



2024 Model Year Competitive Assistance Program

SUBMITTED: June 30, 2023

FOR: Trane Dealers and Distributors
800 BEATY ST
STE E
DAVIDSON, NC 28036-6924

FAN: 819257

DUNS #: 848368002



PREPARED FOR:

Candice Groth

Fleet Leader

Trane Dealers and Distributors

GM ENVOLVE CONTACT:

Steven English

GM Envolv Account Executive

steven.english@gm.com

Office: 919 280 6136

General Motors Company



June 30, 2023

Candice Groth
Trane Dealers and Distributors
800 BEATY ST
DAVIDSON, NC 28036-6924

Dear Candice,

General Motors LLC, GM Envolv, is pleased to offer **Trane Dealers and Distributors** the attached Competitive Assistance Program. This Agreement version supersedes all prior agreements.

If you agree with the terms and conditions of the Program as set forth in the attached Agreement, please return a signed copy to my attention.

To ensure accurate and timely payment of Competitive Assistance, use of **Processing Code KBL and FAN 819257** is required on all order requests and delivery reporting data for vehicles specified as eligible for the Program. **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 General Motors LLC, GM Envolv, I would like to thank you for allowing us the opportunity to provide solutions for your business.

Very truly yours,

A handwritten signature in cursive script that reads 'Steven English'.

Steven English
GM Envolv Account Executive

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2024 Model Year Competitive Assistance Program

Trane Dealers and Distributors	LOCATION: 800 BEATY ST STE E DAVIDSON, NC 28036-6924	APPROVED: June 30, 2023 VERSION: 2 DEAL NUMBER: 2686
PROCESSING CODE: KBL FAN: 81Q257	CONTACT: Candice Groth PHONE: 603.857.0906	SUBMITTED BY: Steven English

The following 2024 Model Year Competitive Assistance Program Agreement (“Agreement”) sets forth the terms and conditions of the Competitive Assistance Program (the “Program” or “CAP”) between General Motors LLC, GM Envolv (“General Motors” or “GM”) and Trane Dealers and Distributors.

TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

Volume Requirement

Trane Dealers and Distributors agrees to purchase or lease a minimum of **50** General Motors vehicles for each model year set forth in the Agreement. Any purchases or leases of General Motors vehicles by Trane Dealers and Distributors will count toward the volume requirement.

Dealers/Distributors Eligibility and Documentation Requirements

Dealers/Distributors of Trane are eligible for the Competitive Assistance included in this agreement. To qualify, a dealer/distributor must provide business and relationship documentation to the selling dealer. The dealer must maintain a copy of substantiating documentation in the deal jacket for audit purposes.

Required Business Documentation: (One Required)

- Commercial business tax ID
- Sales tax license
- State occupational / trade license
- Prior year Schedule C from 1040

Relationship Documentation: (One Required)

- Dealer/distributor license
- Dealer/distributor certificate
- Official letter from Trane documenting the relationship

End-User FAN	Customer Name
819257	Trane Dealers and Distributors

Allowances and Eligible Vehicles

The following allowances are offered for the 2024 model year vehicles listed below (the “Eligible Vehicles”). Eligible Vehicles exclude models with trim designations 1SL (for GMC models only), 1SM, 1SV, 1VL, 1L0 or 2SA.

Model	Tier	Invoice Credit*
Malibu	\$1,500	\$1,500
Camaro	\$0	\$0
LYRIQ	\$0	\$0
CELESTIQ (New)	\$0	\$0



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Model	Tier	Invoice Credit*
CT4	\$1,000	\$1,000
CT5	\$1,200	\$1,200
Encore GX (New)	\$700	\$700
Trax (New)	\$500	\$500
Trailblazer (New)	\$700	\$700
Equinox EV (New)	\$0	\$0
Equinox	\$1,500	\$1,500
Terrain	\$1,800	\$1,800
Blazer EV (New)	\$0	\$0
Blazer	\$1,500	\$1,500
Envision	\$1,000	\$1,000
Envista (New)	\$700	\$700
Traverse (New)	\$1,200	\$1,200
Enclave	\$1,800	\$1,800
Acadia (New)	\$1,200	\$1,200
Tahoe/Yukon	\$700	\$700
Suburban/Yukon XL	\$900	\$900
Escalade/Escalade ESV	\$1,000	\$1,000
XT4 (New)	\$700	\$700
XT5	\$800	\$800
XT6	\$1,000	\$1,000
HUMMER EV Pickup	\$0	\$0
HUMMER EV SUV (New)	\$0	\$0
Silverado/Sierra EV (New)	\$0	\$0
Silverado/Sierra 1500 Reg Cab with L3B	\$2,200	\$2,200
Silverado/Sierra 1500 Reg Cab with L84	\$1,500	\$1,500
Silverado/Sierra 1500 Dbl/Crew Cab with L3B/LZ0	\$2,500	\$2,500
Silverado/Sierra 1500 Dbl/Crew Cab w/o L3B/LZ0	\$1,800	\$1,800
Silverado/Sierra 2500/3500 Reg Cab (New)	\$750	\$750



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Model	Tier	Invoice Credit*
Silverado/Sierra 2500/3500 Dbl/Crew Cab (New)	\$1,300	\$1,300
Silverado Medium Duty 4500 4x2 Reg Cab	\$1,250	\$1,250
Silverado Medium Duty 4500 4x4 Reg Cab	\$750	\$750
Silverado Medium Duty 4500 4x2 Crew Cab	\$1,250	\$1,250
Silverado Medium Duty 4500 4x4 Crew Cab	\$750	\$750
Silverado Medium Duty 5500 4x2 Reg Cab	\$2,000	\$2,000
Silverado Medium Duty 5500 4x4 Reg Cab	\$1,500	\$1,500
Silverado Medium Duty 5500 4x2 Crew Cab	\$2,000	\$2,000
Silverado Medium Duty 5500 4x4 Crew Cab	\$1,500	\$1,500
Silverado Medium Duty 6500 4x2 Reg Cab	\$2,500	\$2,500
Silverado Medium Duty 6500 4x4 Reg Cab	\$2,000	\$2,000
Silverado Medium Duty 6500 4x2 Crew Cab	\$2,500	\$2,500
Silverado Medium Duty 6500 4x4 Crew Cab	\$2,000	\$2,000
Medium Duty Low Cab Forward	\$1,500	\$1,500
Colorado/Canyon	\$500	\$500
Express/Savana	\$1,500	\$1,500
Purchase Volume	50	

*Represents competitive assistance that is included in the tier amounts that will be reflected as an invoice credit.

Payment by Invoice Credit

Competitive Assistance is payable as an invoice credit at the amounts listed in the table above. Vehicles receiving allowances under the GM Business Choice, Fleet Out-of-Stock, or Retail Alternative Programs are not eligible to receive Competitive Assistance.



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Special OnStar Service Subscription Options

Eligible new OnStar equipped vehicles (**UE1**) purchased through this Competitive Assistance Agreement can take advantage of the RPO based **OnStar Business Solutions** service offers (see below). Visit onstar.com/businesssolutions for product details.

Adding a select plan to a new vehicle is easy and can be done at the time of order. Just have your ordering entity add the corresponding RPO of the service that you select from the chart below to each vehicle order.

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 \$90/vehicle
2. Option Code **P1S** – Total service duration of 24 months at \$210/vehicle
3. Option Code **P1T** – Total service duration of 36 months at \$330/vehicle
4. Option Code **P1U** – Total service duration of 48 months at \$450/vehicle
5. Option Code **R7Z** – Total service duration of 60 months at \$570/vehicle

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.com to create an account and/or add vehicles.

1. Option Code **P0V** – Total service duration of 12 months at \$183/vehicle
2. Option Code **P0W** – Total service duration of 24 months at \$360/vehicle
3. Option Code **P0X** – Total service duration of 36 months at \$522/vehicle
4. Option Code **P0Y** – Total service duration of 48 months at \$672/vehicle
5. Option Code **P0Z** – Total service duration of 60 months at \$810/vehicle

These options will be applied to only the vehicles that you select. Work with your ordering entity to apply the RPO codes accordingly. An applicable charge for this option will appear on the factory invoice. The unused portion of an OnStar subscription is non-refundable, but it may be transferred with the vehicle to the new owner.



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If any vehicles are purchased Out of Stock from a General Motors dealer, the dealer would need to email the GM Envolv Solutions Center FLOS@gm.com and request to add the selected RPO code(s) to the vehicle invoice.

Disclosures:

* OnStar plan, working electrical system, cell reception and GPS signal required. OnStar links to emergency services. See onstar.com/businesssolutions for details and 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.

** Terms Apply. Available on select properly equipped 2015 model year and newer GM vehicles excludes Volt, Low Cab Forward Trucks and GM vehicles built without OnStar Hardware, which includes but is not limited to select base Chevrolet and GMC trucks. Requires an active connected vehicle services plan. Fees, services, and availability subject to change without notice. Applicable taxes not included. Does not include emergency or security services. Diagnostics capabilities vary by vehicle model. Not all issues will deliver alerts. See onstarvehicleinsights.com for details and limitations.



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Special GM Accessory Options

Eligible purchases through this Competitive Assistance Agreement can take advantage of GM Accessories to protect and equip fleet vehicles for the length of their use and help ensure they are optimal for future vehicle remarketing and resale. Our accessories are tested, trusted and designed specifically for your GM vehicle. Plus, when they're installed by a General Motors dealer, many GM accessories are covered by the applicable limited warranty.†

Whether you need to protect your cargo, organize it or make your vehicle more accessible, we've got you covered. Make the workday easier by organizing your tools and equipment. Plus, maintain your vehicle's interior with premium all-weather floor liners.

Adding LPO accessories to a new 24MY vehicle is easy and can be done at the time of vehicle ordering. Just have your ordering entity add the LPO Option Code to your vehicle order.

Suggested Top Truck Accessory Options

Help keep your vehicle protected and productive with accessories like utility racks, tool boxes, bedliners, splash guards and more. The following includes variations of Assist Step, Tonneau Cover, Convenience and Protection packages.

1. **Option Code RIA** – All-weather floor liner – **MSRP* \$210**
2. **Option Code WH9** – eTrunk Divider and Organizer – **SILVERADO EV ONLY MSRP* \$295**
3. **Option Code PDW** – Assist Step and Tonneau Value Package I, includes (VQO) Black work step and (VPB) Premium soft rollup tonneau cover – **SILVERADO LD ONLY MSRP* \$1095 Crew/Double, MSRP* \$1075 Reg Cab**
4. **Option Code PDH** – Protection Package, includes (RIA) all-weather floor liner and (VQK) front and rear black molded splash guards
 - **SIERRA LD ONLY MSRP* \$450 Crew/Double, MSRP* \$350 Reg Cab**
 - **SIERRA HD ONLY MSRP* \$395 Crew/Double, MSRP* \$325 Reg Cab**
5. **Option Code PDL** – Cargo Convenience Package, includes (S1O) console vault and (VBJ) rear under seat storage
 - **SIERRA LD ONLY MSRP* \$550 Crew, MSRP* \$450 Double Cab**
 - **SIERRA HD ONLY MSRP* \$575 Crew, MSRP* \$475 Double Cab**
6. **Option Code PDQ** – Liner Protection Package, includes (S41) Wheelhouse liners and (RIA) floor liner – **SILVERADO LD ONLY MSRP* \$375 Crew/Double, MSRP* \$275 Reg Cab**

Suggested Top Van Accessory Option

1. **Option Code VXW** – Assist Step, includes (VXW) Assist Step – **MSRP* \$595 Cargo Van, MSRP* \$795 Passenger Van**

Suggested Top Car & SUV Accessory Options

1. **Option Code RIA** – All weather floor liner – **Starting MSRP* \$210**
2. **Option Code VLI** – Cargo mat – **Starting MSRP* \$125**

†Most Parts and Accessories sold and installed on a vehicle by a GM Dealer or an approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable limited warranty. If GM Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GM Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Warranties do not apply to Associated Accessories. See your dealer for details.

* MSRP Excluding installation, taxes, and wheel components. Dealer prices may vary. Some accessories may require purchase of additional equipment and/or services.



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Powertrain Warranty (Applicable To Internal Combustion Engine Vehicles)

Chevrolet/GMC vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 100,000 miles, whichever comes first.

Buick vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 60,000 miles, whichever comes first.

Cadillac vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 6 years or 70,000 miles, whichever comes first.

Electric Vehicle Warranty Coverage

Chevrolet/GMC will warrant defects related to materials or workmanship on **model specific EV components** for 8 years or 100,000 miles, whichever comes first, from the original in-service date of the vehicle. **Reference the *Limited Warranty and Owner Assistance Information Manual* for model specific details on coverage.**

Ownership Requirements

All 2024MY vehicles under this Program must be titled, licensed, and registered in the name of Trane Dealers and Distributors or its Fleet Management Company and retained by Trane Dealers and Distributors for business use principally in the United States for a minimum of 12 months or 12,000 miles, whichever occurs first, from the date of delivery. Trane Dealers and Distributors will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

Compliance Requirements

In performing its obligations under this Agreement, each party warrants and agrees to comply fully with, and to cause its directors, officers, employees, and agents to comply fully with, all applicable laws and regulations of all appropriate jurisdictions, including without limitation: the U.S. Foreign Corrupt Practices Act; all applicable anti-corruption laws and U.S. federal, state and local laws, regulations and guidelines, including without limitation campaign finance laws, ethics laws, pay to play rules, and any applicable lobbying registration and disclosure laws; export control laws and regulations of the United States and other applicable countries; and U.S. sanctions, embargoes, and prohibitions on transactions with restricted parties, countries, and regions. General Motors has the right to review the vehicle registration records of Trane Dealers and Distributors to ensure compliance with this Agreement. Trane Dealers and Distributors's failure to comply with this Agreement may result in General Motors immediately terminating this Agreement and/or passing to Trane Dealers and Distributors penalties imposed on General Motors by certain countries for unauthorized export/import of General Motors vehicles.

VEHICLE ORDERING REQUIREMENTS

PROCESSING CODE: KBL

FAN: 819257

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 via GM Order Workbench.
- The FAN is required on all delivery reporting entries via GM Order Workbench.



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GENERAL PROVISIONS

The following general provisions apply:

Agreement

This Agreement (i) contains the entire understanding of the parties relating to the subjects hereto, (ii) supersedes all prior statements, representations, and agreements, and (iii) cannot be amended except by written instrument signed by both parties. The parties represent and agree that, in entering into this Agreement, they have not relied upon any oral or written agreements, representations, statements, or promises, express or implied, not specifically set forth or otherwise referenced in this Agreement. The parties expressly waive application of any law, statute, or judicial decision allowing oral modifications, amendments, or additions to this Agreement notwithstanding this express written provision requiring a writing signed by the parties.

Confidentiality

This Agreement and the terms hereof are intended solely for the use of General Motors and Trane Dealers and Distributors. This Agreement is to be disclosed on a "need to know" basis solely within Trane Dealers and Distributors or to the dealer/fleet management company chosen by Trane Dealers and Distributors to quote the purchase/lease of Eligible Vehicles, not to other dealers or General Motors competitors.

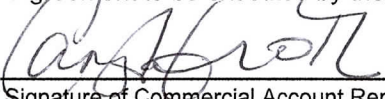
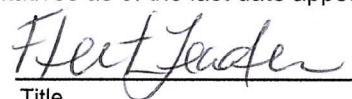
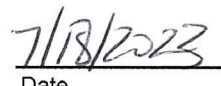
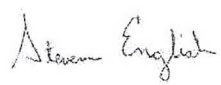
Choice of Law

This Agreement shall be governed by and construed in accordance with the laws of the State of Michigan as if entirely performed therein, without regard to the conflicts of law and principles thereof.

SIGNATURES

This Competitive Assistance offer is valid for 60 days from the date generated and will expire on August 29, 2023 unless accepted in writing by Trane Dealers and Distributors and returned prior to the aforementioned expiration date. Competitive Assistance Program is not valid or able to be used until signed by both parties and returned to your GM Envolv Account Executive.

General Motors and Trane Dealers and Distributors have caused this 2024 Model Year Competitive Assistance Program Agreement to be executed by their duly authorized representatives as of the last date appearing below:

 _____ Signature of Commercial Account Representative	 _____ Title	 _____ Date
 _____ Signature of GM Representative, Steven English	GM Envolv Account Executive _____ Title	June 30, 2023 _____ Date

Please return the entire signed document to Steven English



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VEHICLE ORDERING AND DELIVERY INSTRUCTIONS

To ensure the accurate tracking of orders and timely payment of Competitive Assistance Program (CAP) allowances, **use of the assigned CAP Processing Code and the Fleet Account Number (FAN) is required on all vehicle order requests and delivery reporting data** for models specified in the agreement as eligible for Competitive Assistance.

It is imperative that you communicate the Processing Code and FAN to your dealer and/or leasing company.

CUSTOMER NAME: Trane Dealers and Distributors
PROCESSING CODE: KBL
FAN: 819257

THIS DOCUMENT MUST BE PRESENTED TO YOUR DEALER AND/OR LEASING COMPANY

ORDERING CAP UNITS

Requirements for Standard Vehicle Order

- The assigned CAP Processing Code identified above must be included on the order.
- Do not use the CAP Processing Code on units that are taken out of stock that will receive the retail alternative. These units will still require a fleet delivery type.
- One of the fleet order types listed below must be included in the order.

Order Types

FLEET ORDER TYPE: FLS - Fleet Lease	Requires Primary Leasing Company FAN and End-User FAN
FLEET ORDER TYPE: FNR - Fleet Commercial	Requires End-User FAN

End-User FAN	Customer Name
819257	Trane Dealers and Distributors



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DELIVERY REPORTING OF CAP UNITS

Ordered and Out-of-Stock CAP Units

All deliveries to customers with a valid Fleet Account Number (FAN), which includes all CAP customers, **must be reported as fleet deliveries** regardless of order type.

Deliveries to FAN holders using retail delivery type "018 Business Organization" or any other retail delivery type are not allowed and any incentives paid will be subject to a charge back.

Vehicles delivered incorrectly (i.e. retail) will not be eligible for payment of any Competitive Assistance.

Fleet Delivery Types

The delivery type or types for this customer is listed below.*

DELIVERY TYPE: 014 - Leasing Company	Requires Primary Leasing Company FAN and End-User FAN
DELIVERY TYPE: 035 - Business Organization	Requires End-User FAN

**020 Daily Rental is not applicable to CAP accounts (National Rental Accounts only)*

ADDITIONAL TERMS AND CONDITIONS

Commercial Upfit Programs

Allowances offered in the GM Business Choice Program are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

Fleet Out-of-Stock and Retail Incentives

Allowances offered under Fleet Out-of-Stock and Retail Alternative Programs are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

End-User FAN	Customer Name
819257	Trane Dealers and Distributors



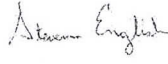
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Ownership Requirements

All 2024MY vehicles under this Program must be titled, licensed, and registered in the name of Trane Dealers and Distributors or its Fleet Management Company and retained by Trane Dealers and Distributors for business use principally in the United States for a minimum of 12 months or 12,000 miles, whichever occurs first, from the date of delivery. Trane Dealers and Distributors will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

GM Envolv AE Acknowledgement
This document has been presented to CAP customer.



Signature of Steven English

