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APPLICABLE TO UNITED STATES AND CANADIAN DEALERS

CFS (Consolidated Fleet Solutions)

New Pricing Program

Letter Summary:

Topic:	National Accounts
Purpose:	New Parts Business
Product Line:	Multiple
Product Distribution:	PDC and Direct Ship
Web Site:	Consolidated Fleet Solutions http://www.consolidatedfleetsolutions.com/default.aspx



This Navistar all makes parts program is designed to increase your dealership’s share of the total parts spend of CFS Fleet members. And with over 25,000 participating fleets, Consolidated Fleet Solutions can reach many small to mid-sized customers that have a fleet size of 250 or less, with most members averaging 25-50 vehicles.

CFS Commitments:

- Provide a list of CFS members to dealers within a 25 mile radius of their location.
- Market the program to targeted members through CFS channels (i.e., email, web, direct mail, etc.)
- Leverage the CFS Call Center to contact each member and discuss program benefits.
- Track the CFS Fleet Charge applications sent to members and conduct appropriate follow-up to encourage a quick return of the application for processing.

Requested Dealer Support:

- Upon acceptance of the member's CFS Fleet Charge Application, contact the member and set up their new account in your system.

Key program benefits for CFS Members and details include:

- Guaranteed National Account pricing.
- 3% rebate on all qualified purchases.
- \$200 parts purchase credit (*one-time only*)
- Acceptance at more than 600 International Truck and IC Bus dealer locations.
- Access to over \$300 million quality parts for all makes.
- One-year warranty on parts sourced by International.
- One consolidated bill & online account management.

Program Notes:

- Each CFS Member will have their own Fleet Charge Account – See Fleet Charge Customer Directory beginning with CFS/And then the customer's name.
- Pricing is straight National Fleet with no additional discounts.
- The \$200 Fleet Charge Credit coupon shall be applied to eligible members accounts within a reasonable time from posting date.
- The \$200 Fleet Charge Coupon program runs through December 31, 2023.

For Additional Information:

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