non-refundable. See [onstar.ca/businesssolutions](https://onstar.ca/businesssolutions) for coverage maps, terms, details and system limitations. Automatic Crash Response: Not all vehicles may transmit all crash data. Stolen Vehicle Assistance requires armed GM factory-installed theft deterrent system, contact method on file and enrollment to receive alerts. Additional messaging and data rates may apply. Services are intended to assist with vehicle recovery and do not prevent theft or protect against damage or loss.

\*\* Connectivity is dependent on compatible wireless networks provided by third-party wireless service providers. Changes in technology and wireless networks may limit or prevent the operation of vehicle connectivity. Services included in OnStar Vehicle Insights are subject to change. Fleet Customer must accept terms and conditions to establish vehicle connectivity and obtain access to the services. Does not include emergency or security services. Services, connectivity and capabilities vary by vehicle configuration and conditions as well as geographical and technical restrictions. Non-refundable. See [onstarvehicleinsights.ca](https://onstarvehicleinsights.ca) for details terms, and system limitations.

### Vehicle Hold Period

Each vehicle delivered under this program must be licensed and registered in Fleet Customer or Active Member's name (as applicable) and retained by Fleet Customer or Active Member (as applicable) or (its fleet management company, if applicable), for use in Canada for a minimum of 6 months and 12,000 kms (the "Hold Period").

### Restrictions on Transfer and Use

By executing this Competitive Assistance Program Agreement, Fleet Customer or Active Member (as applicable) certifies and agrees that no motor vehicles will be purchased or leased, directly or indirectly, for export, sale or use outside of Canada (excluding use related to occasional business and/or personal travel) and no such sale, use or export will occur. Fleet Customer or Active Member (as applicable) also certifies and agrees that it will not resell or otherwise transfer any motor vehicles purchased here under until and unless the Hold Period for the motor vehicle has expired. Fleet Customer or Active Member (as applicable) also agrees that it will not induce, by any means, any dealer to breach the export and/or resale terms of their Dealer Agreement with GM Canada Company or any of the terms of this Agreement and acknowledges that it will be responsible in damages to GM Canada Company, and its affiliates, for any such interference with the contractual terms with GM Canada Company and a dealer or any breach of this Agreement.

End-User FAN	Customer Name
229849	DKI Canada Ltd



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### Eligible Buyers

Business entities that maintain active membership in Fleet Customer’s organization Active Members are eligible to receive the discounts provided under this Competitive Assistance Agreement provided they execute the attached Authorization Letter. Fleet Customer will provide GM with a listing and/or ongoing verification, as required, of Active Member eligibility for this program.

### Revisions to Allowances for Eligible Models

Fleet Customer agrees that revisions to the “Allowances for Eligible Models” table that **(1) add a model or models, and/or (2) increase the Competitive Assistance on a model or models**, shall be amended by GM Canada upon giving written notice of the revision to Fleet Customer, with no signatures required by either party. For greater clarity, all other modifications and amendment to this agreement shall be enforceable only if they are in writing and signed by authorized representatives of both Fleet Customer and GM Canada.

## Vehicle Ordering Requirements



<b>PROCESSING CODE:</b> KFS	<b>FAN:</b> 229849
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### For all brands listed in the agreement that are eligible to receive competitive assistance allowances:

- It is mandatory that the Processing Code and FAN appear on every order request placed by the dealership or Fleet Management Companies.
- The FAN is required on all delivery reporting entries via the GM Customer Delivery Reporting (CDR) system.

### Signatures

This competitive assistance offer is valid for 60 days from the date approved by GM Canada and will expire on 05/5/2024 unless accepted in writing by Fleet Customer and returned prior to the expiration date. GM Canada reserves the right, acting at its sole discretion, to amend or revoke this program in whole or in part and to amend or revoke any or all of the privileges or rights of Fleet Customer. Fleet Customer acknowledges the Qualified Fleet Customer Signature Form, between it and General Motors of Canada Company, and agrees to comply fully with all terms set out therein, including those relating to the fleet program eligibility.

 Signature of Fleet Customer	Membership Service Manager Title	03/06/2024 Date
 Signature of GM Representative, William Furtado	Fleet Account Manager Title	03/6/2024 Date

**PLEASE RETURN TO WILLIAM FURTADO, FLEET ACCOUNT MANAGER**