

October 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 **September, 2016.**

EXCEL CHEVROLET, JEFFERSON, TX .....	319.28%	BROWN CHEVROLET COMPANY, DEVINE, TX .....	123.60%	SEGUIN CHEVROLET, INC., SEGUIN, TX .....	106.33%
MIKE SHAW BUICK GMC, ROBSTOWN, TX.....	258.49%	HALL BUICK GMC, TYLER, TX .....	122.34%	FRIENDLY CHEVROLET, LTD., DALLAS, TX.....	106.09%
TRADITIONS CHEVROLET, EAST BERNARD, TX.....	217.69%	WEST POINT BUICK GMC, HOUSTON, TX.....	121.26%	DON HEWLETT CHEVROLET, GEORGETOWN, TX ...	105.74%
WITTE, INC., KARNES CITY, TX .....	194.00%	BERT OGDEN MOTORS, INC., EDINBURG, TX.....	120.83%	CAVENDER CHEVROLET, BOERNE, TX .....	105.35%
J. P. HARVEY MOTORS, INC., CLARKSVILLE, TX .....	193.45%	OVIEDO CHEVROLET-GMC, LA GRANGE, TX.....	120.37%	PRICE CHEVROLET, PLEASANTON, TX .....	104.95%
RATLIFF CHEVROLET-BUICK, LLANO, TX.....	189.92%	FIESTA CHEVROLET, EDINBURG, TX .....	118.21%	JAMES WOOD CHEVROLET, DECATUR, TX .....	104.95%
VARA CHEVROLET, SAN ANTONIO, TX .....	185.12%	HUFFINES CHEVROLET, LEWISVILLE, TX.....	117.19%	LEE HOFFPAUIR CHEVROLET, GOLDTHWAITE, TX .	104.90%
GENTRY CHEVROLET INC, DE QUEEN, AR.....	182.16%	BRUCE LOWRIE CHEVROLET, FORT WORTH, TX.....	116.35%	WILKINSON CHEVROLET, REFUGIO, TX .....	104.67%
FREEDOM CHEVROLET BUICK, DALLAS, TX.....	181.47%	GUNN CHEVROLET, LTD., SELMA, TX .....	114.97%	NYLE MAXWELL GMC, ROUND ROCK, TX .....	104.66%
JIM HOFFPAUIR, INC., LAMPASAS, TX .....	180.49%	BEENE MOTOR SALES, INC, MEXIA, TX.....	114.65%	CHEVROLET BUICK MARBLE, MARBLE FALLS, TX .	104.57%
RUSH CHEVROLET, ELGIN, TX.....	173.93%	LUKE FRUIA MOTORS, BROWNSVILLE, TX .....	114.52%	CLASSIC CHEVROLET OF, HOUSTON, TX.....	103.97%
HOLIDAY CHEVROLET, WHITESBORO, TX .....	160.12%	PATTERSON MOTORS, KILGORE, TX.....	114.43%	JAMES WOOD CHEVROLET-, DENTON, TX .....	103.70%
WESLACO MOTORS LP, WESLACO, TX.....	158.11%	CLIFTON CHEVROLET, INC., CORRIGAN, TX .....	114.35%	BERT OGDEN CHEVROLET, INC., MISSION, TX .....	103.44%
REX PERRY AUTOPLEX, NACOGDOCHES, TX.....	157.52%	ANCIRA BUICK GMC, BOERNE, TX .....	113.28%	CRENWELGE MOTORS, KERRVILLE, TX.....	103.34%
FREEDOM CHEVROLET, SAN ANTONIO, TX .....	157.52%	KOEPP CHEVROLET, INC., LA VERNIA, TX .....	112.83%	CLASSIC CHEVROLET, SUGAR LAND, TX .....	103.33%
HENSON CHEVROLET BUICK, MADISONVILLE, TX .....	150.63%	HENNA CHEVROLET, L.P., AUSTIN, TX .....	112.48%	BOB PRICE CHEVROLET BUICK,	
PARKWAY CHEVROLET, INC., TOMBALL, TX .....	142.48%	TOM BENSON CHEVROLET, SAN ANTONIO, TX .....	111.86%	FREDERICKSBURG, TX.....	103.29%
CALDWELL COUNTRY, CALDWELL, TX .....	140.09%	COVERT CADILLAC BUICK GMC, AUSTIN, TX .....	111.75%	WIESNER BUICK GMC, CONROE, TX .....	102.86%
GARLYN SHELTON CADILLAC, TEMPLE, TX .....	135.26%	CAVENDER CADILLAC, SAN ANTONIO, TX.....	111.73%	COLEMAN MOTORS, INC., NEW BOSTON, TX.....	101.62%
PATRIOT BUICK-GMC, KILLEEN, TX .....	134.78%	JAY HODGE CHEVROLET, SULPHUR SPRINGS, TX..	111.54%	RON CRAFT CHEVROLET, BAYTOWN, TX .....	101.57%
BAYTOWN GMC BUICK, BAYTOWN, TX .....	132.16%	COMMERCE CHEVROLET, COMMERCE, TX.....	110.04%	RON CARTER AUTOLAND, ALVIN, TX .....	101.57%
DEMONTROND CHEVROLET, TEXAS CITY, TX.....	132.00%	MILLER-STARNES CHEVROLET, ROCKDALE, TX.....	109.88%	TEXAN GMC BUICK, HUMBLE, TX.....	101.40%
JK CHEVROLET, NEDERLAND, TX.....	129.97%	DON RINGLER CHEVROLET, TEMPLE, TX .....	109.61%	BROWN CHEVY BUICK GMC OF, EAGLE PASS, TX ..	101.00%
TEAGUE CHEVROLET-BUICK, , MABANK, TX .....	129.57%	ALLEN SAMUELS CHEVROLET, HEARNE, TX.....	109.55%	CLASSIC CHEVROLET BUICK, GALVESTON, TX .....	100.89%
PURSCH MOTORS INC., PLEASANTON, TX.....	129.45%	PIPPEN MOTOR COMPANY, CARTHAGE, TX .....	109.04%	ARANSAS AUTOPLEX, ARANSAS PASS, TX.....	100.27%
COVERT CHEVROLET OF, HUTTO, TX.....	129.35%	ATZENHOFFER CHEVROLET, VICTORIA, TX .....	108.71%	SEWELL CADILLAC, DALLAS, TX .....	100.26%
PREMIER CHEVROLET BUICK, LIVINGSTON, TX.....	126.57%	VALMARK CHEVROLET, NEW BRAUNFELS, TX .....	107.98%	LIVELY CADILLAC GMC, LONGVIEW, TX.....	100.22%
RICHARDSON BROS., INC., FLORESVILLE, TX .....	126.57%	JAMES WOOD BUICK-GMC, DENTON, TX .....	107.86%	MCKINNEY BUICK-GMC, MCKINNEY, TX .....	100.20%
FRIO CHEVROLET, LLC, DILLEY, TX.....	125.93%	GRANGER CHEVROLET, ORANGE, TX.....	107.47%	LONE STAR CHEVROLET, FAIRFIELD, TX.....	100.03%
CAPITOL CHEVROLET, INC., AUSTIN, TX .....	124.83%	BRASHER MOTOR COMPANY, WEIMAR, TX.....	107.00%		
RON CARTER CADILLAC, FRIENDSWOOD, TX .....	124.66%	PETERS CHEVROLET, INC., LONGVIEW, TX .....	106.83%		

Southwest ADI  
6550 Wuliger Way  
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# YEAR-END (OCTOBER, NOVEMBER & DECEMBER) ACCESSORIES SALES MANAGER 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 Sales Manager 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 Sales Manager 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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6550 Wuliger Way  
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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 GM Accessories are installed.

### **\$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 GM Accessories are installed.

### **\$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 GM Accessories are installed. (Chevrolet/GMC match up to \$1,200 Chevrolet/GMC Cash Allowance, requires a minimum spend of \$500.)

#### IMPORTANT CHANGES to the 2017 BUSINESS CHOICE OFFERS Program:

- ★ 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](http://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](http://gmfleet.com).



**BUSINESS CHOICE OFFERS – ELIGIBLE COMMERCIAL ACCESSORIES**



Tonneau Covers<sup>1</sup>



Tool Boxes



Storage Solutions



Trailer Hitches<sup>2</sup>



Utility Racks<sup>3</sup>



Assist Steps



Cargo Management Solutions<sup>4</sup>



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](http://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.

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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.

<sup>4</sup> 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.



## ACCESSORIES

# MAXIMIZE *earn*POWER POINTS WITH COMMERCIAL-GRADE CHEVROLET ACCESSORIES

**RECEIVE GM *earn*POWER POINTS ON ALL SILVERADO, COLORADO, EXPRESS AND CITY EXPRESS ACCESSORIES SOLD WITHIN THE 2017 BUSINESS CHOICE OFFERS PROGRAM<sup>1,2</sup>:**

Official program period:

- For 2015 MY vehicle sales: October 1, 2016–January 3, 2017
- For 2016–2017 MY vehicle sales: October 1, 2016–January 2, 2018

2015–17 TRUCKS		2015–17 VANS	
1500 Silverado Colorado	2500 Silverado 3500 Silverado	Express (Passenger) City Express	Express (Cargo)
\$400 Chevrolet Accessories Cash Allowance <sup>1,2</sup>	\$1,000 Chevrolet Accessories Cash Allowance <sup>1,2</sup>	\$400 Chevrolet Accessories Cash Allowance <sup>1,2</sup>	Chevrolet match up to \$1,200 Chevrolet Accessories Cash Allowance <sup>1,2,3</sup> Requires a minimum spend of \$500 <sup>3</sup>

## 2017 INCENTIVE POINT SCALE (BASED ON TOTAL PARTS MSRP)

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

### 1500 SILVERADO/COLORADO/ EXPRESS (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/EXPRESS (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

### CITY EXPRESS

Total Parts MSRP	Sales Consultant	Sales Manager
\$500–\$600	25	10
\$601–\$700	50	25
\$701–\$800	125	75
\$801 & Up	175	100

<sup>1</sup> Chevrolet Accessories Cash Allowance applies to eligible commercial accessories only. BUSINESS CHOICE OFFERS program terms exclude exterior/interior appearance accessories and certain entertainment accessories. Visit [gmfleet.com](http://gmfleet.com) for the list of eligible Chevrolet Accessories Categories. Not valid with some other offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016–17 model year vehicles, take delivery by 1/2/2018. Amounts include parts only. Labor and installation charges not included. 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. This program may not be compatible with other offers or incentive programs. Consult with your Chevrolet 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 Dealer or visit [gmfleet.com](http://gmfleet.com).

<sup>2</sup> Most Chevrolet Parts and Accessories sold and installed on a Chevrolet vehicle by a Chevrolet Dealer or a Chevrolet-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 Chevrolet 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. Some vehicles are shown with equipment from an independent supplier. GM Licensed and Integrated Business Partner Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations.

<sup>3</sup> Customers will need to spend at least \$500, up to a maximum of \$1,200, in order to be eligible for this allowance. Not valid with all offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016–17 model year vehicles, take delivery by 1/2/2018.

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# GMC ACCESSORIES

## MAXIMIZE *earn*POWER POINTS WITH COMMERCIAL-GRADE GMC ACCESSORIES



### RECEIVE GM *earn*POWER POINTS ON ALL SIERRA, CANYON AND SAVANA ACCESSORIES SOLD WITHIN THE 2017 BUSINESS CHOICE OFFERS PROGRAM<sup>1,2</sup>:

Official program period:

- For 2015 MY vehicle sales: October 1, 2016–January 3, 2017
- For 2016–2017 MY vehicle sales: October 1, 2016–January 2, 2018

2015-17 TRUCKS		2015-17 VANS	
1500 Sierra Canyon	2500 Sierra 3500 Sierra	Savana (Passenger)	Savana (Cargo)
\$400 GMC Accessories Cash Allowance <sup>1,2</sup>	\$1,000 GMC Accessories Cash Allowance <sup>1,2</sup>	\$400 GMC Accessories Cash Allowance <sup>1,2</sup>	GMC match up to \$1,200 GMC Accessories Cash Allowance <sup>1,2,3</sup> Requires a minimum spend of \$500 <sup>3</sup>

### 2017 INCENTIVE POINT SCALE (BASED ON TOTAL PARTS MSRP)

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

#### 1500 SIERRA/CANYON/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 SIERRA/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

<sup>1</sup> GMC Accessories Cash Allowance applies to eligible commercial accessories only. BUSINESS CHOICE OFFERS program terms exclude exterior/interior appearance accessories and certain entertainment accessories. Visit [gmfleet.com](http://gmfleet.com) for the list of eligible GMC Accessories Categories. Not valid with some other offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016-17 model year vehicles, take delivery by 1/2/2018. Amounts include parts only. Labor and installation charges not included. 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. This program may not be compatible with other offers or incentive programs. Consult with your 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 GMC Dealer or visit [gmfleet.com](http://gmfleet.com).

<sup>2</sup> Most GMC Parts and Accessories sold and installed on a GMC vehicle by a GMC Dealer or a GMC-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 GMC 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. Some vehicles are shown with equipment from an independent supplier. GM Licensed and Integrated Business Partner Associated Accessories are covered under the accessory-specific manufacturer's warranty and are not warranted by GM or its dealers. GM is not responsible for the safety or quality of independent supplier alterations.

<sup>3</sup> Customers will need to spend at least \$500, up to a maximum of \$1,200, in order to be eligible for this allowance. Not valid with all offers. See dealer for details. For 2015 model year vehicles, take delivery by 1/3/2017. For 2016-17 model year vehicles, take delivery by 1/2/2018.

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# Chevrolet Silverado & GMC Sierra Bedliner Application Guide



ACCESSORIES

## SILVERADO

YEAR	BED LENGTH	PART NUMBER	RAIL	HEADWALL LOGO	DESCRIPTION
2014-2017 HD 2015-2017	5.8 FT.	23221574	Under	BOWTIE	Upper Tie-Down Cutouts
	6.6 FT.	23221572	Under	BOWTIE	Upper Tie-Down Cutouts
	8.0 FT.	23221571	Under	BOWTIE	Upper Tie-Down Cutouts
2007-2013 HD 2007-2014	5.8 FT.	19203025	Under	GM	Cargo Management System
	6.6 FT.	19203026	Under	GM	Cargo Management System
	8.0 FT.	19203027	Under	GM	Cargo Management System
	5.8 FT.	23424960	Under	GM	Without Cargo Management System
	6.6 FT.	23424959	Under	GM	Without Cargo Management System
	8.0 FT.	23424958	Under	GM	Without Cargo Management System
2004-2006	5.7 FT.	19211655	Under	BOWTIE	Crew Cab
1999-2006	6.5 FT.	19211658	Under	BOWTIE	
	8.0 FT.	19211659	Under	BOWTIE	
	6.5 FT.	19211663	Over	GM	
	8.0 FT.	19211664	Over	GM	

## SIERRA

GMC ACCESSORIES

YEAR	BED LENGTH	PART NUMBER	RAIL	HEADWALL LOGO	DESCRIPTION
2014-2017 HD 2015-2017	5.8 FT.	23221573	Under	GMC	Upper Tie-Down Cutouts
	6.6 FT.	23221570	Under	GMC	Upper Tie-Down Cutouts
	8.0 FT.	23221569	Under	GMC	Upper Tie-Down Cutouts
2007-2013 HD 2007-2014	5.8 FT.	19203025	Under	GM	Cargo Management System
	6.6 FT.	19203026	Under	GM	Cargo Management System
	8.0 FT.	19203027	Under	GM	Cargo Management System
	5.8 FT.	23424960	Under	GM	Without Cargo Management System
	6.6 FT.	23424959	Under	GM	Without Cargo Management System
	8.0 FT.	23424958	Under	GM	Without Cargo Management System
2004-2006	5.7 FT.	19211656	Under	GMC	Crew Cab
1999-2006	6.5 FT.	19211660	Under	GMC	
	8.0 FT.	19211661	Under	GMC	
	6.5 FT.	19211663	Over	GM	
	8.0 FT.	19211664	Over	GM	



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

Three-Camera Package includes Left- and Right-Sideview Mirror Cameras and Trailer-Mounted Camera

MSRP:	\$999
GM Part Number	19353504
Model Years	2014-2017 (LD Full Size Trucks) / 2015-2017 (HD Full Size Trucks)
GM Radios	IO3, IO4, IO5, IO6
GM Side Mirror	GM Trailing Extension Mirror _ (RPO DQS/S4O/S4Z )



### 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

## 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.

*NOTE: Standalone product. Not available as an additional option with PN 19353504.*

MSRP:	\$699
GM Part Number	19353498
Model Years	2014-2017 (LD Full Size Trucks) / 2015-2017 (HD Full Size Trucks)
GM Radios	IO3, IO4, IO5, IO6
GM Side Mirror	GM Trailing Extension Mirror _ (RPO DQS/S4O/S4Z )



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

Includes 1 wireless interior camera to be used only as an additional option with PN 19353504 - Three-Trailing-Camera Package.

MSRP:	\$349
GM Part Number	19353510
Model Years	2014-2017 (LD Full Size Trucks) / 2015-2017 (HD Full Size Trucks)
GM Radios	IO3, IO4, IO5, IO6
GM Side Mirror	GM Trailing Extension Mirror _ (RPO DQS/S4O/S4Z )

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.





# 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.

## LED Interior Light Kit by Vizualogic



Designed for Chevrolet City Express, Chevrolet Express Cargo Vans and GMC Savana, the LED Interior Light Kit by Vizualogic illuminates the cargo area to help make finding cargo, tools or supplies easier. The flexible design allows tailoring the system to specific needs:

- Two 3' LED Cargo Light Strips allow custom positioning for maximum utility
- Multiple switch locations for convenient operation
- Multi-function operation features on/off, timer and dimmer settings
- Included wiring harness for the full-size Express application features an extra connector for adding one light strip in series
- High-output LED lights produce 450 lumens per foot
- All components included for installation



Interior LED Light Strips (2) & Harness - Part # 19354388  
2016 Chevrolet City Express  
MSRP \$219 / 1.5 hr Install Time

Interior LED Light Strips (2) & Harness - Part # 19354389  
2016 GMC Savana Cargo / Chevrolet Express Cargo  
MSRP \$229 / 1.5 hr Install Time



Additional 3' LED Light Strip with Mounting Hardware - Part # 19354390  
2016 GMC Savana Cargo / Chevrolet Express Cargo  
MSRP \$79 / Install Time 0.25 hr

**Sell sheets available on the AIC under Sales/Marketing, Associated Accessories, Chevrolet/GMC, Vizualogic.**

Non-GM warranty. Vizualogic provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by Vizualogic, please call (800) 595-7571.

## Hood Protectors & Side Window Deflectors by Lund® for All-New Acadia, All-New Cruze & Buick Envision



PART #	PART NAME	DESCRIPTION	VEHICLE	MSRP	INSTALL TIME
19354153	Aeroskin™ Hood Protector	Smoke Black	2017 GMC Acadia	\$79	0.3 hr
19354154	Aeroskin™ Hood Protector	Chrome	2017 GMC Acadia	\$149	0.3 hr
19354155	Tape-On Side Window Deflector	Smoke Black	2017 GMC Acadia	\$89	0.4 hr
19354156	Aeroskin™ Hood Protector	Smoke Black	2016–17 All-New Buick Envision	\$79	0.3 hr
19354157	Aeroskin™ Hood Protector	Chrome	2016–17 All-New Buick Envision	\$139	0.3 hr
19354158	Side Window Deflector	Smoke Black	2016–17 All-New Buick Envision	\$89	0.4 hr
19354159	Aeroskin™ Hood Protector	Smoke Black	2016–17 All-New Chevrolet Cruze	\$79	0.3 hr
19354160	Aeroskin™ Hood Protector	Chrome	2016–17 All-New Chevrolet Cruze	\$139	0.3 hr



Non-GM warranty. Lund® provides a 3-year/36,000-mile manufacturer's warranty. For details on the warranty provided by Lund International, please call (800) 241-7219.

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

## Rear Seat Entertainment for 2017 Acadia / Enclave / XT5

The UI7 Color Touch Navigation System with Rear Seat Entertainment (Acadia Limited and Enclave) and the UI4 Color Touch Radio with Rear Seat Entertainment (Enclave) will build out in December of 2016 for US dealers only. This is due to new 2017 CY Federal Regulations for Rear Seat Entertainment Systems. Beginning in 2017, remotes will be required to verbalize and reiterate commands entered by the user.

**The UJ5 LPO Rear Seat DVD Entertainment System and the SIF Universal Tablet Holders (set of two) will remain available at an MSRP of \$1,995 and \$195, respectively.**

To order direct from your ADI:

### **All-New 2017 Acadia**

Rear Seat Entertainment System, Light Ash Gray Cloth	23408413
Rear Seat Entertainment System, Jet Black Cloth	23408414
RSE - Universal Tablet Holder	84141323

### **2017 Buick Enclave**

Rear Seat Entertainment System, Titanium	23139996
Rear-Seat Entertainment System, Ebony Leather	23139997
Rear Seat Entertainment System, Choccachino	23139999
Tablet Holder	23221725

### **2017 Cadillac XT5 Crossover**

RSE - Head Restraint DVD System, Jet Black	23408487
RSE - Head Restraint DVD System, Sahara Beige	23408488
RSE - Head Restraint DVD System, Cirrus	23408489
RSE - Head Restraint DVD System, Carbon Plum	23408491
RSE - Universal Tablet Holder	84141323



## Second Row Floor Liners Now Available for Tahoe & Yukon



Get maximum protection for the rear of your Tahoe or Yukon with Premium All-Weather Rear Floor Liners. The custom design provides precise coverage for better overall interior protection. MSRP \$80.00

- Premium All-Weather Rear Floor Liners, Black Part #23237406
- Premium All-Weather Rear Floor Liners, Cocoa Part #23237407
- Premium All-Weather Rear Floor Liners, Dune Part #23237408



Southwest ADI  
6550 Wuliger Way  
North Richland Hills, TX 76180



Phone: (877) 671-8994  
Local: (817) 546-0750  
Fax: (817) 546-0756



# PREMIUM ALL-WEATHER FLOOR LINERS

## FOR SILVERADO, COLORADO, SUBURBAN, AND TAHOE



Designed specifically for Silverado, Colorado, Suburban and Tahoe, Premium All-Weather Floor Liners offer precision coverage around interior trim, driver pedals, seat tracks and door sills.



### TOP REASONS TO CHOOSE CHEVROLET FLOOR LINERS:

- **Precise Fit**
- **Complete Carpet Coverage**
- **Effective Anchoring System**
- **Easy Overall Removal for Cleaning**
- **Easy-to-Remove Two-Piece Rear Floor Liner**

QTY	Part #	Description	Silverado Dbl. Cab	Silverado Crew Cab	Colorado Ext. Cab	Colorado Crew Cab	Suburban	Tahoe	MSRP
	84073612	Front, Jet Black	X	X			X	X	\$110
	84073613	Front, Cocoa	X	X			X	X	\$110
	23237402	Second Row, Jet Black		X					\$80
	23237403	Second Row, Cocoa		X					\$80
	23237404	Second Row, Jet Black	X						\$80
	23237405	Second Row, Cocoa	X						\$80
	23237406	Rear, Black						X	\$80
	23237407	Rear, Cocoa						X	\$80
	23237408	Rear, Dune						X	\$80
	84056631	Front, Jet Black			X	X			\$100
	23381376	Second Row, Jet Black				X			\$80
	23381382	Second Row, Jet Black			X				\$80

DEALER NAME \_\_\_\_\_ BAC \_\_\_\_\_

P.O.# \_\_\_\_\_ DEALER CONTACT \_\_\_\_\_

Southwest ADI  
6550 Wuliger Way  
North Richland Hills, TX 76180



Phone: (877) 671-8994  
Local: (817) 546-0750  
Fax: (817) 546-0756

# PREMIUM ALL-WEATHER FLOOR LINERS

FOR SIERRA, CANYON, YUKON, YUKON XL & ACADIA



Designed specifically for Sierra, Canyon, Yukon, Yukon XL and the All-New Acadia, Premium **All-Weather Floor Liners** offer precision coverage around interior trim, driver pedals, seat tracks and door sills.

QTY	Part #	Description	Sierra Dbl. Cab	Sierra Crew Cab	Yukon / Yukon XL	Canyon Ext. Cab	Canyon Crew Cab	MSRP
	84073616	Front, Jet Black	X	X	X			\$110
	84073617	Front, Cocoa	X	X	X			\$110
	23237402	Second Row, Jet Black		X				\$80
	23237403	Second Row, Cocoa		X				\$80
	23237404	Second Row, Jet Black	X					\$80
	23237405	Second Row, Cocoa	X					\$80
	23237406	Rear, Black			X			\$80
	23237407	Rear, Cocoa			X			\$80
	23237408	Rear, Dune			X			\$80
	84056628	Front, Jet Black				X	X	\$100
	84056629	Front, Cocoa				X	X	\$100
	23381379	Second Row, Cocoa					X	\$80
	23381385	Second Row, Cocoa				X		\$80
	23381376	Second Row, Jet Black					X	\$80
	23381382	Second Row, Jet Black				X		\$80

2017 ALL-NEW GMC ACADIA			MSRP
	84128105	Front Floor Liners, Gray	\$110
	84128106	Front Floor Liners, Cocoa	\$110
	84128107	Front Floor Liners, Black	\$110
	23356366	Second Row Floor Liners, Gray	\$80
	23356365	Second Row Floor Liners, Cocoa	\$80
	23356364	Second Row Floor Liners, Black	\$80
	23356369	3rd Row With 2nd Row Bench, Gray	\$80
	23356368	3rd Row With 2nd Row Bench, Cocoa	\$80
	23356367	3rd Row With 2nd Row Bench, Black	\$80
	23356372	3rd Row With Pass Through, Gray	\$80
	23356371	3rd Row With Pass Through, Cocoa	\$80
	23356370	3rd Row With Pass Through, Black	\$80



## TOP REASONS TO CHOOSE GMC FLOOR LINERS:

- Precise Fit
- Complete Carpet Coverage
- Effective Anchoring System
- Easy Overall Removal for Cleaning
- Easy-to-Remove Two-Piece Rear Floor Liner

DEALER NAME \_\_\_\_\_ BAC \_\_\_\_\_

P.O.# \_\_\_\_\_ DEALER CONTACT \_\_\_\_\_

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North Richland Hills, TX 76180



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## ACCESSORIES



## 2017 Chevrolet Cruze Sedan Remote Start

By pressing a button on the key fob, the Remote Start system starts your parked vehicle. Great for pre-warming or pre-cooling your vehicle. Seamlessly integrated with your vehicle's anti-theft and remote keyless entry systems. Not compatible with OnStar RemoteLink system. Part #s 84150285 & 84150286

MSRP \$275.00 / Install 0.5 hrs.



## 2017 Chevrolet Malibu Suspension Lowering Kit

Add an element of road handling performance to your vehicle with this Suspension Lowering Kit. Part # 23393264

MSRP \$375.00 / Install 3.5 hrs.



## 2017 Chevrolet Colorado Interior Trim Badge

Dress up your vehicle's interior with this Interior Trim Badge located on the center console featuring the Chevrolet Performance logo. Part # 84152637

MSRP \$60.00 / Install 0.2 hrs.



## BUICK ACCESSORIES



## 2017 Buick LaCrosse Side Air Vents

Add even more style to your vehicle with these sporty Side Air Vents for your front fenders. Available in a variety of colors.

MSRP \$295.00 / Install 2.0 hrs.



## 2017 Buick LaCrosse Custom Molded Cargo Tray

This Custom Molded Cargo Tray helps protect your vehicle's trunk from dirt and spills. It features a heavy-duty, non-skid surface to minimize movement of objects and boasts a raised outer perimeter to help contain dirt and spills. Easy to remove and clean, it's available in Black. Part #26674681 / MSRP \$125



Sleek Molded Assist Steps (VXW) add style & function to the XT5 Crossover.



## Molded Assist Step for XT5 Crossover (VXW)

Dealer Price \$450 ▪ MSRP \$600 PLUS INSTALLATION

The perfect blend of style and function, this attractive set of molded Assist Steps (one for driver's side and one for passenger side) makes it easier to get in and out of your XT5.

Part # 84059167 LPO Code: **VXW**

### TAILOR YOUR XT5:

- (S1R) 20 Inch Wheels, Slurry Polished
- (S1S) 20 Inch Wheels, Pearl Nickel / UBM
- (RWI) Black Ice Bodyside Moldings
- (RXX) Black Ice Rear Liftgate Applique



ACCESSORIES

DEALERSHIP NAME: \_\_\_\_\_ BAC: \_\_\_\_\_

PACKAGES / QTY: \_\_\_\_\_ PO: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

Southwest ADI  
6550 Wuliger Way  
North Richland Hills, TX 76180



Phone: (877) 671-8994  
Local: (817) 546-0750  
Fax: (817) 546-0756



# ACCESSORIES FOR THE NEW BUICK LACROSSE



## CARGO TRAY

This custom molded precision Cargo Tray helps protect your LaCrosse's trunk from dirt and spills. It features a heavy-duty, non-skid surface and boasts a raised outer perimeter to help contain dirt and spills. Available in Black.

PART NO.	COLOR	MSRP <sup>1</sup>
26674681	Black	\$125



## ALL-WEATHER PREMIUM FLOOR MATS

Help preserve the interior of your LaCrosse with these precision-designed Premium All-Weather front and rear Floor Mats. The deep-ribbed pattern collects rain, mud, snow and other debris for easy cleaning, and they feature nubs on the back to help keep them in place. The front mats feature the Buick Tri-Shield logo. Available in Ebony.

PART NO.	COLOR	MSRP <sup>1</sup>
26668491	Black	\$130



## CARGO NET

Keep items secure in the trunk of your LaCrosse with this Cargo Net.

PART NO.	COLOR	MSRP <sup>1</sup>
22795297	Black	\$50



## PREMIUM CARPET FLOOR MATS

With an exact fit for your LaCrosse, these Premium Carpet Floor Mats guard your carpet against the elements. Available in Ebony and Dark Brown.

PART NO.	COLOR	MSRP <sup>1</sup>
26678265	Black	\$180
26668497	Dark Brown	\$180



## FLUSH MOUNT REAR SPOILER

Highlight the sleek appearance of your LaCrosse with this custom-molded low-profile Flush Mount Rear Spoiler. It extends the width of the deck lid and is color-keyed to match the exterior color of your LaCrosse.

PART NO.	COLOR	MSRP <sup>1</sup>
26212625	Quicksilver Metallic	\$315
26212627	Graphite Gray Metallic	\$315
26212629	Pepperdust Metallic	\$315
26212631	Dark Sapphire Blue Metallic	\$315
26212633	Crimson Red Tintcoat	\$315
26212635	Dark Forest Green Metallic	\$315
26212641	White Frost Tricoat	\$315
26212645	Black Onyx	\$315
26212647	Summit White	\$315
26212639	Ebony Twilight Metallic	\$315
26212643	Paint to Match	\$315



## CUSTOM-MOLDED SPLASH GUARDS

Specially designed, with styling features that accent the exterior of your LaCrosse, these custom-molded Splash Guards are custom-designed to fit directly behind the wheels to help protect against tire splash and mud.

PART NO.	COLOR	MSRP <sup>1</sup>
26682598	Quicksilver Metallic	\$200
26682592	Crimson Red Tintcoat	\$200
26682580	White Frost Tricoat	\$200
26684985	Graphite Gray Metallic	\$200
26682586	Ebony Twilight Metallic	\$200



FOR THE COMPLETE LIST OF BUICK ACCESSORIES,  
SEE YOUR DEALER OR VISIT [BUICK.COM/ACCESSORIES](http://BUICK.COM/ACCESSORIES).

<sup>1</sup> Manufacturer's Suggested Retail Price. Tax and installation extra. See dealer for details.

Most Buick parts and accessories sold and installed on a Buick vehicle by a Buick Dealer or a Buick-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 Buick 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.

August 2016



BUICK ACCESSORIES