



General Motors and EAI Roll-Out 2005 Model Year Agreement

We are pleased to announce that we not only have concluded our new 2005 Model Year General Motors Fleet Agreement but we have also incorporated some major enhancements into this year's program.

General Motors has eliminated the old format that consisted of two programs – the VX5 Fleet Discount and the Competitive Assistance Program (CAP). This year's program has been simplified by rolling the funds that were available in the VX5 invoice reduction program directly into the CAP program. This will help ensure that our members will be able to consistently receive the maximum funds available.

Another major enhancement is we were able to **reduce the tier** minimums from 100, 200, and 500 to 25, 50, and 100. With the number of vehicles the EAI Members buy, plus the vehicles the Aire Serv Franchisees buy, these levels are easily achievable!

Another important feature of our agreement is the **price protection**. Our prices are locked in at the 2005 model year introductory prices. There are already a few increases on some select models that are being phased in that we will be able to avoid as a result of our agreement. When comparing our program to the retail incentives, make sure to compare the current factory invoice to the introductory fleet prices.

| <u>Vehicles</u> | <u>Tier 1</u> | <u>Tier 2</u> | <u>Tier 3</u> |
|--------------------------------|---------------|---------------|----------------|
| | (25 Vehicles) | (50 Vehicles) | (100 Vehicles) |
| Trucks | | | |
| Colorado | \$3,700 | \$3,900 | \$4,100 |
| Silverado, Sierra | \$3,800 | \$4,000 | \$4,200 |
| Vans | | | |
| Uplander | \$2,200 | \$2,400 | \$2,500 |
| Venture | \$3,800 | \$4,000 | \$4,200 |
| Astro, Safari, Savana, Express | \$4,000 | \$4,200 | \$4,400 |
| Sport Utility | | | |
| Equinox | \$1,600 | \$1,700 | \$1,800 |
| TrailBlazer | \$3,800 | \$4,000 | \$4,200 |
| Tahoe, Yukon XL, Suburban | \$4,000 | \$4,200 | \$4,400 |
| Passenger | | | |
| Malibu, Impala | \$3,800 | \$4,000 | \$4,200 |

When purchasing or leasing these vehicles **you must use EAI's FAN #919517**. This is not an allowance program. These CAP funds will be paid out to you in full from EAI as soon as we reach each tier. No matter where you purchase your vehicle, they should honor your request to use our FAN number. If you encounter any resistance or have any questions, please call Bob Newton at (513) 619-4807 or email me at bobn@eainet.net.