



ACDelco Key Fleet (KFLT) Program Guidelines

The ACDelco Key Fleet (KFLT) is a loyalty program, through which qualified Canadian Fleet Businesses can participate. The ACDelco KFLT Program provides additional benefits to fleet customers in connection with purchases of ACDelco products to service their own fleet vehicles and fleet equipment. These benefits are designed to increase a fleet's efficiency and to reduce vehicle downtime and related operating expenses.

Program Structure and Benefits

The following are included with approved membership, ensure to review all applicable benefit details and guidelines:

- Quarterly Credit: Qualify to earn a quarterly credit on all ACDelco qualifying parts purchases. Credit is applied after each calendar quarter has been completed and supplied via the qualifying Authorized ACDelco Canada Distributor.
- No monthly or annual fee; only a quarterly purchase requirement of \$6,500 in ACDelco parts
- Service/Business Training: Access to unlimited online courses covering all course specializations and receive discounts on in-class training
- CONNECTION Internet Parts: Web-based parts ordering tool connected through a local ACDelco distributor.
- Technical Delivery Systems (TDS) subscription - Access to a discounted rate on Service Programming System (SPS2) and GM Service Information (GMSi)
- Key Fleet Newsletter
- Info-Line Support Centre to help with program enquiries

Program Eligibility

- Open only to Canadian Fleet Businesses who maintain and operate 15 or more vehicles or pieces of motorized equipment and services their own fleet in-house
- Install 100 percent of the parts purchased on their own fleet vehicles
- Make ACDelco the KFLT program members' first choice for quality automotive products and purchase a minimum of \$6,500 (before tax and net of returns) in ACDelco products per calendar quarter
- Each ACDelco KFLT member must be sponsored by an ACDelco authorized Canadian Distributor in their area (Sponsor).
- Must currently buy from an authorized Canadian ACDelco Distributor
- Active GM Dealers, jobbers, Independent Service Centres, Retail Service Centres, Warehouse Distributors and any other entities that do not meet the ACDelco definition of Fleet are excluded from participating in this program.
- Enrolment and member approval are required to participate.
- Be approved by an ACDelco Distributor and ACDelco. Approval is required by the indicated sponsoring ACDelco Distributor as well as the applicable ACDelco District Manager. Only one reporting Distributor which is the sponsoring can be reporting. Secondary Distributors are not eligible on this program.
- Individuals must provide their complete business details as part of their enrollment. This includes an owner/main contact, their business name, business email address, business phone number, and business mailing address.

KFLT

KEY FLEET PROGRAM

Registration/Cancellation

- Each Fleet business needs to officially register by completing the registration form provided by their sponsoring Distributor OR ACDelco Representative and approving the ACDelco KFLT agreement. The ACDelco KFLT program member's official registration date will be based on the initial date the registration form was submitted.
- Each KFLT member will be given a 6-digit proprietary ACDelco member account code starting with a 5.
- Each member must be sponsored by an authorized ACDelco Distributor who is required to confirm their sponsorship and membership. There can only be one sponsoring AND reporting Distributor.
- Each ACDelco KFLT member may cancel at any time for any reason, and it is preferred to give notice by the 15th of the month, by completing in full and signing a cancellation form.

Quarterly Credit Qualifications

- All Fleets who are active in the ACDelco Key Fleet (KFLT) Program are eligible to qualify for the ACDelco KFLT Quarterly Rebate.
- Minimum amount of \$6,500 in ACDelco products purchases per calendar quarter to qualify for a rebate.
- When the ACDelco KFLT account purchases ACDelco parts, they can earn a 5% purchase credit (rebate) administered via their ACDelco sponsoring and reporting distributor, with a minimum purchase of \$6,500 during that specific calendar quarter. All rebates are paid directly to the sponsoring Distributor for pass through to the Key Fleet customer.
- Quarters are defined as the following calendar periods: January-March, April-June, July-September, and October-December.
- The 5% credit is applied if the threshold is met and is provided the month following the calendar quarter.
- Only purchases from one (1) authorized Canadian ACDelco Distributor reported via eSmart will qualify for the quarterly credit. Manual reporting will not be available.
- In order to qualify for the quarterly credit, it is mandatory for each ACDelco Distributor to have completed eSmart tagging and authorized the registration for the fleet
- Purchases can be made from only one (1) authorized Canadian ACDelco Distributor, who is noted as the program sponsor. Purchases outside of the one (1) sponsoring Canadian ACDelco Distributor will not be eligible towards the quarterly purchase minimums and earnbacks
- Fleet accounts that purchase less than \$6,500 in ACDelco parts in a calendar quarter will not earn an ACDelco credit for the entire quarter
- If a Fleet account registers for the KFLT Program mid quarter, an average of the active months within the registration quarter will be taken in order to determine the quarterly credit amount.
- If a Fleet account cancels from the KFLT Program mid quarter (within the quarter that has not been paid i.e. they send the cancellation form in March and we are processing the second quarter credits), they will not qualify for a credit. A Fleet account must be an active member for three months within the calendar quarter in order to qualify for a credit.
- Purchases will be assessed monthly and reconciled on a calendar quarterly basis. Each Account will be provided notice if they fall below the minimum monthly and total quarterly purchase requirement. Each account will have the following quarter to reach the target monthly purchase threshold. If the account is unable to meet these purchase requirements, they will be removed from the program.

ACDelco reserves the right to modify or cancel the program at any time in whole or in part for any reason. Active GM and other OE Dealers, Active ACDelco PSC, ACE or RSSP accounts, Specialty Chains, Big Box Retailers as well as Distributors and Jobbers are excluded from participating in this program.