

November 2016



ADI UPDATE

The GM Accessories Newsletter from Southwest ADI

THE TOP SELLERS

MONTHLY DEALER RANKING

These Dealers exceeded 100% of their GM Accessories Sales Objective for **OCTOBER, 2016.**

CUTSHAW CHEVROLET INC, GRAPELAND, TX.....	213.27%	RICHARDSON BROS., INC., FLORESVILLE, TX	115.08%
FRANK KENT COUNTRY, CORSICANA, TX	188.55%	EXCEL CHEVROLET, JEFFERSON, TX	114.84%
BAYTOWN GMC BUICK, BAYTOWN, TX	186.04%	LONE STAR CHEVROLET, FAIRFIELD, TX.....	114.84%
FREEDOM CHEVROLET BUICK, DALLAS, TX.....	182.88%	CLIFTON CHEVROLET, INC., CORRIGAN, TX.....	113.61%
TRADITIONS CHEVROLET, EAST BERNARD, TX.....	168.91%	COVERT CHEVROLET OF, HUTTO, TX	113.48%
AUTONATION CHEVROLET, ENNIS, TX.....	167.68%	TEXANA BUICK GMC, EDNA, TX.....	112.63%
SETH WADLEY CHEVROLET, ADA, OK.....	166.31%	GRANGER CHEVROLET, ORANGE, TX.....	112.45%
RON CARTER CADILLAC, FRIENDSWOOD, TX	164.90%	CLASSIC CHEVROLET BUICK, GALVESTON, TX.....	112.25%
CALDWELL COUNTRY, CALDWELL, TX	160.92%	RATLIFF CHEVROLET-BUICK, LLANO, TX	111.59%
PURSCH MOTORS INC., PLEASANTON, TX	155.78%	PARKWAY CHEVROLET, INC., TOMBALL, TX.....	111.25%
HENSON CHEVROLET BUICK, MADISONVILLE, TX.....	144.63%	BERT OGDEN CHEVROLET, INC., MISSION, TX.....	108.45%
RUSH CHEVROLET, ELGIN, TX.....	141.47%	COLEMAN MOTORS, INC., NEW BOSTON, TX	108.39%
FIESTA CHEVROLET, EDINBURG, TX	141.20%	BRASHER MOTOR COMPANY, WEIMAR, TX.....	107.72%
WRIGHT BUICK GMC, LUFKIN, TX.....	139.87%	CHARLES CLARK CHEVROLET, MC ALLEN, TX.....	106.90%
FRIENDLY CHEVROLET, LTD., DALLAS, TX	138.97%	GULF COAST CHEVROLET, ANGLETON, TX	106.14%
WESLACO MOTORS LP, WESLACO, TX	134.39%	TEAM BONNER CHEVROLET, DENISON, TX	105.81%
MCKINNEY BUICK-GMC, MCKINNEY, TX.....	134.15%	GUNN CHEVROLET, LTD., SELMA, TX	105.81%
ANCIRA BUICK GMC, BOERNE, TX	131.81%	CAPITOL CHEVROLET, INC., AUSTIN, TX.....	105.80%
GABRIEL/JORDAN BUICK GMC, KILGORE, TX	130.73%	REX PERRY AUTOPLEX, NACOGDOCHES, TX	105.26%
LULING CHEVROLET BUICK, LULING, TX.....	129.82%	APPLE-SPORT CHEVROLET, MARLIN, TX	104.93%
BRUCE LOWRIE CHEVROLET, FORT WORTH, TX	127.95%	JIM HOFFPAUIR, INC., LAMPASAS, TX	104.12%
DON DAVIS BUICK GMC, LAKE JACKSON, TX	127.85%	CLASSIC CHEVROLET, SUGAR LAND, TX	103.58%
SEGUIN CHEVROLET, INC., SEGUIN, TX	126.80%	GENTRY CHEVROLET INC, DE QUEEN, AR.....	103.31%
WEST POINT BUICK GMC, HOUSTON, TX	125.73%	JAMES WOOD CHEVROLET, DECATUR, TX	103.25%
TEGELER CHEVROLET INC, INDUSTRY, TX.....	125.69%	COVERT CADILLAC BUICK GMC, AUSTIN, TX	102.93%
GABRIEL/JORDAN CHEVROLET, HENDERSON, TX.....	125.67%	MAC HAIK CHEVROLET, HOUSTON, TX.....	102.57%
ALLEN SAMUELS CHEVROLET, HEARNE, TX	124.21%	CLAY COOLEY CHEVROLET, IRVING, TX.....	102.50%
AUTONATION CHEVROLET, AUSTIN, TX.....	123.17%	CENTRAL HOUSTON CADILLAC, HOUSTON, TX	102.37%
FREEDOM CHEVROLET, SAN ANTONIO, TX	121.08%	CHUCK NASH CHEVROLET, SAN MARCOS, TX.....	102.17%
PREMIER CHEVROLET BUICK, LIVINGSTON, TX.....	120.99%	SISK BUICK, INC., LONGVIEW, TX.....	102.09%
DON ELLIOTT AUTOWORLD, WHARTON, TX	119.38%	TEAGUE CHEVROLET-BUICK, MABANK, TX	101.57%
J. P. HARVEY MOTORS, INC., CLARKSVILLE, TX.....	118.21%	RON CRAFT CHEVROLET, BAYTOWN, TX	101.14%
FRANK KENT CADILLAC, FORT WORTH, TX	116.58%	PATTERSON MOTORS, KILGORE, TX.....	100.98%
JAMES WOOD CHEVROLET, DENTON, TX	116.57%	VARA CHEVROLET, SAN ANTONIO, TX	100.62%
CLASSIC CHEVROLET OF HOUSTON, TX	115.38%		

Southwest ADI
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North Richland Hills, TX 76180



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Fax: (817) 546-0756

YEAR-END (OCTOBER, NOVEMBER & DECEMBER) GM ACCESSORIES DEALER BONUS PROGRAM

CHEVROLET ▪ BUICK ▪ GMC ▪ CADILLAC



- ★ This program is intended to reward those Dealer Managers that most influence Accessory Sales.
- ★ **ENROLLMENT:** All enrollment selections made during the previous 2016 GM Accessories Sales Manager Bonus Programs will automatically carry over for the Q4 2016 Program (October, November and December). Enrollment changes can be made via the GM earnPOWER site, located in GM Global Connect.
- ★ **PROGRAM PERIOD:** October 1, 2016 – January 3, 2017
- ★ **HOW IT WORKS:** To qualify for the Q4 Accessories Bonus Program, your dealership must meet or exceed one of the three bonus levels outlined below:
 1. **LEVEL 1 BONUS: 100% – 109.9% / \$15 per eligible delivery**
Meet or exceed your GM Accessories Sales Objective* for the Q4 2016 Program (October, November and December).
 2. **LEVEL 2 BONUS: 110% – 119.99% / \$20 per eligible delivery**
Meet or exceed your GM Accessories Sales Objective* for the Q4 2016 Program (October, November and December).
 3. **LEVEL 3 BONUS: 120%+ / \$25 per eligible delivery**
Meet or exceed your GM Accessories Sales Objective* for the Q4 2016 Program (October, November and December).

Q4 2016 Year-End Accessories Dealership Bonus	
BONUS LEVEL	ACCESSORIES BONUS PAYOUT
100% -109.99%	\$15/VIN
110% -119.99%	\$20/VIN
120%+	\$25/VIN

* Q4 2016 Accessories Sales Objectives are based on specific criteria. Dealer objectives are determined by combining all divisional objectives within the BAC. Dealers must achieve their cumulative accessory objective for Q4 2016 (October, November and December) to qualify for a payout.

For promotion details, contact your DSM or call us at the number below. For Enrollment or Allocation questions call 877-878-3564.



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A BIG DEAL FOR SMALL BUSINESSES!

**CHEVROLET ACCESSORIES
& GMC ACCESSORIES
CASH ALLOWANCE!**

NEW! 2017 BUSINESS CHOICE OFFERS PROGRAM

Is your customer's vehicle used in the daily operation of his or her business? If so, they may be eligible to receive up to **\$1,200* in FREE ACCESSORIES** to get their new vehicle work-ready!

\$400 Accessories Cash Allowance for:

- 1500 SILVERADO/SIERRA
- COLORADO/CANYON
- CITY EXPRESS
- EXPRESS/SAVANA PASSENGER VAN

Business owners receive \$400 toward their eligible vehicle when a minimum of \$400 of eligible GM Accessories are purchased (excludes labor & installation).

\$1,000 Accessories Cash Allowance for:

- 2500 SILVERADO/SIERRA
- 3500 SILVERADO/SIERRA

Business owners receive \$1,000 toward their eligible vehicle when a minimum of \$1,000 of eligible GM Accessories are purchased (excludes labor & installation).

\$500-\$1,200

Accessories Cash Allowance for:

- EXPRESS/SAVANA CARGO VAN

Business owners receive \$500-\$1,200 toward their eligible vehicle when a minimum of \$500 of eligible GM Accessories are purchased (excludes labor and installation). GM match up to \$1,200 Chevrolet/GMC Cash Allowance, requires a minimum spend of \$500.

IMPORTANT CHANGES to the 2017 BUSINESS CHOICE OFFERS Program:

- ★ Effective October 1, 2016, the part(s) MSRP must meet or exceed the minimum incentive amount to qualify for the Accessory Cash Offer. Labor and installation charges are no longer eligible.
- ★ Chevrolet/GMC Accessories Cash Allowance applies to eligible commercial accessories only. BUSINESS CHOICE OFFERS program terms exclude exterior/interior appearance accessories and certain entertainment accessories.
- ★ Program includes MY 2015-2017 vehicles. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016-17 model year vehicles, take delivery by 1/2/2018.
- ★ The 2017 BUSINESS CHOICE OFFERS program is valid from October 1, 2016, through January 2, 2018, for 2016-17 model year vehicles (January 3, 2017, for 2015 model year vehicles). You must purchase or lease your vehicle during the program period and be prepared to provide proof of your business. To qualify, vehicle must be used in the day-to-day operation of the business and not solely for personal/non-business-related transportation purposes.
- ★ Revised incentive spiff amounts
- ★ NEW "Core Vehicles" in program do not require proof of business ownership (City Express, Savana/Express Cargo Vans)

CONTACT YOUR TSM OR GO TO WWW.GMFLEET.COM FOR FULL PROGRAM DETAILS!



ACCESSORIES



GMC ACCESSORIES



*This program may not be compatible with other offers or incentive programs. Consult with your Chevrolet or GMC Dealer for program compatibility and other restrictions. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering information, consult your Chevrolet or GMC Dealer or visit gmfleet.com.

2017 INCENTIVE POINT SCALE (BASED ON TOTAL PARTS MSRP)

Sales Consultants and Sales Managers take advantage of GM earnPOWER points for each qualifying Chevrolet and GMC Accessories claim submitted within the 2017 BUSINESS CHOICE OFFERS program.

1500 SILVERADO/SIERRA, COLORADO/CANYON, EXPRESS/SAVANA (PASSENGER)

Total Parts MSRP	Sales Consultant	Sales Manager
\$850 - \$1,099	\$25	\$10
\$1,100 - \$1,499	\$50	\$25
\$1,500 - \$1,999	\$125	\$75
\$2,000 & Up	\$175	\$100

2500/3500 SILVERADO/SIERRA, EXPRESS/SAVANA (CARGO)

Total Parts MSRP	Sales Consultant	Sales Manager
\$1,350 - \$1,599	\$25	\$10
\$1,600 - \$1,999	\$50	\$25
\$2,000 - \$2,499	\$125	\$75
\$2,500 & Up	\$175	\$100

SAMPLE PACKAGES (BASED ON TOTAL PARTS MSRP, EXCLUDES INSTALLATION)

SILVERADO/SIERRA 1500



- 6 INCH CHROME ASSIST STEPS (CREW OR DOUBLE CAB)
- BEDLINER (INCLUDES TAILGATE LINER)
- FRONT & REAR PREMIUM ALL-WEATHER FLOOR LINERS

MSRP \$1,195 / CUST CO-PAY \$795 PLUS INSTALL

SALESPERSON 50 EP / SALES MGR. 25 EP

MSRP DOES NOT INCLUDE INSTALLATION.

SILVERADO/SIERRA 2500/3500



- CURT® GOOSENECK HITCH PACKAGE
- 4 INCH BLACK ASSIST STEPS (CREW OR DOUBLE CAB)
- BED STEP
- FRONT & REAR PREMIUM ALL-WEATHER FLOOR LINERS

MSRP \$1,614 / CUST CO-PAY \$614 PLUS INSTALL

SALESPERSON 50 EP / SALES MGR. 25 EP

MSRP DOES NOT INCLUDE INSTALLATION.

SILVERADO/SIERRA 1500



- HARD TRI-FOLD TONNEAU COVER (STD. BOX)
- BED STEP
- FRONT & REAR PREMIUM ALL-WEATHER FLOOR LINERS
- UNDERSEAT STORAGE

MSRP \$1,615 / CUST CO-PAY \$1,215 PLUS INSTALL

SALESPERSON 125 EP / SALES MGR. 75 EP

MSRP DOES NOT INCLUDE INSTALLATION.

SILVERADO/SIERRA 2500/3500



- HARD ROLLING TONNEAU COVER BY REV®
- REV® BOX FOR REV® HARD ROLLING TONNEAU COVER
- TRAILERING MIRRORS

MSRP \$2,053 / CUST CO-PAY \$1,053 PLUS INSTALL

SALESPERSON 125 EP / SALES MGR. 75 EP

MSRP DOES NOT INCLUDE INSTALLATION.

BUSINESS CHOICE OFFERS – ELIGIBLE COMMERCIAL ACCESSORIES



Tonneau Covers¹



Tool Boxes



Storage Solutions



Trailer Hitches²



Utility Racks³



Assist Steps



Cargo Management Solutions⁴



Premium All-Weather Floor Liners



Trailer Mirrors



Splash Guards



Bedliners and Tailgate Liners



Bed Steps

See your Chevrolet or GMC Dealer for full details or visit www.gmfleet.com for a list of eligible Chevrolet and GMC Accessories categories. Chevrolet/GMC Accessories Cash Allowance applies to eligible commercial accessories only. The 2017 BUSINESS CHOICE OFFERS program terms exclude exterior/interior appearance accessories and certain entertainment accessories.

¹ Non-GM warranty. Roll-N-Lock® provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by Roll-N-Lock®, please call (800) 952-7655.

² Non-GM warranty. CURT™ provides a 10-year limited manufacturer's warranty (limited lifetime warranty on selected products). For details on the warranty provided by CURT™ Manufacturing, please call (877) 287-8634.

³ Non-GM warranty. TracRac® a division of Thule®, provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by TracRac®, please call (800) 501-1587.

⁴ Non-GM warranty. EGR® provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by EGR® Incorporated, please call (800) 757-7075.

TRAILERING CAMERA SYSTEM FOR SILVERADO & SIERRA By EchoMaster®



Three Trailing Camera System Package for the Silverado/ Sierra MYLINK 4" and 8" Screens

MSRP \$999 / Dealer Cost \$799.20

Part # 19353504 for GM Trailing Extension Mirror (RPO S40/S4Z/DQS)

Part # 19355213 for Standard Sideview Mirrors (available in Chrome mirror caps)

NOW AVAILABLE FOR LIGHT DUTY MIRRORS!!

Single-Camera Wireless Towing Package for the Silverado/ Sierra MYLINK 4" and 8" Screens

Camera Package includes 1 wireless exterior camera and wiring that integrates with the IntelliLink.

MSRP \$699 / Dealer Cost \$559.20

Part # 19353498

Optional 2.4G Wireless Trailing Camera for the Silverado/ Sierra MYLINK 4" and 8" Screens

OPTIONAL ADD ON 2.4G WIRELESS IR CAMERA FOR USE WITH BLIND SPOT ASSISTANCE TOWING CAMERA P/N 19353504

MSRP \$349 / Dealer Cost \$279.20

Part # 19353510



KEY FEATURES

- Six manual touch-screen menu options
- Multiple vantage points
- Blind spot assistance
- Selectable behind-trailer viewing
- Turn signals automatically activate sideview cameras
- Simultaneous multiple views available on demand

Qty:	Part #
_____	19353504 - 3 Camera Pkg for GM Trailing Extension Mirror
_____	19355213 - 3 Camera Pkg Standard Sideview Mirrors
_____	19353498 - Single Camera Pkg
_____	19353510 - Add-on Interior Camera for 3-Camera Pkg only

The IntelliHaul Trailing Camera System is an Associated Accessory sourced from EchoMaster® an independent supplier, and is not warranted by GM or its dealers. GM is not responsible for the safety or quality of third-party supplier alterations. EchoMaster® provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by EchoMaster® (Power Brand of AAMP Global), please call (866) 766-2267.



PO# _____

Dealership Name and BAC: _____

Manager's Signature: _____

Print Name: _____

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CHEVROLET ILLUMINATED BOWTIE

NEW OFFERING FROM
CHEVROLET
ACCESSORIES!



Light up your Silverado with a glowing Black Bowtie!



Camaro Illuminated Bowtie Emblem - in Black or Gold!

QTY	Accessory	Vehicle	Part #	Dir. Cost	Install	MSRP
	Illuminated Black Grille Bowtie with Black Tailgate Bowtie	2017 Silverado 1500	84129741	\$243.75	1.0 hr.	\$325.00
	Illuminated Black Grille Bowtie with Black Tailgate Bowtie	2017 Silverado 2500HD/3500HD	23385942	\$243.75	1.0 hr.	\$325.00
	Black Illuminated Chevy Bowtie Emblem	2016-17 All-New Camaro	23393028	\$243.75	0.5 hr.	\$325.00
	Illuminated Front Grille Bowtie, Gold with Chrome Surround	2016-17 All-New Camaro	23380121	\$206.25	.75 hr.	\$275.00

PO#: _____

Dealership / BAC: _____

Contact Name: _____



ACCESSORIES

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GET READY FOR WINTER



Front Grille Covers for HD Trucks

Protect your truck this winter with a Front Grille Cover, custom designed to fit your HD Silverado or Sierra.

Vehicle Application / Part Numbers:

- 2015-2017 Sierra HD: #23290143
- 2016-2017 Silverado HD: #23290141
- 2017-2017 Silverado HD High Country: #23290142



**ONLY
\$65⁰⁰ MSRP!**



Dealer Installed Options List (hard adds)

All hard adds included in the MSRP must be supported by dealer invoices and/or repair orders. Dealer installed options are limited to GM Accessories only. If an eligible GM Accessories item(s) is installed on a leased vehicle, the associated dollar amount shown below may be added to the MSRP for residual calculation.

Dealer Installed Option List (Hard Adds) (Items that can be residulized through GM Financial)	
All Soft Tonneau Covers	\$150.00
All Hard Tonneau Covers	\$300.00
One Piece Painted Hard Tonneau	\$450.00
Bed Liner	\$250.00
Cargo Area Protector - Interior Only	\$100.00
Chrome Wheels Upunf to 19"	\$750.00
Wheels over 19"	\$1,500.00
Floor Mat/Liner Set - All Weather or Carpet	\$100.00
Fog Lamps	\$150.00
Headrest DVD Systems	\$700.00
In-Dash Navigation	\$700.00
Navigation Antenna Upgrade	\$400.00
Rear Spoiler	\$150.00
Remote Start	\$150.00
Running Boards / Assist Steps	\$350.00
Trailer Hitch	\$150.00

PREMIUM ALL-WEATHER FLOOR LINERS

ESCALADE • ESCALADE ESV **NEW ACCESSORY!**



Premium All-Weather Floor Liners for 2017 Cadillac Escalade & Escalade ESV



Help keep the floor of your vehicle clean with these Premium All-Weather Floor Liners. Precision designed for maximum carpet coverage, these floor liners feature textures and patterns that enhance foot traction and provide exceptional channeling for dirt, water, snow or mud.



ACCESSORIES

QTY	Accessory	Part #	Dlr. Cost	MSRP
	Premium All-Weather Floor Liners, Jet Black	84073620	\$82.50	\$110.00
	Premium All-Weather Floor Liners, Shale	84073621	\$82.50	\$110.00
	Premium All-Weather Second Row Floor Liners, Jet Black	23237441	\$60.00	\$80.00
	Premium All-Weather Second Row Floor Liners, Shale	23237443	\$60.00	\$80.00

DEALERSHIP NAME: _____ BAC: _____

PACKAGES / QTY: _____ PO: _____

CONTACT NAME: _____

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2017 Escalade featuring Radiant Package LPO PDV

SHINE BRIGHTER.

The 2017 Cadillac Escalade Radiant Package

Great looks are in the details, and the Radiant Package for Escalade delivers. Shine brighter with a choice of two package levels to make your arrival an event.



THE 2017 ESCALADE RADIANT PACKAGE (PDV) INCLUDES:

- A stylish Accessory Grille in Galvano and Silver Mesh (VAT)
- A highly polished, angle-cut Exhaust Tip (VQZ)
- 22-inch, 7-Split-Spoke Chrome Wheels (SES)



PACKAGE PRICES, INSTALLED

For Escalade equipped with standard 22-inch chrome wheels:
\$2,695 MSRP¹

For Escalade 1SA (includes wheels and tires):
\$3,695 MSRP¹

FOR THE COMPLETE LIST OF CADILLAC ACCESSORIES,
SEE YOUR DEALER OR VISIT CADILLAC.COM/ACCESSORIES.

¹ Manufacturer's Suggested Retail Price. Installation included/tax extra. See dealer for details.

Most Cadillac Parts and Accessories sold and installed on a Cadillac vehicle by a Cadillac Dealer or a Cadillac-approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable portion (Bumper-to-Bumper, Powertrain, etc.) of the New Vehicle Limited Warranty. If Cadillac 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. Does not apply to Associated Accessories. See your dealer for details.
October 2016

2017 GMC CANYON

ALL TERRAIN X

TAKING CANYON OFF-ROAD CAPABILITY TO ANOTHER LEVEL



Preproduction model shown with optional equipment. Production model may vary.

For GM dealership personnel use only. Not intended for advertising purposes. GM reserves the right to make changes at any time, without notice, in prices, colors, materials, equipment, features, specifications and availability. Product information is preliminary and reflects approved content at time of publishing.

November 2016: F1

GMC WE ARE PROFESSIONAL GRADE

Premium features. Rugged styling. Enhanced off-road capability. \$1,000 Option Package Discount off the MSRP¹. Available on 4WD SLE Extended or Crew Cabs.

ALL TERRAIN X:

INCLUDES CONTENTS OF THE ALL TERRAIN PACKAGE AND SLE CONVENIENCE PACKAGE, PLUS THESE FEATURES:



17-inch Goodyear Wrangler
DuraTrac® All Terrain Off-Road Tires



All-Weather Floor Liners



Black 3" Round Step Bars



Spray-On Bedliner



AVAILABLE GMC ACCESSORY:
Bed-Mounted Sport Bar

ADDITIONAL CANYON ALL TERRAIN X CONTENT:

- 4-way power front-passenger seat
- 17-inch Dark Argent Metallic cast-aluminum wheels
- All-terrain blackwall tires
- Body-color CornerStep rear bumper
- G80 automatic locking rear differential
- Heated front seats
- Hill Descent Control
- Jet Black/Cobalt Red cloth interior with carbon-fiber inspired accents
- Power lumbar control for driver and front-passenger seats
- Transfer case shield (4WD only)
- Z71® Off-Road Suspension Package

¹The Manufacturer's Suggested Retail Price excludes destination freight charge, tax, title, license, dealer fees and other optional equipment. See your GMC dealer for details.

GMC ACCESSORIES

2017 GMC CANYON NIGHTFALL EDITION

UNIQUE APPEARANCE, UNCOMMON VALUE.



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GMC WE ARE PROFESSIONAL GRADE

October 2016: F1

AVAILABLE NOW!

The 2017 GMC Canyon Nightfall Edition combines dramatic monochromatic exterior styling with functionality and convenience. Available exclusively on Crew Cab SLE models, the Nightfall Edition incorporates sought-after GMC Accessories with premium features at a great value.



CANYON CREW CAB NIGHTFALL EDITION (POU)

Requires Onyx Black exterior and includes all SLE content, plus:

- Monochromatic exterior appearance
 - Black grille (LPD: VAT)
- 18-inch multi-spoke Satin Graphite-painted aluminum wheels (LPD: SKZ)
- Spray-in bedliner (CGN)
- Polished exhaust tip (LPD: VQZ)
- SLE Convenience Package (PCN)
 - Remote start
 - Automatic climate control



GREAT VALUE

The Nightfall Edition Package offers a **\$750 option package discount** off the MSRP¹ making an exceptional looking vehicle even more attractive.

AVAILABLE COLOR

Onyx Black

¹ See your GMC dealer for details.

GMC ACCESSORIES

New Associated Accessories (IBP)

GM Licensed and Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. Warranty information is available on the AIC under Associated Accessories.

3M Scotchgard™ Paint Protection Film – Pro Series

Before driving your pristine Corvette or Camaro off the dealership lot, help protect it with 3M Scotchgard™ Paint Protection Film–Pro Series, one of the very best films on the market today! This remarkable film, manufactured by 3M, is a virtually invisible, extremely tough urethane that is designed specifically to help protect the most vulnerable areas of your vehicle from almost anything the road can throw at it! Non-GM Warranty. Warranty by 3M®. For more information call 1-800-643-0955.

Features/Benefits:

- Scotchgard is a well known, trusted 3M brand
- Self-healing scratch technology
- Patterns are custom fit to your vehicle
- Industry leading scratch and stain resistance
- Seven year warranty
- Easy care



Vehicle	GM Part #	Description	MSRP ¹ (part only)	Estimated Install Time
2016/17 Base and SS Camaro	19352793	Wear & Tear Kit: Film for Door Edge Guards, Door Cups, Trunk Ledge	\$90	0.5 Hours
2016/17 Base Camaro	19352794	Added Protection Kit: Film for Hood, Fenders, Mirrors, Front Bumper	\$499	3 Hours
2016/17 Base Camaro	19352795	Wear & Tear Kit Plus Added Protection Kit	\$539	3.5 Hours
2016/17 SS Camaro	19352796	Added Protection Kit: Film for Hood, Fenders, Mirrors, Front Bumper	\$499	3 Hours
2016/17 SS Camaro	19352797	Wear & Tear Kit Plus Added Protection Kit	\$539	3.5 Hours
2016/17 Corvette Stingray	19352798	Film for Hood, Fenders, Mirrors, Front Bumpers, Door Edge Guards, Door Cups.	\$499	3 Hours
2016/17 Corvette ZO6 and Grand Sport	19352799	Film for Hood, Fenders, Mirrors, Front Bumpers, Door Edge Guards, Door Cups.	\$579	4 Hours



Contact your ADI for availability. Images are for representation purpose only. Actual product may differ.

NEW! Chevrolet Performance Videos

Get up-close and personal with our Chevrolet Performance Accessories in these new videos. Learn what are they, how they work, and why performance enthusiasts love them!



PERFORMANCE
VEHICLES • PARTS • RACING



<https://drive.google.com/file/d/0Bx2zWqskbVbkS2lxVG1vTmVnTGc/view>



<https://drive.google.com/file/d/0Bx2zWqskbVbkNEdWZm1xX2Hlckk/view>



<https://drive.google.com/file/d/0Bx2zWqskbVbkb2Rlam9IdnZnaXc/view>



<https://drive.google.com/file/d/0Bx2zWqskbVbkTHVyOXUxZld4eTA/view>

Business Choice Materials in the AIC

Under the **Sales/Marketing - Programs - Business Choice** section of the AIC, you'll find the following materials to support the new 2017 Business Choice Offers program:

Business Choice Brochures & Training:

- 2017 BC Chevy Dealer Incentive Flyer.pdf
- 2017 BC GMC Dealer Incentive Flyer.pdf
- 2017 BC GMC Program Guide.pdf
- 2017 Business Choice User Manual
- 2017 Chevrolet Accessories Customer Flyer.pdf
- 2017 Chevy Commercial Brochure.pdf
- 2017 GMC Commercial Brochure.pdf

Business Choice Sell Sheets:

- Curt Manufacturing - Sierra Product Summary Sheet.pdf
- Curt Manufacturing - Silverado Product Summary Sheet.pdf
- EGR - Hood and Side Deflector Product Summary Sheet.pdf
- EGR Sierra Product Summary Sheet.pdf
- Fold-a-Cover - Sierra Product Summary Sheet.pdf
- Fold-a-Cover - Silverado Product Summary Sheet.pdf
- Lund - Sierra Product Summary Sheet.pdf
- TracRac - Sierra Aluminum Utility Racks.pdf
- TracRac - Sierra Steel Utility Racks.pdf
- TracRac - Silverado Steel Utility Racks Product Summary Sheet.pdf
- UWS - Sierra Product Summary Sheet.pdf
- UWS - Silverado Product Summary Sheet.pdf

October 2016 Accessories I-OP Labor Codes (alphabetical order)

511302 Accelerator Pedal Cover Package Installation	510432 Liftgate Applique Package Installation
512152 Accessory Tire Package Installation	510102 Locking Gas Cap Package Installation
511072 Air Cleaner Snorkel Installation	512172 Mud Flap Guard Installation
511782 Air Deflector Installation	511242 Multifunction Auxiliary Gauge Package Installation
510372 Ambient Lighting Package Installation	511662 Multimedia Player Interface Module Package Installation
510672 Audio/XM Radio Package Installation	511572 Navigation/Information Package Installation
511652 Auxiliary Audio Interface Module Installation	511542 Oil Pan Skid Plate Package Installation
510752 Auxiliary Radiator Package Installation	511362 Outside Rearview Mirror/Cover Installation
510462 Battery/Charger/Heater Package Installation	510012 Paint Sealant/Protection Installation
511122 Body Decal Kit Installation	511162 Passenger Compartment Air Filter Package Installation
511422 Body Exterior Molding Package Installation	511152 Passenger Compartment Screen Air Deflector Package Installation
511132 Body Side Decal Package Installation	510612 Performance Muffler Exhaust Package Installation
511392 Body Side Molding Insert Package Installation	510282 Personal Audio Link Module Package Installation
512592 Body Side Window Package Installation	512262 Pickup Box Cover Package Installation
510762 Bumper/Bumper Protector Installation	512352 Pickup Box Liner Package Installation
512502 Cargo Box Side Rail Package Installation	512272 Pickup Box Ornamentation Bar Package Installation
511342 Cargo Lamp Kit Installation	512382 Pickup Box Platform Extension Package Installation
511332 Cargo Organizer Package Installation	512232 Pickup Box Tonneau Cover Package Installation
511832 Cargo Partition Package Installation	511432 Rear Bumper Fascia Molding Package Installation
511722 Cellular Telephone Package Installation	512472 Rear Cargo Organizer/Cargo Net Installation
510382 Charge Port Housing Package Installation	511212 Rear Compartment Floor Stowage Compartment Tray Package Installation
511182 Cigarette Lighter Package Installation	512222 Rear Compartment Lid Inner Panel Trim Package Installation
511672 Communication Interface Module Package Installation	512212 Rear End Spoiler Package Installation
510072 Cruise Control Package Installation	512392 Rear Multifunction Carrier Installation
512532 Daytime Running Lamp Kit Installation	510312 Rear Parking Assist Alarm Sensor Package Installation
513352 Disabled Vehicle Warning Triangle Reflector Installation	511222 Rear Seat Floor Filler Trim Panel Installation
512412 Endgate Spoiler Package Installation	510652 Rear Shock Absorber Package Installation
510732 Engine Control Module Kit Installation	511812 Rear Sliding Window Package Installation
510822 Engine Coolant Heater Package Installation	512052 Rear Window Inside Sunshade Kit Installation
510852 Engine Cover Kit Installation	511692 Rearview Driver Information Camera Package Installation
510402 Engine Oil Heater Package Installation	511602 Remote Start/Keyless Entry Transmitter Installation
510252 Engine Performance Data Plate Package Installation	512332 Roll Bar Installation
510702 Engine Wiring Harness Package Installation	512292 Roof Panel Storage Bag Package Installation
510522 Exhaust Tail Pipe Extension Package Installation	511752 Roof Rack/Rail/Panel Installation
511452 Exterior Latch, Handle, or Fuel Door Installation	511872 Running Board Step Package Installation
510792 Fascia Extension/Tow Hook Installation	510042 Seat/Fabric/Leather Protection Installation
510942 Floor Mat Package Installation	511272 Shifter/Parking Brake Handle Installation
512562 Folding Top Cover Package Installation	510632 Shock Tower Brace Installation
511962 Front and Rear Seat Cover Package Installation	511842 Ski Carrier Recreation Package Installation
512112 Front and Rear Side Door Sill Trim Plate Kit Installation	510132 Spare Tire Kit Installation
510662 Front and Rear Suspension Modification Kit Installation	512142 Spare Wheel Cover Package Installation
511032 Front End Cover/Molded Hood Protector Installation	512022 Steering Wheel Package Installation
511202 Front Floor Console Armrest Installation	510352 Stowage Bag Package Installation
510242 Front Floor Console Extension Panel Package Installation	512102 Sunshade Package Installation
512092 Front Floor Illumination Lamp Package Installation	511512 Tail Lamp Guard Package Installation
510972 Front Fog Lamp Package Installation	510142 Tire Air Compressor Installation
511482 Front Grill/Guard Installation	510342 Toolbox Package Installation
512642 Front Seat Back Accessory Tablet Holder Package Installation	512322 Trailer Hitch/Wiring Harness Installation
511992 Front Seat Cushion Heater Kit Installation	510742 Transmission Fluid Auxiliary Cooler Kit Installation
510232 Front Side Door Trim Package Installation	512442 Truck Bed - Bike Chock/Stake Hook/Tie Down Installation
510642 Front Stabilizer Shaft Package Installation	511902 Tubular Assist Step Package Installation
511092 Garage Door Opener Transmitter Package Installation	510582 Turbocharger Kit Installation
511002 Headlamp Kit Installation	510882 Underhood Appearance Package Installation
511492 Headlamp Light Shield Package Installation	512202 Vehicle Appearance Ground Effects Installation
511932 Highway Emergency Package Installation	510192 Vehicle Protective Cover/Lock/Stowage Bag Package Installation
511062 Hood, Hood Insert, or Hood Louver Installation	512082 Vehicle Remote Security Package Installation
512132 Instrument Panel Accessory Bezel Package Installation	512622 Video Disc Player Package Installation
512122 Instrument Panel and Steering Wheel Accessory Trim Package Installation	512632 Video Player Attachment Kit Installation
511102 Instrument Panel Ashtray Package Installation	510162 Wheel Lock Package Installation
511322 Instrument Panel Center Compartment Liner Installation	510912 Wheel Opening Flare/Liner Package Installation
510552 Intake Manifold Package Installation	512652 Wheel/Wheel Cover Installation
510222 Interior Storage Box Package Installation	510262 Windshield Pillar Assist Handle Installation
511762 Ladder Rack Package Installation	511632 Windshield Washer Solvent Heater Package Installation
510492 License Plate Frame Package Installation	

OVER THE RIVER

& Through the Woods

This season, family-friendly accessories should top the list for SUV & crossover customers. These accessories will make holiday travels fun and convenient for the whole family!



TABLET HOLDER
(S1F)



HEADREST DVD SYSTEM
(UJ5)



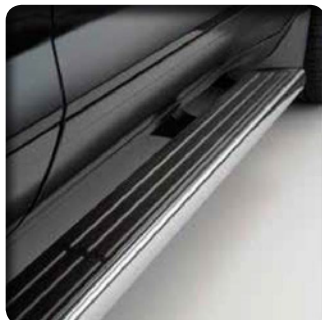
WIRELESS HEADPHONES
(S1V)



(HEATED SEATS)



REMOTE START
(S6P)



ASSIST STEPS
(VQM)



REAR BUMPER PROTECTOR



CARGO ORGANIZER
(RWU)



INTEGRATED CARGO LINER
(CAV)



CARGO NET
(W2D)



ALL-WEATHER FLOOR LINERS
(RIA)



RACKS & CARRIERS