



FLEET



2019 Contract Year

Volume Incentive Program (VIP) Terms and Conditions

Prepared For:

NATIONAL RURAL WATER ASSOCIATION
2915 SOUTH 13TH STREET
DUNCAN, OK 73533

FLEET ACCOUNT NUMBER (FAN)
53908

Submitted:
September 14, 2018

FCA Group LLC Fleet Contact:
Chris O'Dea
Regional Account Executive (N. TX/OK)
14131 Midway Rd
Addison, TX 75001
Phone: +1 2144224891
Fax:
e-mail: chris.odea@fcagroup.com

CONFIDENTIAL



Retroactive Payment Levels

| Model Year | Brand | Body Model | Description | Level 1 Incentive 1 Off Invoice |
|------------|----------|------------|--|---------------------------------|
| 2019 | CHRYSLER | RUC | PACIFICA | 3,000 |
| 2019 | DODGE | WDD | DURANGO RWD | 4,500 |
| 2019 | DODGE | WDE | DURANGO AWD | 4,500 |
| 2019 | JEEP | WKT | GRAND CHEROKEE 4X2 | 4,000 |
| 2019 | JEEP | WKJ | GRAND CHEROKEE 4X4 | 4,000 |
| 2018 | RAM | DD3E | 3500 CREW CAB CHASSIS 2WD | 3,250 |
| 2018 | RAM | DJ2E | 2500 CREW/MEGA CAB 2WD | 6,750 |
| 2018 | RAM | DJ2R | 2500 REGULAR CAB 2WD | 4,500 |
| 2018 | RAM | DJ7E | 2500 CREW/MEGA 4WD | 6,750 |
| 2018 | RAM | DJ7R | 2500 REGULAR CAB 4WD | 4,500 |
| 2018 | RAM | DP4R | 4500 REG CAB CHASSIS 2WD | 3,250 |
| 2018 | RAM | DP5R | 5500 REG CAB CHASSIS 2WD | 3,250 |
| 2018 | RAM | DD3R | 3500 REG CAB CHASSIS 2WD | 3,250 |
| 2019 | RAM | DS1E | CLASSIC 1500 QUAD/CREW 2WD | 8,500 |
| 2019 | RAM | DS1R | CLASSIC 1500 REGULAR CAB 2WD | 5,000 |
| 2019 | RAM | DS6E | CLASSIC 1500 QUAD/CREW 4WD | 8,500 |
| 2019 | RAM | DS6R | CLASSIC 1500 REGULAR CAB 4WD | 5,000 |
| 2019 | RAM | VF1 | PROMASTER 1500 CARGO VAN | 6,000 |
| 2019 | RAM | VF2 | PROMASTER 2500 CARGO VAN | 6,500 |
| 2019 | RAM | VF3 | PROMASTER 3500 CARGO VAN | 4,500 |
| 2019 | RAM | VMD | PROMASTER CITY | 4,500 |
| 2019 | RAM | VF3L16 | 3500 CARGO VAN HIGH ROOF (159 IN WB) | 7,000 |
| 2019 | RAM | VF3L17 | 3500 CARGO VAN HIGH ROOF (159 IN WB EXT) | 7,000 |
| 2019 | RAM | DT1E | DT1E RAM - 1500 QUAD/CREW 2WD | 6,500 |
| 2019 | RAM | DT6E | DT6E RAM - 1500 QUAD/CREW 4WD | 6,500 |



Option or Powertrain Adjustments

Vehicles Ordered with the option and/or powertrain (engine and transmission) listed below will receive the diesel deduction adjustment as indicated. Options, excluding powertrain that are included in group equipment packages or standard on the base body model, are already discounted and excluded from these additional incentives.

If you receive VIP incentives via off-invoice credits, then the option discounts will be presented as a credit on the original invoice. In the event this credit is missing, payment will be made to you or your assignee once the unit is reported as a commercial fleet sale.

| Model Year | Brand | Body Model | Description | Start Date | End Date | Amount | Sales Code | Sales Code Description |
|------------|-------|------------|------------------------------|------------|-----------|--------------|------------|---------------------------------|
| 2019 | JEEP | WKJ | GRAND CHEROKEE 4X4 | 6/1/2018 | 5/31/2019 | (\$2,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2019 | JEEP | WKT | GRAND CHEROKEE 4X2 | 6/1/2018 | 5/31/2019 | (\$2,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2018 | RAM | DJ2E | 2500 CREW/MEGA CAB 2WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | ETK | 6.7L I6 CUMMINS TURBO DIESEL |
| 2018 | RAM | DJ2R | 2500 REGULAR CAB 2WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | ETK | 6.7L I6 CUMMINS TURBO DIESEL |
| 2018 | RAM | DJ7E | 2500 CREW/MEGA 4WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | ETK | 6.7L I6 CUMMINS TURBO DIESEL |
| 2018 | RAM | DJ7R | 2500 REGULAR CAB 4WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | ETK | 6.7L I6 CUMMINS TURBO DIESEL |
| 2019 | RAM | DS1E | CLASSIC 1500 QUAD/CREW 2WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2019 | RAM | DS1R | CLASSIC 1500 REGULAR CAB 2WD | 6/1/2018 | 5/31/2019 | (\$3,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2019 | RAM | DS6E | CLASSIC 1500 QUAD/CREW 4WD | 6/1/2018 | 5/31/2019 | (\$2,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2019 | RAM | DS6R | CLASSIC 1500 REGULAR CAB 4WD | 6/1/2018 | 5/31/2019 | (\$3,500.00) | EXF | 3.0L V6 ECODIESEL ENGINE |
| 2019 | RAM | VF1 | PROMASTER 1500 CARGO VAN | 6/1/2018 | 5/31/2019 | (\$2,000.00) | EXG | 3.0L I4 F1C TURBO DIESEL ENGINE |
| 2019 | RAM | VF2 | PROMASTER 2500 CARGO VAN | 6/1/2018 | 5/31/2019 | (\$2,000.00) | EXG | 3.0L I4 F1C TURBO DIESEL ENGINE |
| 2019 | RAM | VF3 | PROMASTER 3500 CARGO VAN | 6/1/2018 | 5/31/2019 | (\$2,000.00) | EXG | 3.0L I4 F1C TURBO DIESEL ENGINE |