

COMMERCIAL UPFIT PROGRAM (UP)

This program is designed to price appropriately for commercial vehicles with Upfits

STRUCTURE GUIDELINES

- ✓ Commercial Upfit program applicable to flat beds, service/utility body, and chassis additions
- ✓ Dealers will be allowed to use 100% of Cost and Labor for vehicle valuation and LTV % when work is performed by an outside party or performed by the dealership
- ✓ Dealer must provide a RO from the company that did the upfit in each contract package showing what the dealer paid when performed by the outside party
- ✓ Dealer must provide the Invoice in each contract package showing the dealers itemized actual cost for parts and labor when performed by the dealership

- Eligible on 690+ FICO Scores only

- Ineligible upfit costs includes but not limited to transportation fees, carpet, undercoating, normal reconditioning expense (brakes, oil changes, new tires, etc)
 - Upfit Cost breakdown subject to review at time of funding for eligibility
 - Vehicles over 6 wheels and 19,500 lb gross vehicle weight are not eligible

PRICING:

- ✓ We add .50% to the base rate on all Upfitted units
- ✓ Dealer should add the NADA Clean trade value + UPFIT value as the total value submitted in DealerTrack or RouteOne for consideration of the loan
- ✓ Dealer should identify in the notes that the vehicle is Upfitted and value is already adjusted

Thank you for your business.
Contact your Dealer Relationship Manager for details.