

CAR DEALS

Rebate and Incentive Programs Currently Offered on New Cars and Light Trucks

A Newsletter Published by the Center for the Study of Services/Consumers' CHECKBOOK

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This is information on deals being offered by car manufacturers as of Tuesday, September 04, 2007.

Manufacturers sometimes offer *customer* rebates directly to the consumer. You can get the rebate as a check in the mail or you can have the dealer credit the rebate immediately as a discount to reduce the price of your car. A dealer will tell you if any *customer* rebates are available, so you don't have to worry about missing out on something you are entitled to.

Another type of deal offered by car makers is *factory-to-dealer* cash incentive programs. In these programs, the manufacturer gives the Dealer a cash payment for every car the dealer sells. Manufacturers sometimes advertise these factory-to-dealer cash incentive programs, but often the programs are secret.

Dealers don't have to tell you about factory-to-dealer cash incentive programs, and a dealer doesn't have to give you any part of the cash incentive payment it receives for selling you a car. Dealers may use these payments for advertising, employee rewards, extra profit, or in other ways. It's up to you to get the dealer to pass all or part of the cash incentive payment along to you. By getting dealers to bid competitively, as we do in our CarBargains service described below, you force the dealer to give you the benefit of the incentive money. The information this report gives you about on-going factory-to-dealer cash incentive programs will enable you to negotiate with the dealer.

Here are some tips on using the *CarDeals* information—

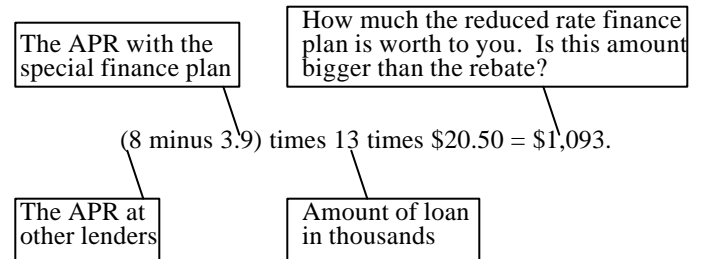
- If you are considering several makes/models of cars that seem roughly comparable in value-for-the-dollar, be sure to check whether one carries a rebate or cash incentive program that will drop its cost. Such a rebate may be just what it takes to make one of the cars the best choice for you.
- Some factory-to-dealer cash incentive programs give dealers larger payments per car as the dealers sell more cars during the program period. Unless otherwise noted, when you see a range in our listing (say, \$400-\$800), this means that a dealer gets more cash if it sells more cars. In some programs, all dealers have the same volume targets. In such programs, you can expect large dealerships to get larger cash payments than small dealers, because the large dealers sell more cars. In other programs, marked with a double asterisk (**) on our listing on the following pages, larger dealerships have to meet higher volume targets in order to qualify for cash than small dealers have to meet, so there's no reason for you to expect to get a better deal at a large dealership.

- If the car you want is part of an incentive program in which payments go up as sales volume goes up, be sure to get prices from several dealerships in hopes of finding one that is at the highest payment level.

- In some programs, a dealer that meets a sales target gets extra cash for all cars sold earlier in a period, before it met the target. Since meeting its target may get the dealer hundreds of dollars for each previously sold car, the dealer might give dramatic discounts as it gets close to its target.

- Although you can get a *customer* rebate in the form of a check from the manufacturer, you may be better off to have the Dealer credit the rebate as a discount to reduce the price of your car; in some states, doing so will reduce your sales tax.

- Some manufacturers offer reduced-rate financing plans as an alternative to a customer cash rebate. These plans are noted in our listing. You must decide whether the rebate or the finance plan is better for you. The answer depends on the size of the rebate, the factory-offered plan's Annual Percentage Rate (APR), the APRs available from other lenders, the amount you'll be borrowing, and how long a period you'll be borrowing for. On a 48-month loan, each percentage point you cut your APR is the equivalent of a car price discount of about \$20.50 per \$1,000 of loan. To illustrate, assume you could get a \$13,000, 48-month loan from a bank at an 8 percent APR, and that the special factory plan's rate is 3.9 percent. The savings from using the factory plan would be estimated as follows:



The information in this CarDeals report will make you better informed. But remember, you still have to get dealers to give you the best possible deal. The only way to do that is to make multiple dealers bid competitively for your business in a carefully structured bidding process. You can do that on your own, but if you want experts to do it for you, you can call our CarBargains service (see below).

The table on the following pages shows factory-to-customer rebates (followed by a "C") and factory-to-dealer cash incentives (followed by a "D"). The programs may apply to 2006, 2007 or 2008 vehicles. The programs run through the date shown in the column marked "End."

CARBARGAINS

A National New Car Shopping Service

The Only Way To Buy A Car

www.carbargains.org

- Make dealers bid for your business
- Be sure you are getting the lowest price
- By-pass hassles and high-pressure sales tactics
- Know that your price reflects all current manufacturer price breaks

- Nonprofit/Pro-Consumer/Independent

- Avoid the need to negotiate
- Money back guarantee

Price for Complete Service: \$190

For information, call **1-800-475-7283**

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
SUBCOMPACTS		
Chevrolet Aveo '06	\$2,250 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Aveo '07	\$500 (C) or Plan 1	9/4
Chevrolet Aveo '08	Plan 1	9/4
Hyundai Accent '07	\$500 (C)	9/4
Kia Rio '06	\$1,000 (C)	9/4
Kia Rio '07	\$500 (C)	9/4
Kia Rio5 '06	\$1,000 (C)	9/4
Kia Rio5 '07	\$500 (C)	9/4
Nissan Versa '07	\$500 (C) or Plan 4	9/4
Volkswagen New Beetle '07	\$750 (D) plus Plan 15	9/4
Volkswagen Rabbit '07	Plan 15	9/4
COMPACT CARS		
Acura TSX '07	\$1,000 (D) plus Plan 17 (may vary by region)	9/4
Acura TSX '08	Plan 17	9/4
Chevrolet Cobalt '06	\$2,750 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Cobalt '07	\$1,000 (C) or Plan 1	9/4
Chevrolet HHR '06	\$2,500 (C) (LS) or \$3,250 (C) (LT) or \$1,000 (C) plus Plan 1	9/4
Chevrolet HHR '07	\$1,500 (C) (LS) or \$2,000 (C) (LT) or Plan 1	9/4
Chrysler PT Cruiser Sedan '07	\$2,000 (C) or \$500 (C) plus Plan 5	9/4
Chrysler PT Cruiser Sedan '08	\$500 (C)	9/4
Dodge Caliber '07	\$500 (C) or Plan 5	9/4
Ford Focus '07	\$2,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Hyundai Elantra '07	\$1,000 (C)	9/4
Jeep Compass '07	\$1,000 (C) (must finance through Chrysler Financial)	9/4
Kia Rondo '07	\$750 (C) or \$500 (C) plus Plan 14	9/4
Kia Spectra '06	\$1,750-\$2,000 (C)	9/4
Kia Spectra '07	\$1,500 (C) or \$1,000 (C) plus Plan 14	9/4
Kia Spectra5 '06	\$1,750-\$2,500 (C)	9/4
Kia Spectra5 '07	\$1,500 (C) or \$1,000 (C) plus Plan 14	9/4
Mazda3 '07	Plan 6 (may vary by region)	9/4
excl. Mazdaspeed		
Mazda3 '08	Plan 6 (may vary by region)	9/4
excl. Mazdaspeed		
Mercedes C230WZ '07	\$2,000 (D)	9/4
Mercedes C280W/C280W4 '07	\$2,500 (D)	9/4
Mercedes C350W/W4/WZ '07	\$4,000 (D)	9/4
Mitsubishi Lancer '06	\$2,000 (C) or Plan 10	10/1
excl. Evolution		
Mitsubishi Lancer '08	Plan 10	10/1
Nissan Sentra '07	\$0-\$1,000 (C) plus Plan 4	9/4
Pontiac Vibe '06	\$2,750 (C) or \$1,000 (C) plus Plan 1	9/4
Pontiac Vibe '07	\$1,000 (C) or Plan 1	9/4
Pontiac Vibe '08	\$500 (C) or Plan 1	9/4
Saab 9-2X '06	\$5,000 (C) or Plan 1	9/4
Saturn Ion '06	\$2,750 (C) or \$1,000 (C) plus Plan 1 (rebate must be used as downpayment)	9/4
Saturn Ion '07	\$1,000 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Subaru Impreza '07	\$1,000 (C) or \$1,000 (C) plus Plan 9 (may vary by region)	9/4
excl. STi, WRX		
Subaru Impreza STi '07	Plan 9 (may vary by region)	9/4
Subaru Impreza WRX	\$750 (C) or \$750 (C) plus Plan 9 (may vary by region)	9/4
excl. Sfi '07		
Subaru Outback Sport '07	\$1,000 (C) or \$1,000 (C) plus Plan 9 (may vary by region)	9/4
Toyota Corolla '07/08	\$500 (C) or Plan 13 (may vary by region)	9/4
Toyota Matrix '07	\$500 (C) (may vary by region)	9/4
Volkswagen New Jetta Sedan '07	\$750 (D) plus Plan 15	9/4
excl. Base, Wolfsburg		

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Volkswagen New Jetta Sedan '07 Base, Wolfsburg	Plan 15	9/4
Volvo S40 '07	\$2,750 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo S40 '08	\$500 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo V50 '07	\$2,750 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo V50 '08	\$500 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
MIDSIZE CARS		
Acura TL '07	\$1,500 (D) or Plan 17	9/4
Acura TL '08	Plan 17	9/4
Buick LaCrosse '06	\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Buick LaCrosse '07	\$1,500 (C) or Plan 1	9/4
Buick LaCrosse '08	\$1,000 (C) or Plan 1	9/4
Cadillac CTS '07	\$3,000 (C) or Plan 1	9/4
excl. CTS-V, Bose Edition		
Cadillac CTS (excl. CTS-V) '06	\$5,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac CTS Bose Edition '07	Plan 1	9/4
excl. CTS-V		
Chevrolet Malibu '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Malibu '07	\$500-\$1,000 (C) or Plan 1	9/4
Chevrolet Malibu Maxx '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Malibu Maxx '07	\$1,000 (C) or Plan 1	9/4
Chrysler Sebring Sedan '07	\$1,000 (C) or \$500 (C) plus Plan 5	9/4
Dodge Avenger '08	\$500 (C) or \$500 (C) plus Plan 5	9/4
Ford Fusion 4-cyl '07	\$1,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Fusion V6 '07	\$2,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Honda Accord '07	\$800-\$2,000 (D) (if dealer reaches preset sales target)	9/4
Hyundai Sonata '07	\$2,500 (C)	9/4
Infiniti M '07	Plan 11	9/4
Kia Optima '06	\$1,200-\$2,500 (C)	9/4
Kia Optima '06.5	\$1,000-\$2,650 (C)	9/4
Kia Optima '07	\$1,500 (C) or Plan 14	9/4
Lincoln MKZ '07	\$2,000 (C) or Plan 3 (may vary by region)	10/1
Mazda6 '07	\$1,750 (C) or Plan 6 (may vary by region)	9/4
Mercedes CLS550 '07	\$5,000 (D)	9/4
Mercedes E320 Bluetec '07	\$2,000 (D)	9/4
Mercedes E350W/W4/S/S4 '07	\$3,000 (D)	9/4
Mercury Milan '07	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Mitsubishi Galant '06	\$2,500 (C) (DE), \$3,000 (C) (SE/ES) or \$4,500 (C) (GTS/LS) or Plan 10	10/1
Mitsubishi Galant '07	\$2,500 (C) or Plan 10	10/1
Mitsubishi Galant '08	\$1,000 (C) or Plan 10	10/1
Nissan Altima (excl. Hybrid) '07	\$500 (C) or Plan 4	9/4
Nissan Altima Hybrid (excl. Coupe) '07	\$1,000 (C) or Plan 4	9/4
Nissan Maxima '07	\$2,000-\$2,500 (C) or \$500 (C) plus Plan 4	9/4
Pontiac G6 '06	\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Pontiac G6 '07	\$1,000-\$1,500 (C) or Plan 1	9/4
Pontiac G6 4-cyl. '08	\$500 (C) or Plan 1	9/4
Pontiac G6 V6 '08	\$1,000 (C) or Plan 1	9/4
Pontiac Grand Prix '06	\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Pontiac Grand Prix '07	\$1,500 (C) or Plan 1	9/4
Pontiac Grand Prix '08	\$1,000 (C) or Plan 1	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Saab 9-3 '07	\$4,000 (C) or Plan 1	9/4
Saab 9-3 2.0T Combi '06	\$6,000 (C) or Plan 1	9/4
Saab 9-3 2.0T Sedan '06	\$4,750 (C) or Plan 1	9/4
Saab 9-3 AERO Sedan '06	\$5,000 (C) or Plan 1	9/4
Saab 9-3 AERO Sport Combi '06	\$7,500 (C) or Plan 1	9/4
Saab 9-5 '07	\$4,000 (C) or Plan 1	9/4
Saab 9-5 Sedan '06	\$8,000 (C) or Plan 1	9/4
Saturn Aura '07 excl. Hybrid	\$1,500 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Saturn Aura '08 excl. Hybrid	\$500 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Subaru Legacy '07	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy '08 2.5i	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy 2.5GT excl. Spec B. '06	\$750 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy 2.5GT, 3.0R excl. Spec B. '08	\$750 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy 2.5i Sedan '06	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy Outback 2.5i Limited Sedan '06	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy Outback LL Bean '07 excl. 3.0 Sedan (with or w/out Navi)	\$1,500 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy Outback LL Bean 3.0 Sedan '07 (with or w/out Navi)	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Legacy Outback i, XT '07 excl. 2.5i Limited Sedan	\$1,500 (C) or Plan 9 (may vary by region)	9/4
Subaru Outback '06 excl. 2.5XT Limited Wgn, 3.0 LL Bean Wgn	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Outback '06 2.5XT Limited Wgn, 3.0 LL Bean Wgn	\$750 (C) or Plan 9 (may vary by region)	9/4
Subaru Outback '08 2.5 XT Limited, 3.0 R L.L.Bean	\$750 (C) or Plan 9 (may vary by region)	9/4
Subaru Outback '08 2.5i (excl. Outback Sport)	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Toyota Solara '07 excl. Convertible	Plan 13 (may vary by region)	9/4
Volkswagen Passat Sedan '07 excl. Base, 2.0T	\$750 (D) plus Plan 15	9/4
Volkswagen Passat Sedan Base, 2.0T '07	\$1,500 (D) plus Plan 15	9/4
Volkswagen Passat Wagon '07 excl. Value Ed., 2.0T	Plan 15	9/4
Volkswagen Passat Wagon '07 Value Ed., 2.0T	Plan 15	9/4
Volvo S60 '07	\$5,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo S60 '08	\$500 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo S80 '07	\$2,000 (D) (may vary by region)	9/4
Volvo V70 '07	\$5,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo V70 Luxury '07	\$4,250 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Volvo XC70 '07	\$5,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo XC70 Adventure '07	\$4,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
LARGE CARS		
Acura RL '07	\$3,500 (D) or \$2,000 (D) plus Plan 17	9/4
Acura RL '08	Plan 17	9/4
Buick Lucerne '06	\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Buick Lucerne '07	\$2,500 (C) or \$1,000 (C) plus Plan 1	9/4
Buick Lucerne '08	\$1,000 (C) or Plan 1	9/4
Cadillac DTS '06	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac DTS '07	\$4,000 (C) or Plan 1	9/4
Cadillac STS '06	\$9,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac STS '07	\$3,000 (C) or Plan 1	9/4
Chevrolet Impala '06	\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Impala '07	\$1,500 (C) or Plan 1	9/4
Chevrolet Impala '08	\$1,000 (C) or Plan 1	9/4
Chevrolet Monte Carlo '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Monte Carlo '07	\$1,000 (C) or Plan 1	9/4
Chrysler 300 '07 excl. 300C, SRT8	\$2,500 (C) or \$500 (C) plus Plan 5	9/4
Chrysler 300 '08 excl. 300C, SRT8	\$500 (C)	9/4
Chrysler 300C '07 excl. SRT8	\$3,500 (C) or \$500 (C) plus Plan 5	9/4
Chrysler 300C '08 excl SRT8	\$1,500 (C)	9/4
Dodge Charger '07 excl. SRT8	\$2,000 (C) or \$500 (C) plus Plan 5	9/4
Dodge Charger Base/SXT '08	\$500 (C)	9/4
Dodge Charger R/T '07 excl. SRT8	\$3,500 (C) or \$500 (C) plus Plan 5	9/4
Dodge Charger R/T '08	\$1,500 (C)	9/4
Dodge Magnum R/T '07	\$3,000 (C) or Plan 5	9/4
Dodge Magnum R/T '08	\$1,500 (C)	9/4
Dodge Magnum SE/SXT '08	\$500 (C)	9/4
Ford Crown Victoria '07	\$2,500 (C) or Plan 3 (may vary by region)	10/1
Ford Taurus '08	\$1,000 (C) or \$1,000 (C) plus plan 3 (may vary by region)	10/1
Hyundai Azera '07	\$1,000 (C)	9/4
Kia Amanti '06	\$4,000 (C)	9/4
Kia Amanti '07	\$1,000 (C) or Plan 14	9/4
Lincoln Town Car '07	\$7,000 (C) or Plan 3 (may vary by region)	10/1
Mercedes R320CDI '07	\$2,000 (D)	9/4
Mercedes R350/R500 '07	\$3,000 (D)	9/4
Mercedes S550V/S550V4/S600V '07	\$4,000 (D)	9/4
Mercury Grand Marquis '07	Plan 3 (may vary by region)	10/1
Mercury Grand Marquis '08	\$4,500 (C) or Plan 3 (may vary by region)	10/1
Mercury Montego '07	\$2,500 (C) or Plan 3 (may vary by region)	10/1
Mercury Sable '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Toyota Avalon '07	Plan 13 (may vary by region)	9/4
SMALL VANS		
Buick Terraza '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Buick Terraza '07	\$500 (C) or Plan 1	9/4
Chevrolet Express '06	\$3,250 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Express '08	\$500 (C) or Plan 1	9/4
Chevrolet Uplander '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Uplander '07	\$500 (C) or Plan 1	9/4
Chevrolet Uplander '08	Plan 1	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Chrysler Town & Country LWB '07	\$4,000 (C) or Plan 5	9/4
Chrysler Town & Country SWB '07	\$3,000 (C) or Plan 5	9/4
Dodge Caravan/Cargo Van SWB '07	\$3,000 (C) or Plan 5	9/4
Dodge Grand Caravan/Cargo Van '07	\$4,000 (C) or Plan 5	9/4
Ford E-Series '07	\$2,000 (C) or Plan 3 (may vary by region)	10/1
Ford Freestar '07	\$5,000 (C) or Plan 3 (may vary by region)	10/1
GMC Savana '06	\$3,250 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Savanna '08	\$500 (C) or Plan 1	9/4
Honda Odyssey '07	\$2,000 (D) or Plan 7	9/4
Hyundai Entourage '07	\$2,000 (C)	9/4
Kia Sedona '06	\$4,000 (C)	9/4
Kia Sedona '07	\$1,000-\$1,500 (C) or Plan 14	9/4
Mazda5 '07	Plan 6 (may vary by region)	9/4
Nissan Quest '07	\$3,000 (C) or Plan 4	9/4
Pontiac Montana SV6 '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Saturn Relay '06	\$3,500 (C) or \$1,000 (C) plus Plan 1 (rebate must be used as downpayment)	9/4
Saturn Relay '07	\$500 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Toyota Sienna '07	\$2,000 (C) or Plan 13 (may vary by region)	9/4
PICKUPS		
Cadillac Escalade EXT '07	\$3,000 (C) or Plan 1	9/4
Chevrolet Avalanche '06	\$7,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Avalanche '07	\$2,000 (C) or Plan 1	9/4
Chevrolet Colorado '06	\$2,500-\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Colorado '07 excl. Reg Cab	\$2,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Colorado Reg Cab '07	\$500 (C) or Plan 1	9/4
Chevrolet Silverado '06	\$5,000-\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Silverado '07 excl. Classic	\$2,000-\$3,500 (C) or Plan 1	9/4
Chevrolet Silverado 2500/3500 '07	\$1,500 (C) or Plan 1	9/4
Chevrolet Silverado Classic '07	\$5,000 (C) or \$1,000 (C) plus Plan 1	9/4
Dodge Dakota '07	\$4,000 (C) or \$1,000 (C) plus Plan 5	9/4
Dodge Dakota '08	\$1,500 (C)	9/4
Dodge Ram 1500 '08	\$3,000 (C)	9/4
Dodge Ram 1500 Mega Cab '07	\$5,000 (C) or Plan 5	9/4
Dodge Ram 1500 Reg/Quad Cab '07 excl. SRT10	\$6,000 (C) or \$1,000 (C) plus Plan 5	9/4
Dodge Ram 2500/3500 '08	\$2,000 (C)	9/4
Dodge Ram 2500/3500 Mega Cab '07	\$3,500 (C) or Plan 5	9/4
Ford F-150 Reg/Super Crew Cab '07	\$4,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford F-150 Super Cab '07	\$4,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford F-SuperDuty '07 incl. Harley Davidson Edition	\$3,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford F-SuperDuty '08 excl. Crew Cab	\$3,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford F-SuperDuty '08 Crew Cab	\$2,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Mustang '08	\$500 (C) or \$500 (C) plus Plan 3 (may vary by region)	10/1

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Ford Ranger '07	\$2,500 (C) or \$1,000 plus Plan 3 (may vary by region)	10/1
Ford Ranger '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford SportTrac '07	\$3,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford SportTrac '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
GMC Canyon '06	\$2,500-\$3,500 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Canyon '07 excl. Reg Cab	\$2,000 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Canyon '08 excl. Reg Cab	\$500 (C) or Plan 1	9/4
GMC Canyon Reg Cab '07	\$500 (C) or Plan 1	9/4
GMC Canyon Reg Cab '08	Plan 1	9/4
GMC Sierra '06	\$5,000-\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Sierra '07 excl. Classic	\$2,000-\$3,500 (C) or Plan 1	9/4
GMC Sierra 1500/2500 '08	\$500 (C) or Plan 1	9/4
GMC Sierra Classic '07	\$5,000 (C) or \$1,000 (C) plus Plan 1	9/4
Honda Ridgeline '07	\$3,500 (D)	9/4
Isuzu i -290 Extended Cab '07	\$3,500 (D) (may vary by region)	10/1
Isuzu i -290 Extended Cab '08	\$2,500 (D) (may vary by region)	10/1
Isuzu i -370 Ext/Crew Cab '07	\$3,500 (D) (may vary by region)	10/1
Isuzu i -370 Ext/Crew Cab '08	\$2,500 (D) (may vary by region)	10/1
Lincoln Mark LT '07	\$5,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Mazda B-Series '07	\$3,000 (C) (may vary by region)	9/4
Mazda B-Series '08	\$1,000 (C) (may vary by region)	9/4
Mitsubishi Raider '06	\$4,500 (C) (2WD) or \$5,500 (C) (4WD) or Plan 10	10/1
Mitsubishi Raider '07	\$4,500 (C) or Plan 10	10/1
Nissan Frontier '07	\$1,250 (C) (4-cyl) or \$2,000 (C) (V6) or Plan 4	9/4
Nissan Titan Crew Cab '07	\$5,000 (C) or Plan 4	9/4
Nissan Titan Crew Cab '08	\$3,500 (C) or Plan 4	9/4
Nissan Titan King Cab '07	\$5,000 (C) or Plan 4	9/4
Nissan Titan King Cab '08	\$2,500 (C) or Plan 4	9/4
Toyota Tacoma '07	Plan 13 (may vary by region)	9/4
Toyota Tundra '07	\$2,500 (C) or Plan 13 (may vary by region)	9/4
SPORT UTILITY VEHICLES		
Acura MDX '07	Plan 17	9/4
Acura MDX '08	Plan 17	9/4
Acura RDX '07	Plan 17	9/4
Acura RDX '08	Plan 17	9/4
Buick Enclave '08	Plan 1	9/4
Buick Rainier '06	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Buick Rainier '07	\$4,000 (C) or Plan 1	9/4
Buick Rendezvous '06	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Buick Rendezvous '07	\$4,000 (C) or Plan 1	9/4
Cadillac Escalade '06	\$7,500 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac Escalade '07	\$3,000 (C) or Plan 1	9/4
Cadillac Escalade ESV '06	\$7,500 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac Escalade ESV '07	\$3,000 (C) or Plan 1	9/4
Cadillac Escalade EXT '06	\$7,500 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac SRX '06	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac SRX '07	\$2,000 (C) or Plan 1	9/4
Chevrolet Equinox '06	\$3,250 (C) or \$1,000 (C) plus Plan 1	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Chevrolet Equinox '07	\$3,000 (C) or Plan 1	9/4
Chevrolet Equinox '08	\$500 (C) or Plan 1	9/4
Chevrolet Suburban '06	\$7,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Suburban '07	\$2,000 (C) or Plan 1	9/4
Chevrolet Tahoe '06	\$7,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Tahoe '07	\$2,000 (C) or Plan 1	9/4
Chevrolet Trailblazer '07	\$4,000 (C) or Plan 1	9/4
Chevrolet Trailblazer(excl.SS) '06 incl. EXT	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chrysler Aspen '07	\$2,000 (C) or \$500 (C) plus Plan 5	9/4
Chrysler Aspen '08	\$1,000 (C)	9/4
Chrysler Pacifica '07	\$3,500 (C) (5 passenger) or \$4,000 (C) (6 passenger) or \$1,000 (C) plus Plan 5	9/4
Chrysler Pacifica '08	\$500 (C) (5 passenger) or \$1,000 (C) (6 passenger)	9/4
Dodge Durango '07	\$4,500 (C) or \$1,000 (C) plus Plan 5	9/4
Dodge Durango '08	\$2,500 (C)	9/4
Dodge Nitro '07	\$1,000 (C) (must finance through Chrysler Financial)	9/4
Ford Edge '07	\$500-\$1,000 (C) or Plan 3 (may vary by region)	10/1
Ford Escape '08	\$1,000 (C) or Plan 3 (may vary by region)	10/1
Ford Expedition '07	\$1,500-\$2,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Expedition '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Explorer '07	\$3,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Explorer '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Ford Taurus X '08	\$1,000 (C) or \$1,000 (C) plus plan 3 (may vary by region)	10/1
GMC Acadia '07	Plan 1	9/4
GMC Acadia '08	Plan 1	9/4
GMC Envoy '06 incl XL, Denali, XL Denali	\$6,000 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Envoy '07 incl. Denali	\$4,000 (C) or Plan 1	9/4
GMC Envoy '08 incl. Denali	\$1,500-\$3,000 (C) or Plan 1	9/4
GMC Yukon '06 incl. Denali	\$7,000 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Yukon '07 incl. Denali	\$2,000 (C) or Plan 1	9/4
GMC Yukon '08 incl. Denali	\$1,000 (C) or Plan 1	9/4
GMC Yukon XL '06 incl. Denali	\$7,000 (C) or \$1,000 (C) plus Plan 1	9/4
GMC Yukon XL '07 incl. Denali	\$2,000 (C) or Plan 1	9/4
GMC Yukon XL '08 incl. Denali	\$1,000 (C) or Plan 1	9/4
Honda Element '07	\$1,000 (D) plus Plan 7	9/4
Honda Pilot '07	\$3,500 (D)	9/4
Hummer H2 '06	\$7,500 (C) (SUT) or \$7,000 (C) (SUV) or \$1,000 (C) plus Plan 1	9/4
Hummer H2 '07	\$3,000 (C) or Plan 1	9/4
Hummer H3 '06	\$4,500 (C) or \$1,000 (C) plus Plan 1	9/4
Hummer H3 '07	\$2,500 (C) or Plan 1	9/4
Hyundai Santa Fe '07	\$1,000 (C)	9/4
Hyundai Tucson '07	\$1,000 (C) (GLS), or \$1,500 (C) (SE, Limited)	9/4
Infiniti FX '08	Plan 11	9/4
Infiniti QX56 '08	Plan 11	9/4
Isuzu Ascender 5 passenger '07	\$6,000 (D) (may vary by region)	10/1
Isuzu Ascender 5 passenger '08	\$4,500 (D) (may vary by region)	10/1
Jeep Commander '07 Limited, Overland	\$4,500 (C) or \$1,000 (C) plus Plan 5	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Jeep Commander '07 Sport	\$4,000 (C) or \$500 (C) plus Plan 5	9/4
Jeep Commander '08 Limited/Overland	\$3,000 (C)	9/4
Jeep Commander Sport '08	\$2,000 (C)	9/4
Jeep Grand Cherokee Laredo '07	\$4,000 (C) or \$500 (C) plus Plan 5	9/4
Jeep Grand Cherokee Limited, Overland (excl. Diesel) '07	\$4,500 (C) or \$1,000 (C) plus Plan 5	9/4
Jeep Grand Cherokee Limited, Overland Diesel '07	\$3,500 (C) or \$1,000 (C) plus Plan 5	9/4
Jeep Grand Cherokee Limited/Overland (Diesel) '08	\$1,000 (C)	9/4
Jeep Grand Cherokee Limited/Overland (Gas) '08	\$3,000 (C)	9/4
Jeep Grand Cherokee Laredo '08	\$2,000 (C)	9/4
Jeep Liberty Limited '07	\$4,500 (C) or \$1,000 (C) plus Plan 5	9/4
Jeep Liberty Sport '07	\$3,500 (C) or Plan 5	9/4
Jeep Patriot '07	\$500 (C)	9/4
Kia Sorento '06	\$4,000 (C)	9/4
Kia Sorento '07	\$1,500-\$2,500 (C) or Plan 14	9/4
Kia Sportage '06	\$2,000 (C)	9/4
Kia Sportage '07	\$1,000 (C) or \$1,000 (C) plus Plan 14	9/4
Land Rover LR2 '08	Plan 20	10/4
Lincoln MKX '07	\$1,000 (C) or Plan 3 (may vary by region)	10/1
Lincoln Navigator '07	\$3,500 (C) or Plan 3 (may vary by region)	10/1
Lincoln Navigator '08	Plan 3 (may vary by region)	10/1
Mazda CX-7 '07	Plan 6 (may vary by region)	9/4
Mazda CX-9 '07	Plan 6 (may vary by region)	9/4
Mazda Tribute '08	\$1,000 (C) or Plan 6 (may vary by region)	9/4
Mercedes GL320 CDI '07	\$2,000 (D)	9/4
Mercedes GL450 '07	\$3,000 (D)	9/4
Mercedes ML320CDI '07	\$2,000 (D)	9/4
Mercedes ML350 '07	\$3,000 (D)	9/4
Mercedes ML500 '07	\$5,000 (D)	9/4
Mercury Mariner '08 excl. Hybrid	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Mercury Mountaineer '07	\$3,500 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Mercury Mountaineer '08	\$1,000 (C) or \$1,000 (C) plus Plan 3 (may vary by region)	10/1
Mitsubishi Endeavor '06	\$5,000 (C) (2WD, 4WD LS) or \$6,000 (C) (4WD Limited) or Plan 10	10/1
Mitsubishi Endeavor '07	\$3,000 (C) (SE) or \$4,000 (C) (LS) or Plan 10	10/1
Mitsubishi Outlander '06	\$1,500 (C) (2WD), \$2,000 (C) (AWD) or Plan 10	10/1
Mitsubishi Outlander '07	\$1,000 (C) (LS), \$500 (C) (ES) or Plan 10	10/1
Nissan Armada '07	\$4,000 (C) or Plan 4	9/4
Nissan Armada '08	\$2,500 (C) or Plan 4	9/4
Nissan Murano '07	\$1,500 (C) or Plan 4	9/4
Nissan Pathfinder '07	\$2,000-\$2,500 (C) or \$500 (C) plus Plan 4	9/4
Nissan Pathfinder '08	\$1,000 (C) or Plan 4	9/4
Nissan Xterra '07	\$2,000-\$2,500 (C) or \$500 (C) plus Plan 4	9/4
Pontiac Torrent '06	\$3,250 (C) or \$1,000 (C) plus Plan 1	9/4
Pontiac Torrent '07	\$3,000 (C) or Plan 1	9/4
Pontiac Torrent '08	\$500 (C) or Plan 1	9/4
Saab 9-7X '06	\$6,000 (C) or Plan 1	9/4
Saab 9-7X '07	\$5,000 (C) or Plan 1	9/4
Saturn Outlook '07	\$1,000 (C) or Plan 1 (rebate must be used as downpayment)	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Saturn Outlook '08	\$500 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Saturn Vue '06	\$3,750 (C) or \$1,000 (C) plus Plan 1 (rebate must be used as downpayment)	9/4
Saturn Vue '07 incl. Hybrid	\$3,000 (C) or \$1,000 (C) plus Plan 1 (rebate must be used as downpayment)	9/4
Saturn Vue '08 excl. Hybrid/Red Line	\$750 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Saturn Vue '08 excl. Hybrid/Red Line	\$750 (C) or Plan 1 (rebate must be used as downpayment)	9/4
Subaru B9 Tribeca '07	\$2,750 (C) or \$2,750 (C) plus Plan 9 (may vary by region)	9/4
Subaru Forester '06 excl. 2.5X	\$500 (C) or Plan 9 (may vary by region)	9/4
Subaru Forester '07 excl. 2.5X Base, Sports 2.5X	\$1,000 (C) or \$1,000 (C) plus Plan 9 (may vary by region)	9/4
Subaru Forester '07 2.5X Base, Sports 2.5X	\$2,000 (C) or \$2,000 (C) plus Plan 9 (may vary by region)	9/4
Subaru Forester '08 excl. 2.5 X	\$500 (C) or Plan 9 (may vary by region)	9/4
Subaru Forester '08 2.5 X	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Forester 2.5X '06	\$1,000 (C) or Plan 9 (may vary by region)	9/4
Subaru Tribeca '08	\$500 (D) plus Plan 9 (may vary by region)	9/4
Toyota 4Runner '07	\$2,500 (C) or Plan 13 (may vary by region)	9/4
Toyota Sequoia '07	\$1,500 (C) or Plan 13 (may vary by region)	9/4
Volkswagen Touareg V10 TDI '07	Plan 15	9/4
Volkswagen Touareg V6 '07	Plan 15	9/4
Volkswagen Touareg V8 '07	Plan 15	9/4
Volvo XC90 '07	\$3,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
Volvo XC90 '08	\$1,000 (D) plus \$0-\$400 (D) (only if financing through Volvo) (may vary by region)	9/4
SPORTY CARS		
Cadillac CTS -V '06	\$5,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac CTS -V '07	\$3,000 (C) or Plan 1	9/4
Cadillac STS -V '06	\$9,000 (C) or \$1,000 (C) plus Plan 1	9/4
Cadillac STS -V '07	\$3,000 (C) or Plan 1	9/4
Cadillac XLR (incl. XLR-V) '06	Plan 1	9/4
Cadillac XLR (incl. XLR-V) '07	\$5,000 (C) or Plan 1	9/4
Chevrolet Corvette '06	\$1,750 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet SSR '06	\$1,000 (C) or \$1,000 (C) plus Plan 1	9/4
Chevrolet Trailblazer SS '07	\$4,000 (C) or Plan 1	9/4
Chrysler PT Cruiser Conv. '07	\$1,500 (C) or \$500 (C) plus Plan 5	9/4
excl. Spring Special		
Chrysler PT Cruiser Conv. '07	\$1,000 (C) or Plan 5	9/4
Spring Special		
Chrysler PT Cruiser Conv. '08	\$500 (C)	9/4
Chrysler Sebring Conv. '08	\$1,500 (C) or \$500 (C) plus Plan 5	9/4
Dodge Magnum SE/SXT '07	\$1,500 (C) or Plan 5	9/4
Ford Mustang '07 excl. Shelby GT, Shelby GT500	\$1,500 (C) or Plan 3 (may vary by region)	10/1
Honda S2000 '07	\$2,000 (D)	9/4
Hyundai Tiburon '07	\$500 (C) (GS) or \$1,000 (C) (GT, SE)	9/4

<i>Model</i>	<i>Cash to Customer (C) or Dealer (D) and/or Finance Plan (plans below)</i>	<i>End</i>
Mazda RX-8 '07	\$2,250 (C) (may vary by region)	9/4
Mazdaspeed 6 '07	\$1,750 (C) or Plan 6 (may vary by region)	9/4
Mercedes CLK350A '07	\$2,500 (D)	9/4
Mercedes CLK350C '07	\$3,000 (D)	9/4
Mercedes CLK550A/CLK550C '07	\$5,000 (D)	9/4
Mercedes E63W '07	\$3,000 (D)	9/4
Mercedes SL550 '07	\$7,500 (D)	9/4
Mercedes SL600 '07	\$10,000 (D)	9/4
Mercedes SLK280/350 '07	\$3,000 (D)	9/4
Mitsubishi Eclipse '06	\$2,000 (C) (GT) or \$1,000 (C) (GS) or Plan 10	10/1
Mitsubishi Eclipse '07 excl. Spyder	\$2,000 (C) or Plan 10	10/1
Mitsubishi Eclipse '08 excl. Spyder	\$500 (C) or Plan 10	10/1
Mitsubishi Eclipse Spyder '07	\$1,000 (C) or Plan 10	10/1
Mitsubishi Eclipse Spyder '08	Plan 10	10/1
Pontiac G5 '07	\$1,000 (C) or Plan 1	9/4
Pontiac G5 '08	\$500 (C) or Plan 1	9/4
Pontiac GTO '06	\$3,000 (C) or \$1,000 (C) plus Plan 1	9/4
Pontiac Solstice '06	\$1,750 (C) or \$1,000 (C) plus Plan 1	9/4
Saab 9-3 Convertible '06	\$6,000 (C) or Plan 1	9/4
Saab 9-3 Convertible '07	\$4,000 (C) or Plan 1	9/4
Volkswagen Eos '07 excl. 3.2L	Plan 15	9/4
Volkswagen GTI '07	\$500 (D) plus Plan 15	9/4
Volkswagen New Beetle Conv. '07	\$750 (D) plus Plan 15	9/4
excl. Triple White		

Finance Plans:	
Plan 1	0.0%-7.9% APR up to 72 mos.
Plan 2	4.9% APR up to 48 mos., 1.9%-5.9% up to 72 mos.
Plan 3	0.0%-3.9% APR up to 36 mos., 0.0%-4.9% up to 48 mos., 0.0%-5.9% up to 60 mos., 0.0%-7.9% up to 72 mos.
Plan 4	0.9%-3.9% APR up to 36 mos., 0.9%-4.9% up to 60 mos., 1.9%-4.9% up to 72 mos.
Plan 5	0.0% APR up to 36 mos., 0.0%-3.9% up to 48 mos., 0.0%-5.9% up to 60 mos., 4.9%-7.9% up to 72 mos.
Plan 6	0.9% APR up to 36 mos., 3.9% up to 48 mos., 4.9% up to 60 mos., 5.9% up to 72 mos.
Plan 7	2.9% APR up to 36 mos., 4.9% APR up to 60 mos.
Plan 8	0.0% APR up to 36 mos., 1.9% up to 48 mos., 2.9% up to 60 mos., 4.9% up to 72 mos.
Plan 9	1.9% APR up to 24 mos.
Plan 10	0.0%-3.9% APR up to 48 mos., 0.0%-4.9% APR up to 60 mos.
Plan 11	2.9% APR up to 36 mos., 4.9% up to 60 mos.
Plan 12	3.9% APR up to 60 mos.
Plan 13	0.0%-3.9% APR up to 36 mos., 0.0%-5.9% up to 48 mos., 0.0%-5.9% up to 60 mos.
Plan 14	2.9%-5.5% APR up to 60 mos., 4.9%-6.5% up to 72 mos.
Plan 15	0.0-6.49% APR up to 36 mos., 2.9%-6.99% up to 48 mos., 4.9%-6.99% up to 60 mos.
Plan 16	5.69% APR up to 60 mos.
Plan 17	2.9% APR up to 36 mos., 4.9% up to 60 mos.
Plan 18	0.0%-4.9% APR up to 48 mos.
Plan 19	0.0% APR up to 24 mos., 1.9% up to 36 mos., 2.9% up to 48 mos., 3.9% up to 60 mos., 4.9% up to 72 mos.
Plan 20	3.9% APR up to 36 mos.

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