United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

301.657.1920 ***Washington Area*** ▪ ***410.792.9070*** ***Baltimore Area*** ▪ ***ubs4cars.com*** ***Visit us on the Web***

TABLE OF CONTENTS
2020 UBS DIGITAL PRICE BOOK

2020 UBS DIGITAL PRICE BOOK (20.111) #1-150

2020 BUICK ..... #3-14

2020 Buick Enclave ..... #4-5
2020 Buick Encore ..... #6-7
2020 Buick Envision ..... #8-9
2020 Buick Regal Sportback &GS #10-11
2020 Buick Regal TourX ..... #12-13
2020 Buick Backcover ..... # 14

2020 CHEVROLET ..... #15-48

2020 Chevrolet Blazer ..... #16-18
2020 Chevrolet Bolt ..... #19-20
2020 Chevrolet Camaro ..... #21-25
2020 Chevrolet Colorado ..... #26
2020 Chevrolet Equinox ..... #27-28
2020 Chevrolet Impala ..... #29-30
2020 Chevrolet Malibu ..... #31-33
2020 Chevrolet Sonic ..... #34-35
2020 Chevrolet Spark ..... #36
2020 Chevrolet Suburban ..... #37-39
2108 Chevrolet Tahoe ..... #40-43
2020 Chevrolet Traverse ..... #44-45
2020 Chevrolet Trax ..... #46-47
2020 Chevrolet Backcover ..... #48

2020 FORD ..... #49-62

2020 Ford EcoSport ..... #50-51
2020 Ford Edge 52-53
2020 Ford Escape ..... #54-55
2020 Ford Explorer ..... #56-57
2020 Ford Fusion ..... #58-59
2020 Ford Mustang ..... #60-62

2020 GMC ..... #63-70

2020 GMC Acadia ..... #64-66
2020 GMC Canyon ..... #67
2020 GMC Terrain ..... #68-69
2020 GMC Backcover ..... #70

2020 HONDA ..... #71-82

2020 Honda Accord ..... #72
2020 Honda Civic ..... #73
2020 Honda CR-V ..... #74
2020 Honda Fit ..... #75
2020 Honda HR-V ..... #76
2020 Honda Insight ..... #77
2020 Honda Odyssey ..... #78
2020 Honda Passport ..... #79
2020 Honda Pilot ..... #80
2020 Honda Ridgeline ..... #81
2020 Honda Backcover ..... #82

2020 MAZDA ..... #83-92

2020 Mazda CX-5 ..... #84-85
2020 Mazda CX-9 ..... #86-87
2020 Mazda CX-30 ..... #88
2020 Mazda3 Hatchback&Sedan ... #89-90
2020 Mazda6 Sedan ..... #91
2020 Mazda Backcover ..... #92

2020 MITSUBISHI ..... #93-102

2020 Mitsubishi Eclipse Cross ..... #94-95
2020 Mitsubishi Mirage ..... #96-97
2020 Mitsubishi Outlander PHEV ..... #98
2020 Mitsubishi Outlander Sport . #99-100
2020 Mitsubishi Outlander ..... #101-102

2020 NISSAN ..... #103-114

2020 Nissan 370Z ..... #104
2020 Nissan Altima Sedan ..... #105-106
2020 Nissan Armada ..... #107
2020 Nissan Kicks ..... #108
2020 Nissan Maxima ..... #109
2020 Nissan Murano ..... #110
2020 Nissan Pathfinder ..... #111
2020 Nissan Rogue ..... #112
2020 Nissan Rogue Sport ..... #113
2020 Nissan Backcover ..... #114

2020 SUBARU ..... #115-126

2020 Subaru Ascent ..... #116
2020 Subaru BRZ ..... #117
2020 Subaru Crosstrek ..... #118
2020 Subaru Forester ..... #119-120
2020 Subaru Impreza ..... #121-122
2020 Subaru Legacy ..... #123
2020 Subaru Outback ..... #124
2020 Subaru WRX ..... #125-126

2020 TOYOTA ..... #127-150

2020 Toyota 4Runner ..... #128-129
2020 Toyota Avalon ..... #130-131
2020 Toyota Camry ..... #132-133
2020 Toyota Corolla Hatchback #134-135
2020 Toyota Corolla Sedan ..... #136-137
2020 Toyota Prius Hatchback .... #138-139
2020 Toyota RAV4 ..... #140-141
2020 Toyota Sequoia ..... #142-143
2020 Toyota Sienna ..... #144-145
2020 Toyota Tacoma ..... #146-147
2020 Toyota Tundra ..... #148
2020 Toyota Yaris ..... #149
2020 Toyota Backcover ..... #150

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2020 BUICK

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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Manufacturer rebates and incentives to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.

Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

2020 Buick Enclave

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	ENCLAVE FWD		
4NF56/1SD	Enclave Preferred FWD 4-Door Sport Utility	$ 41,195	$ 40,250
4NB56/1SL	Enclave Essence FWD 4-Door Sport Utility	43,195	42,198
4NC56/1SN	Enclave Premium FWD 4-Door Sport Utility	49,595	48,432
4ND56/1SP	Enclave Avenir FWD 4-Door Sport Utility	54,995	53,691

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	ENCLAVE AWD		
4NH56/1SL	Enclave Essence AWD 4-Door Sport Utility	45,195	44,146
4NJ56/1SN	Enclave Premium AWD 4-Door Sport Utility	51,895	50,672
4NK56/1SP	Enclave Avenir AWD 4-Door Sport Utility	57,295	55,931

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VXW	Assist Steps, Molded (Dealer Installed) [Included with Touring Package (PCI), Hit the Road Package (PCX) and Luxury Package (PCL)]	$ 980	$ 891
IOT	Audio System, Buick Infotainment System with Navigation (Standard on Avenir); on Essence and Premium	495	450

REMEMBER TO ASK ABOUT INCENTIVES.

BN2	Avenir Technology Package Includes Advanced Adaptive Cruise Control, Enhanced Automatic Emergency Braking and Premium Suspension Package (N/A on Essence or Premium); on Avneir	2,095	1,906
VK3	Bracket, Front License Plate	40	36
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability)	70	63
PDG	Cargo Package Includes Cargo Securityy Shade and Vertical Cargo Net (Dealer Installed) (Limited Availability)	195	177
S0M	Door Sill Plates, Illuminated Front (Dealer Installed) (Limited Availability)	325	295
PDF	Floor Liner Package Includes First and Second Row All-Weather Floor Liners, Third Row All-Weather Floor Liner and Integrated Cargo Liner (Dealer Installed) (Limited Availability)	395	359
S03	Headrests, Embroidered Front Row (Dealer Installed) (Limited Availability) (N/A on Preferred or Avenir); on Essence and Premium	185	168

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2020 Buik Enclave (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT (See the UBS Sales Representative for Equipment Application/Restriction and Availability.

MFG CODE		MFG RETAIL	UBS W'SALE
K05	Heater, Engine Block	$ 100	$ 91
PCX	Hit The Road Package Includes Molded Assist Steps (VXW) and Roof Rack Cross Rails (VLL) (Dealer Installed)	1,195	1,087
SR3	Infotainment System, Rear Seat with DVD Player (Dealer Installed) (Limited Availability)	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player (Dealer Installed) (Limited Availability)	1,750	1,592
PDH	Interior Protection Package Includes First and Second Row All-Weather Floor Mats, Third Row All-Weather Floor Mat and All-Weather Cargo Mat (Dealer Installed) (Limited Availability)	270	245
PCL	Luxury Package Includes Chrome Surround Grille with Black Mesh Insert and Molded Assist Steps (VXW) (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	1,425	1,296
C3U	Moonroof, Power Sliding with Fixed Rear Skylight [Included with and Requires Sun and Sights Package (PDW) on Premium] (Standard on Avenir); on Essence	1,400	1,274
GCG	Paint, Champagne Gold Metallic	495	450
GLU	Paint, Dark Moon Blue Metallic (N/A on Avenir); on Preferred, Essence and Premium	495	450
GAN	Paint, Quicksilver Metallic (N/A on Avenir); on Preferred, Essence and Premium	495	450
GPJ	Paint, Red Quartz Tintcoat (N/A on Avenir); on Preferred, Essence and Premium	595	541
GLR	Paint, Rich Garnet Metallic (N/A on Preferred, Essence or Premium); on Avenir	495	450
- - -	Paint, Satin Steel Metallic (G9K), Ebony Twilight Metallic (GB8) and Dark Slate Metallic (GPA); on Preferred, Essence and Premium	495	450
	On Avenir	N/C	N/C
GAZ	Paint, Summit White (N/A on Avenir); on Preferred, Essence and Premium	N/C	N/C
G1W	Paint, White Frost Tri-Coat; on Preferred, Essence and Premium	1,095	996
	On Avenir	600	546
DRZ	Rear Camera Mirror, Inside Rearview with Full Camera Display (N/A on Preferred) [Included with and Requires Surround and Sights Package (PDX) on Premium] (Standard on Avneir); on Essence	825	750
PDY	Roadside Safety Package Includes First Aid Kit and Highway Safety Kit (Dealer Installed) (Limited Availability)	130	118
VLL	Roof Rack Cross Rails (Dealer Installed) [Included with Hit the Road Package (PCX)]	325	296
PEB	Sound and Sites Package Includes Buick Infotainment System with Navigation Audio System (IOT), Bose Performance-Enhanced 10-Speaker System and 120 Volt Power Outlet (N/A on Preferred, Premium or Avenir); on Essence	1,395	1,269
VRV	Splash Guards, Painted Front and Rear (Dealer Installed)	295	268
HCR	Sport Touring Edition Includes 20" Bright Machined Faced Aluminum Wheels with Satin Graphite Painted Pockets, Unique Sport Grille with Body-Color Surround and "Sport Touring" Liftgate Badging (N/A on Preferred, Premium or Avenir); on Essence	1,695	1,542
PDW	Sun and Sights Package Includes 20" Polished Aluminum Wheels (SQ7), Power Sliding Moonroof (C3U) and Buick Infotainment System with Navigation Audio System (IOT) (N/A on Essence or Avenir); on Premium	3,095	2,816
PDX	Surround and Sights Package Includes 20" Polished Aluminum Wheels (SQ7), Rear Camera Mirror (DRZ), HD Surround Vision and Buick Infotainment System with Navigation (IOT) (N/A on Essence or Avenir); on Premium	2,495	2,270
S1F	Tablet Holders, Universal Non Powered Set of 2 for 2nd Row (Dealer Installed) (Limited Availability)	195	177
S1L	Tablet Holders, Universal Powered with 2-USB Power Ports for 2nd Row (Dealer Installed) (Limited Availability)	250	227
PCI	Touring Package Includes 20" Bright Machined Faced Aluminum Wheels with Satin Graphite Painted Pockets (SIT), and Molded Assisst Steps (VXW) (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	2,795	2,543
V92	Trailering Package, 4500 Lb Capacity Includes Heavy Duty Engine Cooling and Trailer Hitch (N/A on Preferred); on Essence, Premium and Avenir	650	592
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability)	75	68
S2N	Wheels, 20" Midnight Silver Painted Aluminum (Dealer Installed) (N/A on Avenir); on Preferred, Essence and Premium	1,400	1,274
SQ7	Wheels, 20" Polished Aluminum [Included with Sun and Sites Package (PDW) and Surround and Sites Package (PDX)] (N/A on Preferred or Avenir); on Essence and Premium	1,400	1,274
SIT	Wheels, Bright Machined Faced Aluminum with Satin Graphite Painted Pockets [Included with Touring Package (PCI)] (N/A on Avenir); on Preferred, Essence and Premium	2,195	1,997

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2020 Buick Encore

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ENCORE FWD		
4JU76/1SB	Encore Preferred Base FWD 4-Door Sport Utility	$ 25,595	$ 25,296
4JU76/1SH	Encore Sport Touring FWD 4-Door Sport Utility	26,795	26,477
4JV76/1SL	Encore Essence FWD 4-Door Sport Utility	30,295	29,921

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	ENCORE AWD		
4JM76/1SB	Encore Preferred Base AWD 4-Door Sport Utility	27,095	26,772
47M76/1SH	Encore Sport Touring AWD 4-Door Sport Utility	28,295	27,953
4JN76/1SL	Encore Essence AWD 4-Door Sport Utility	31,795	31,397

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
SDD	Accessory Carrier Mount Receiver Includes 1 ¼" Receiver for Attaching Bikes/Ski Carriers (Dealer Installed) (Limited Availability)	$ 240	$ 218
PCZ	Active Package Includes Cargo Tray (CAV) and Accessory Carrier Hitch (SDD) [N/A with Interior Protection Package (PDH)] (Dealer Installed)	335	304
VK3	Bracket, Front License Plate	N/C	N/C
VLI	Cargo Mat, Carpeted (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)] [N/A with Active Package (PCZ)	65	59
W2D	Cargo Net (Dealer Installed) (Limited Availability)	70	63
CAV	Cargo Tray, Custom Molded (Dealer Installed) (Limited Availability) [Included with Active Package (PCZ)] [N/A with Buick Interior Protection Package (PDH)]	115	104
BTV	Engine Start, Remote Includes Remote Keyless Entry (Standard on Sport Touring and Essence); on Preferred	300	273
PCJ	Experience Buick Package Includes Buick Infotainment System with Navigation, Power Glass Moonroof (CF5) and 7-Spoke Chromed Aluminum Wheels (Pricing Includes Package Savings) (N/A on Preferred or Sport Touring); on Essence	1,940	1,764
S55	Floor Liners, Premium All-Weather [N/A with Buick Interior Protection Package (PDH) or Road Trip Package (PDA)] (Dealer Installed)	190	172
VAV	Floor Mats, All-Weather Front and Rear (Dealer Installed) [Included with Interior Protection Package (PDH) and Road Trip Package (PDA)]	150	136
KPK	Heater, Oil Pan	100	91

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FACTORY INSTALLED OPTIONAL EQUIPMENT (See the UBS Sales Representative for Equipment Application/Restriction and Availability.

MFG CODE		MFG RETAIL	UBS W'SALE
PDH	Interior Protection Package Includes Color-Keyed Carpeted Cargo Mat (VLI) and All-Weather Front and Rear Floor Mats (VAV) [N/A with Active Package (PCZ) or Road Trip Package (PDA)] (Dealer Installed) (Limited Availability)	$ 190	$ 172
SJ8	Lighting Kit, Front Footwell and Cup Holder (Dealer Installed) (Limited Availability)	515	469
CF5	Moonroof, Power Glass [Included with Experience Buick Package (PCJ)]	900	819
- - -	Paint, Quicksilver Metallic (GAN), Ebony Twilight Metallic (GB0), Winterberry Red Metallic (GCS), Deep Azure Metallic (GUM) or Satin Steel Metallic (GYM) Anthracite Lower Exterior Accent Color	495	450
GAZ	Paint, Summit White Includes Anthracite Lower Exterior Accent Color	N/C	N/C
GP5	Paint, White Frost Tricoat Includes Satin Nickel Metallic Lower Exterior Accent Color.	1,095	996
UQA	Radio Equipment, Bose Premium 7-Speaker System (N/A on Preferred); on Sport Touring and Essence	595	541
PDA	Road Trip Package Includes All-Weather Front and Rear Floor Mats (VAV) and Roof Rack Cross Rails (VLL) [N/A with Interior Protection Package (PDH)] (Dealer Installed)	350	319
VLL	Roof Rack Cross Rails (Dealer Installed) (Limited Availability) [Included with Road Trip Package (PDA)]	265	2413
	VISIT US AT UBS4CARS.COM.		
PCL	Safety Package II Includes Air Ionizer, Rainsense Windshield Wipers, Front and Rear Park Assist, Forward Collision Alert and Lane Departure Warning (N/A on Preferred or Sport Touring); on Essence	940	855
PCW	Safety Package Includes Side Blind Zone Alert; Rear Cross Traffic Alert and 120-Volt Power Outlet (N/A on Essence); on Preferred and Sport Touring	495	450
VRV	Splash Guards, Custom Molded Painted (Dealer Installed) (Limited Availability)	295	268
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability)	75	68
SE4	Wheels, 5-Spoke Midnight Silver Aluminum (Dealer Installed) (Limited Availability) [N/A with Buick Interior Protection Package (PDH)] (N/A on Sport Touring); on Preferred and Essence	1,855	1,688

Understanding the difference

- UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS-trained Sales Representative, and enjoy your new vehicle

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2020 Buick Envision

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ENVISION FWD		
4XR26/1SD	Envision Preferred FWD 4-Door Sport Utility	$ 34,695	$ 33,919
4XS26/1SL	Envision Essence FWD 4-Door Sport Utility	36,995	36,159

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	ENVISION AWD		
4XY26/1SD	Envision Preferred AWD 4-Door Sport Utility	36,445	35,624
4XZ26/1SL	Envision Essence AWD 4-Door Sport Utility	38,745	37,864
4XT26/1SN	Envision Premium I AWD 4-Door Sport Utility	41,895	40,932
4XU26/1SP	Envision Premium II AWD 4-Door Sport Utility	44,795	43,756

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
PCZ	Active Package Includes Integrated Cargo Liner (CAV) and Trailering Package (SDE) [N/A with Protective Seat Cover (S6W)] (Dealer Installed) (Limited Availability)	$ 695	$ 632
PCX	Appearance Package (N/A on Preferred or Essence); on Premium	1895	1,724
VXW	Assist Steps, Body Color Molded (Dealer Installed)	800	728

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I06	Audio System, Buick Infotainment System with Navigation (N/A on Preferred) (Standard on Premium II); on Essence and Premium I	495	450
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
CAV	Cargo Liner, Integrated (Dealer Installed) (Limited Availability)	160	145
PDD	Cargo Package Includes Cargo Shade and Cargo Net (Dealer Installed) (Limited Availability)	225	204
KSG	Driver Confidence Package Includes Adaptive Cruise Control, Surround Vision and Front Automatic Braking (N/A on Preferred, Essence or Premium I); on Premium II	1,545	1,405
RIA	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [N/A with Interior Luxury Package (PCK), Buick Interior Protection Package (PDH) or Road Trip Package (PDA)]	210	191
PCK	Interior Luxury Package Includes Illuminated Front Door Sill Plates and Premium Carpeted Floor Mats [N/A with Buick Interior Protection Package (PDH)] (Dealer Installed) (Limited Availability)	565	514

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2020 Buick Envision (Continued

FACTORY INSTALLED OPTIONAL EQUIPMENT (See the UBS Sales Representative for Equipment Application/Restriction and Availability.

MFG CODE		MFG RETAIL	UBS W'SALE
PDH	Interior Protection Package, Buick Includes All-Weather Cargo Mat and All-Weather Floor Mats [N/A with Interior Luxury Package (PCK) or Road Trip Package (PDA)] (Dealer Installed) (Limited Availability)	$ 210	$ 191
C3U	Moonroof, Power Panoramic Tilt-Sliding	1,495	1,360
- - -	Paint, Expresso Metallic (G4F), Dark Moon Blue Metallic (G59), Chili Red Metallic (G8B), Ebony Twilight Metallic (GB8), Satin Steel Metallic (GIR) or Bronze Alloy Metallic (GWX)	495	450
GAZ	Paint, Summit White (N/A on Preferred); on Essence and Premium	N/C	N/C
PDA	Road Trip Package Includes All-Weather Floor Mats and Roof Rack Cross Rails (VLL) (Dealer Installed) (Limited Availability) [N/A with Buick Interior Protection Package (PDH)] (N/A on Preferred); on Essence and Premium	390	355
PDY	Roadside Safety Package Includes First Aid Kit and Highway Safety Kit (Dealer Installed) (Limited Availability)	130	118
VLL	Roof Rack Cross Rails (Dealer Installed) (N/A on Preferred); on Essence and Premium	275	250
S6W	Seat Cover, Protective (Dealer Installed) (Limited Availability) [N/A with Active Package (PCZ)]	260	236
S1L	Tablet Holder, Universal, Powered with 2 Integrated USB Ports for 2nd Row (Dealer Installed) (Limited Availability)	250	227
S1F	Tablet Holder, Universal, Set of 2 for 2nd Row (Dealer Installed) (Limited Availability)	195	177
SFE	Wheel Locks (Dealer Installed)	75	68
SEF	Wheels, Bright Aluminum with Midnight Silver Pockets (N/A on FWD); on AWD	1,395	1,269

BALTIMORE: 410-792-9070
WASHINGTON: 301-657-1920

Understanding the difference

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- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

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SAVE WITH UBS

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Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

Manufacturer rebates *and* ***incentives*** *to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.*

2020 Buick Regal Sportback & Regal GS

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	REGAL SPORTBACK FWD		
4ZW68/1SB	Regal Sportback Preferred Base FWD 4-Door Sedan	$ 28,895	$ 28,542
4ZY68/1SL	Regal Sportback Essence FWD 4-Door Sedan	32,695	32,287
4ZY68/1SU	Regal Sportback Avenir FWD 4-Door Sedan	36,695	36,217
	REGAL SPORTBACK AWD		
4ZH68/1SL	Regal Sportback Essence AWD 4-Door Sedan	34,795	34,347
	REGAL GS AWD		
4GF68/1SX	Regal GS AWD 4-Door Sedan	39,995	39,464

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
BAQ	Appearance Package (N/A on Preferred, Essence on Avenir); on GS	$ 485	$ 441
VK3	Bracket, Front License Plate	40	36
WH6	Cargo Net, Floor Mounted (Dealer Installed) (Limited Availability)	70	63
RWU	Cargo Organizer (Dealer Installed) (Limited Availability)	140	127
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH), Weather Protection Package (PDE) and Summer/Winter Package (PDG)]	145	131
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability)	395	359
B26	Driver Confidence Package #1 Includes LED Headlamps with Automatic Leveling, Cornering Lamps, Rear Park Assist, Rear Cross-Traffic Alert and Lane Change Alert with Side Blind Zone Alert; on Preferred also Includes 18" Wheels and 245/45R-18 Tires	1,245	1,132
	On Essence also Includes Memory Package, Wireless Charging, 4-Way Driver and Passenger Lumbar Seat Adjusters and Automatic Day/Night Outside Driver's Mirror	1,580	1,437
BGP	Driver's Confidence Package #2 Includes Adaptive Cruise Control, Following Distance Indicator, Forward Collision Alert, Enhanced Automatic Emergency Braking, Lane Keep Assist and Front Pedestrian Braking [Requires Driver's Confidence Package #1 (B26) on Essence] (N/A on Preferred); on Essence and Avenir	1,090	991
	On GS also Includes Head-Up Display	1,690	1,537
RYT	First Aid Kit (Dealer Installed) (Limited Availability)	55	50

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VAV	Floor Mats, All Weather (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH), Weather Protection Package (PDE) and Summer/Winter Package (PDG)] .	$ 150	$ 136
RZ1	Floor Mats, Premium Carpeted Front and Rear (Dealer Installed) (Limited Availability) [Included with Summer/Winter Package (PDG)] [Included with and Requires Summer/Winter Package (PDG) on Avenir] (N/A on GS); on Preferred and Essence	135	122
KO5	Heater, Engine Block	100	91
SO8	Highway Safety Kit (Dealer Installed) (Limited Availability)	105	95
CF5	Moonroof, Power Tilt-Sliding with Sunshade	1,000	910
GB9	Paint, Ebony Twilight Metallic; on Preferred, Essence and GS	495	450
	On Avenir	N/C	N/C
GAN	Paint, Quicksilver Metallic (N/A on Avenir)	495	450
	Paint, Rioja Red Metallic (GOY), Dark Moon Blue Metallic (GDX) or Satin Steel Metallic (GF6) (N/A on GS); on Preferred and Essence	495	450
	On Avenir	N/C	N/C
GG7	Paint, Sport Red (N/A on Preferred, Essence and Avenir); on GS	N/C	N/C
GAZ	Paint, Summit White (N/A on Avenir or GS)	N/C	N/C
GP6	Paint, White Frost Tricoat; on Preferred, Essence and GS	1,095	996
	On Avenir	600	546
SBZ	Pedal Covers, Sport (Dealer Installed) (Limited Availability) (N/A on GS)	175	159
PDH	Protection Package, Interior Includes Cargo Tray (CAV) and All-Weather Front and Rear Floor Mats (VAV) (Dealer Installed) (Limited Availability)	220	200
S6P	Remote Start Kit (N/A on Essence, Avenir or GS); on Preferred	325	295
WPY	Sights & Sounds Package Includes Buick Infotainment System with Navigation, 8" Diagonal Color Touch Screen, Bose Premium 8-Speaker System and HD Radio (Standard on Avenir); on Preferred also Includes Remote Vehicle Starter System and 4.2" Multi-Color Enhanced Display.	1,720	1,565
	On Essence and GS	945	859
VQK	Splash Guards, Front and Rear Molded (Dealer Installed) (Limited Availability) (N/A on GS) . .	180	163
B5Z	ST Appearance Package; on Essence	295	268
PDG	Summer/Winter Package Includes Cargo Tray (CAV), All Weather Floor Mats (VAV) and Premium Carpeted Front and Rear Floor Mats (RZ1) (N/A on GS)	360	327
SIF	Tablet Holder, Universal (Dealer Installed) (Limited Availability)	115	104
	VISIT US AT UBS4CARS.COM.		
PDE	Weather Protection Package Includes Cargo Tray (CAV), All Weather Floor Mats (VAV) and Front and Rear Molded Splash Guards (VQK) (Dealer Installed) (Limited Availability) (N/A on GS)	415	377
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	68	75

Understanding the difference

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What to do

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2020 Buick Regal TourX

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	REGAL TOURX		
4ZW35/1SB	Regal TourX Preferred AWD 4-Door Wagon	$ 34,795	$ 34,517
4ZY35/1SL	Regal TourX Essence AWD 4-Door Wagon	39,995	39,660

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
B26	Driver Confidence Package #1 Includes LED Headlamps with Automatic Leveling, Cornering Lamps, Rear Park Assist, Rear Cross-Traffic Alert and Lane Change Alert with Side Blind Zone Alert; on Preferred	$ 1,240	$ 1,128
	On Essence also Includes Memory Package, Wireless Charging, 4-Way Driver and Passenger Lumbar Seat Adjusters, Rear Cargo Management Storage (ANY) Heated Outside Mirrors and Power Adjustable Automatic Day/Night Outside Driver's Mirror	1,725	1,569
WPY	Sights & Sounds Package Includes Buick Infotainment System with Navigation, Bose Premium 8-Speaker System and HD Radio; on Preferred also Includes Remote Vehicle Starter System and 4.2" Multi-Color Enhanced Display	1,870	1,701
	On Essence	1,095	996
VAV	Floor Mats, All Weather (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH), Weather Protection Package (PDE) and Summer/Winter Package (PDG)]	150	136
RZ1	Floor Mats, Premium Carpeted Front and Rear (Dealer Installed) (Limited Availability) [Included with Summer/Winter Package (PDG)]	135	122
PDH	Protection Package, Interior Includes Cargo Tray (CAV) and All-Weather Front and Rear Floor Mats (VAV) (Dealer Installed) (Limited Availability)	220	200
RWU	Cargo Organizer (Dealer Installed) (Limited Availability)	140	127
WH6	Cargo Net, Floor Mounted (Dealer Installed) (Limited Availability)	70	63
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [Included with Protection Package (PDH), Weather Protection Package (PDE) and Summer/Winter Package (PDG)]	145	131
RYT	First Aid Kit (Dealer Installed) (Limited Availability)	55	50
SO8	Highway Safety Kit (Dealer Installed) (Limited Availability)	105	95
S6P	Remote Start Kit (N/A on Essence); on Preferred	325	295
PDG	Summer/Winter Package Includes Cargo Tray (CAV), All Weather Floor Mats (VAV) and Premium Carpeted Front and Rear Floor Mats (RZ1)	360	327
SBZ	Pedal Covers, Sport (Dealer Installed) (Limited Availability)	175	159

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
SIF	Tablet Holder, Universal (Dealer Installed) (Limited Availability)	$ 115	$ 104
	VISIT US AT UBS4CARS.COM.		
CF5	Moonroof, Power Tilt-Sliding with Power Sunshade	1,200	1,092
VK3	Bracket, Front License Plate	40	36
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability)	395	359
5VJ	Cross Rails, Roof (Dealer Installed) (Limited Availability)	315	286
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
KO5	Heater, Engine Block	100	91
BGP	Driver's Confidence Package #2 Includes Adaptive Cruise Control, Following Distance Indicator, Forward Collision Alert, Enhanced Automatic Emergency Braking, Lane Keep Assist and Front Pedestrian Braking [Requires Driver's Confidence Package #1] (N/A on Preferred); on Essence	1,190	1,082
- - -	Paint, Rioja Red Metallic (GOY), Quicksilver Metallic (GAN), Ebony Twilight Metallic (GB9), Dark Moon Blue Metallic (GDX) or Satin Steel Metallic (GF6)	495	450
- - -	Paint, Summit White (GAZ) or Sport Red (GG7)	N/C	N/C
GP6	Paint, White Frost Tricoat	1,095	996

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

301.657.1920 ***Washington Area*** ▪ ***410.792.9070*** ***Baltimore Area*** ▪ ***ubs4cars.com*** ***Visit us on the Web***

2020 CHEVROLET

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

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2020 Chevrolet Blazer

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE
	BLAZER FRONT WHEEL DRIVE		
1NK26/1LT	Blazer 1LT FWD 4-Door Sport Utility	$ 33,495	$ 32,775
1NK26/2LT	Blazer 2LT FWD 4-Door Sport Utility	33,995	33,262
1NK26/3LT	Blazer 3LT FWD 4-Door Sport Utility	38,195	37,353
1NL26/1RS	Blazer RS FWD 4-Door Sport Utility	41,795	40,859
1NM26/0HD	Blazer Premier FWD 4-Door Sport Utility	43,895	42,905

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	BLAZER ALL WHEEL DRIVE		
1NR26/2LT	Blazer 2LT AWD 4-Door Sport Utility	35,995	35,210
1NR26/3LT	Blazer 3LT AWD 4-Door Sport Utility	40,195	39,301
1NS26/1RS	Blazer RS AWD 4-Door Sport Utility	44,695	43,684
1NT26/0HD	Blazer Premier AWD 4-Door Sport Utility	46,795	45,729

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability) [Included with Hit The Road Package (PCX)]	$ 795	$ 723
VK3	Bracket, Front License Plate	40	36
PDL	Cargo Essentials Package Includes Cargo Tie-Downs and Horizontal Cargo Net (Dealer Installed) (N/A on LT); on RS and Premier	185	168
RVO	Cargo Flex Divider (Dealer Installed) (N/A on LT); on RS and Premier	165	150
PDG	Cargo Package Includes Retractable Cargo Shade and Vertical Cargo Net (Dealer Installed)	195	177
ZL5	Convenience and Driver Confidence Package Includes Remote Start, Driver and Front Passenger Heated Seats, Universal Home Remote, Power Programmable Liftgate, Roof-Mounted Side Rails, Lane Change Alert with Side Blind Zone Alert, Rear Cross Traffic Alert, Rear Park Assist, Auto-Dimming Inside Rearview Mirror and Power Adjustable Auto-Dimming Heated Outside Mirrors (N/A on 3LT, RS or Premier); on 1LT and 2LT	1,845	1,679

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
WPP	Driver Confidence II Package Includes Wireless Charging, HD Surround Vision, Rear Camera Mirror, Adaptive Cruise Control, Enhanced Automatic Emergency Braking, Front Pedestrian Braking, Lane Keep Assist with Lane Departure Warning, Following Distance Indicator, Forward Collision Alert, Safety Alert Seat, LED Headlamps (T4L) and IntelliBeam Headlamps (N/A on LT or RS); on Premier	$ 2,265	$ 2,061
RIK	Emblem Kit, Gloss Black (Dealer Installed) (N/A on RS); on LT and Premier	120	109
R88	Emblem, Black Illuminated Front Bowtie	395	359
SFZ	Emblems, Black Front and Rear Bowtie (Dealer Installed) (N/A on RS); on LT and Premier	200	182
LGX	Engine, 3.6L V6 (N/A on 1LT) (Standard on RS and Premier); on 2LT and 3LT FWD	500	455
	On 2LT and 3LT AWD Also Includes Trailering Equipment	1,150	1,047
ZL8	Enhanced Convenience and Driver Confidence II Package Includes Chevrolet Infotainment 3 Premium System with Connected Navigation and 8" Diagonal HD Color Touchscreen, Bose Premium 8-Speaker System, Memory Setting, Wireless Charging, Rear Outboard Heated Seats, Driver and Front Passenger Ventilated Seats, Power Tilt and Telescoping Steering Column, HD Surround Vision, Rear Camera Mirror, Adaptive Cruise Control, Enhanced Automatic Braking, Lane Keep Assist with Lane Departure Warning, Following Distance Indicator, Forward Collision Alert, Safety Alert Seat, LED Headlamps (T4L) and IntelliBeam Headlamps (N/A on LT or Premier); on RS	3,675	3,344
RDI	Entry System, Driver's Keypad (Dealer Installed) (Limited Availability)	175	159
PCP	Exterior Decal Package (Dealer Installed)	695	632
PDF	Floor Liner Package Includes Front and 2nd Row All-Weather Floor Liners (RIA) (Dealer Installed); on LT Also Includes Integrated Cargo Liner	320	291
	On RS and Premier	210	191
PDJ	Grille Bar Package, Black (Dealer Installed) (N/A on RS); on LT and Premier	475	432
SJ9	Grille Bar, Body-Color (Dealer Installed) (N/A on RS); on LT and Premier	395	359
T4L	Headlamps, LED [Included with Enhanced Convenience and Driver Confidence II Package (ZL8) and Driver Confidence II Package (WPP)] (N/A on LT); on RS and Premier	100	91
S03	Headrests, Embroidered Front Row (Dealer Installed)	195	177
K05	Heater, Engine Block	100	91
PCX	Hit The Road Package Includes Roof Rack Cross Rails (VLL) and Molded Assist Steps (VXW)] [Requires Convenience and Driver Confidence Package (ZL5) on 1LT and 2LT]	1,050	956
SR2/SR3	Infotainment System, Rear Seat (Dealer Installed); with DVD Player	1,995	1,815
	Without DVD Player	1,750	1,593
PCK	Interior Luxury Package Includes Illuminated Front Door Sill Plates and Premium Carpeted First and Second Row Floor Mats	395	359
PDH	Interior Protection Package Includes Premium All-Weather Floor Mats and Cargo Mat	220	200
SPZ	Lug Nut and Wheel Lock Kit, Black (Dealer Installed)	275	250
GLT	Paint, Bright Blue Metallic (N/A on LT and Premier); on RS	395	359
GPJ	Paint, Cajun Red Tintcoat	395	359
G1W	Paint, Iridescent Pearl Tricoat	995	905
- - -	Paint, Oakwood Metallic (GE0) or Graphite Metallic (GPA) N/A on RS); on LT and Premier	N/C	N/C
G7C	Paint, Red Hot (N/A on Premier); on LT and RS	N/C	N/C
GAZ	Paint, Summit White (N/A on RS or Premier); on LT	N/C	N/C
- - -	Paint, Sunlit Bronze Metallic (G10), Nightfall Gray Metallic (G7Q), Silver Ice Metallic (GAN), Black (GBA) or Midnight Blue Metallic (GLU)	N/C	N/C
VEB	Pedal Cover Set (Dealer Installed) [Included with Sport Package (PDA)]	165	150
WBL	Redline Edition Includes Gloss Black Painted Aluminum Wheels with Red Accents, Black Blazer Badges with Red Outline, Black Grille, Header Bar, Window Surround, Mirror Caps and Base Door Handles, Front and Rear Bowties and Redline Decals (Late Availability) [Requires Convenience and Driver Confidence Package (ZL5) on 2LT] (N/A on 1LT, RS or Premier); on 2LT and 3LT	1,895	1,724
S6P	Remote Start Kit (Dealer Installed) (N/A on 3LT, RS or Premier); on 1LT and 2LT	325	296
PDY	Roadside Safety Kit First Aid Kit and Highway Safety Kit (Dealer Installed)	130	118
VLL	Roof Rack Cross Rails, Black (Dealer Installed) (Limited Availability) [Included with Hit The Road Package (PCX)] [Requires Convenience and Driver Confidence Package (ZL5)]	355	323
WPI	Sound & Technology Package Includes Chevrolet Infotainment 3 Premium System with Connected Navigation and 8" Diagonal HD Color Touchscreen, Bose Premium 8-Speaker System, 4.2" Display with Infotainment Connectivity, 2 USB Data Ports with SD Card Reader, HD Surround Vision, Rear Camera Mirror and 120 Volt Power Outlet (N/A on 1LT, 2LT, RS or Premier); on 3LT	1,400	1,274

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VQK	Splash Guards, Custom Molded (Dealer Installed) (Limited Availability)	$ 180	$ 164
PDA	Sport Package Includes Body-Side Lower Decal and Pedal Cover Set (VEB) (Dealer Installed)	475	432
PDQ	Storage Optimization Package Includes Collapsible Cargo Area Organizer and Front Console Organizer (Dealer Installed)	175	159
C3U	Sunroof, Power Panoramic Tilt-Sliding with Power Sunshade (N/A on 1LT or 2LT); on 3LT, RS and Premier	1,595	1,451
SIL	Tablet Holder, Universal Includes Single Powered with 2 Integrated USB Ports for 2nd Row Occupants (Dealer Installed)	250	228
SIF	Tablet Holders, Universal Includes Set of 2 Non-Powered for 2nd Row Occupants (Dealer Installed)	195	177
SFE	Wheel Locks (Dealer Installed)	75	68
RQM	Wheels 21" Gloss Black Aluminum (N/A on LT or Premier); on RS	1,000	910
SP3	Wheels, 20" Bright Silver Aluminum (N/A on 1LT, 2LT, RS or Premier); on 3LT	800	728
S2D	Wheels, 20" Gloss Black Aluminum; on LT	1,995	1,815
	On RS and Premier	1,495	1,360
ROY	Wheels, 21" Pearl Nickel Aluminum (N/A on LT or RS); on Premier	1,000	910

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

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2020 Chevrolet Bolt EV

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
1FB48	Bolt EV LT FWD 4-Door Hatchback	$ 37,495	$ 37,029
1FC48	Bolt EV Premier FWD 4-Door Hatchback	41,895	41,358

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VLI	Cargo Mat, All-Weather (Dealer Installed) [Included with Interior Protection Package (PDH)]	$ 115	$ 105
W2D	Cargo Net (Dealer Installed)	70	64
5XB	Charge Cord, Portable 120-Volt (Dealer Installed)	535	487
WPU	Comfort & Convenience Package Includes Heated Front Seats, Automatic Heated 3-Spoke Leather-Wrapped Steering Wheel and Auto Dimming Inside Rearview Mirror (N/A on Premier); on LT	555	505
WPX	Driver Confidence II Package Automatic Emergency Braking, Lane Keep Assist with Lane Departure Warning, Forward Collision Alert, Following Distance Indicator, Front Pedestrian Braking and IntelliBeam [Requires Driver Confidence Package (WPR) on LT and Requires Infotainment Package (JSA) on Premier]	495	450
WPR	Driver Confidence Package Includes Lane Change Alert with Side Blind Zone Alert, Rear Cross Traffic Alert and Rear Park Assist [Requires Comfort & Convenience Package (WPU)] (N/A on Premier); on LT	495	450
SFZ	Emblems, Black Bow-Tie (Dealer Installed) (Limited Availability)	220	200
	DO YOU HAVE A UBS PURCHASE CERTIFICATE?		
CBT	Fast Charging, DC	750	683
RIA	Floor Liner, All-Weather [N/A with Winter/Summer Floor Mats Package (PCN), Interior Protection Package (PDH), All-Weather Floor Mats (VAV) or Premium Carpeted Floor Mats (VYW)]	210	191
VAV	Floor Mats, All-Weather (Dealer Installed) [Included with Interior Protection Package (PDH) and Winter/Summer Floor Mat Package (PCN)] [N/A with Premium Carpeted Floor Mats (VYW)]	150	137
VYW	Floor Mats, Premium Carpeted [Included with Winter/Summer Floor Mats Package (PCN)] [N/A with Interior Protection Package (PDH)] (Port Installed)	150	137

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
JSA	Infotainment Package Includes Bose Premium 7-Speaker System, Wireless Charging for Devices and USB Charging-Only Ports for Rear Passengers (N/A on LT); on Premier	$ 595	$ 541
PDH	Interior Protection Package Includes All-Weather Floor Mats (VAV) and All-Weather Cargo Mat (VLI) [N/A with Winter/Summer Floor Mats Package (PCN), All-Weather Floor Mats (VAV) or All-Weather Cargo Mat (VLI)] (Dealer Installed)	220	200
- - -	Paint, Kinetic Blue Metallic (GD1), Cayenne Orange Metallic (GLL) or Cajan Red Tintcoat (GPJ)	395	359
SGI	Sill Plates, Aluminum (Dealer Installed)	125	114
GK8	Storage, Rear Cargo, Double Floor (Standard on Premier); on LT	100	91
SIF	Tablet Holders, Universal (Dealer Installed)	115	105
SD4	Tire Inflator [Included with Tire Inflator Kit (PCW)]	105	96
SFE	Wheel Lock Kit (Dealer Installed)	75	68
SFJ	Window Shade, Reflective Front (Dealer Installed) (Limited Availability)	110	100
PCN	Winter/Summer Floor Mats Package Includes All-Weather Floor Mats (VAV) and Premium Carpeted Floor Mats (VYW) [N/A with Interior Protection Package (PDH), All-Weather Floor Mats (VAV) or Premium Carpeted Floor Mats (VYW)] (Dealer Installed)	275	250

Understanding the difference

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What to do

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2020 Chevrolet Camaro

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE
	CAMARO COUPE		
1AG37/1LS	Camaro 1LS RWD 2-Door Coupe Manual	$ 25,995	$ 25,715
1AG37/1LT	Camaro 1LT RWD 2-Door Coupe Manual	26,495	26,207
1AH37/2LT	Camaro 2LT RWD 2-Door Coupe Manual	28,495	28,175
1AH37/3LT	Camaro 3LT RWD 2-Door Coupe Manual	32,495	32,111
1AJ37/LT1	Camaro LT1 RWD 2-Door Coupe Manual	34,995	34,571
1AJ37/1SS	Camaro 1SS RWD 2-Door Coupe Manual	37,995	37,523
1AK37/2SS	Camaro 2SS RWD 2-Door Coupe Manual	42,995	42,443

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	CAMARO CONVERTIBLE		
1AG67/1LT	Camaro 1LT RWD 2-Door Convertible Manual	32,495	32,111
1AH67/2LT	Camaro 2LT RWD 2-Door Convertible Manual	34,495	34,079
1AH67/3LT	Camaro 3LT RWD 2-Door Convertible Manual	38,495	38,015
1AJ67/LT1	Camaro LT1 RWD 2-Door Convertible Manual	40,995	40,475
1AJ67/1SS	Camaro 1SS RWD 2-Door Convertible Manual	43,995	43,427
1AK67/2SS	Camaro 2SS RWD 2-Door Convertible Manual	48,995	48,347

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
RVK	Air Intake, Performance ;on LT1 and SS	$ 528	$ 580
A9B	Appearance Package, Satin Black; on 1LS Coupe, 1LT Coupe, 2LT Coupe, 3LT Coupe and LT1 Coupe	250	228
	On 1SS Coupe, 2SS Coupe and on Convertibles	100	91
IOT	Audio System, Chevrolet Infotainment 3 Premium System with Connected Navigation; on 3LT and 2SS	495	450
SFZ	Badging, Black Camaro Fender (Dealer Installed) (N/A on LT1)	145	132
RIN	Badging, Camaro Fender (Dealer Installed) (N/A on LT1)	145	132
5WF	Battery Protection Package (Dealer Installed) (Limited Availability)	120	109

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
P3H	Bowties, Black Front and Rear [N/A with RS Package (WRS)] (N/A on LT1 or SS)	$ 100	$ 91
VK3	Bracket, Front License Plate	40	36
5LQ	Brake Kit, 6-Piston Front (Dealer Installed)	3,175	2,889
PCU	Brake Upgrade, 4-Corner Brembo (Dealer Installed); on SS	3,645	3,317
J6L/J6F	Calipers, Orange or Red Painted (N/A on LS); on 1LT, 2LT and 3LT Includes Brembo 4-Piston Front Performance Brakes	595	541
	On LT1 and SS	395	359
PDV	Camaro Insignia Package Includes Camaro Fender Badging (RIN), Painted Engine Cover (VYX) and Premium Carpeted Floor Mats with Camaro Logo (VYW) (Dealer Installed) (N/A on LT1); on LS, 1LT, 2LT and 3LT	595	541
	On 1SS and 2SS	755	687
PCX	Camaro Logo Package Includes Embroidered Center Console Lid with Camaro Badge (SH1), Premium Carpeted Floor Mats with Camaro Logo (VYW) and Camaro Fender Badging (RIN) (Dealer Installed)	495	450
- - -	Car Cover, Indoor Black (RWH), Gray (VDN) or Red (SL1) (Dealer Installed) (Limited Availability)	385	350
- - -	Car Cover, Outdoor Black (RWJ), Gray (VRU) or Red (RNX) (Dealer Installed) (Limited Availability)	385	350
VLI	Cargo Mat, All-Weather (N/A on Convertibles); on Coupes	155	141
W2D	Cargo Net (Dealer Installed) (Limited Availability)	70	64
SH1/SH2	Console Lid, Embroidered Center (Dealer Installed)	245	223
UQT	Data & Video Recorder, Performance [Requires Track Performance Package (A1X/A1Y] (N/A on LS Coupe, 1LT Coupe, 2LT Coupe, LT1 Coupe or Convertibles); on 3LT Coupe, 1SS Coupe and 2SS Coupe	1,300	1,183
D88	Decal, 1LE Hash Mark (N/A on 1LS Coupe, LT1 Coupe or Convertibles)	85	77
- - -	Decals, Black Metallic Body-Side Spear (VPW), Blue Body-Side Spear (SNS), Gray Body-Side Spear (SNQ), Red Body-Side Spear (SNP), Silver Body-Side Spear (SF8) or White Pearl Body-Side Spear (SNH) (Dealer Installed) (N/A on Convertible); on Coupes	545	496
- - -	Decals, Black Metallic Hash Mark (RY2), Gray Hash Mark (VPO), Blue Hash Mark (SF9), Red Hash Mark (SNG), Silver Hash Mark (SHQ) or White Pearl Hash Mark (SFC) (Dealer Installed)	195	177
CG3	Emblem, Camaro Fender Badge (N/A on LT1)	145	132
RIK	Emblems, Black Front and Rear Bow-Tie (Dealer Installed) (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	250	228
R88	Emblems, Illuminated Black Bow-Tie (Dealer Installed) (Limited Availability) (N/A on SS)	425	387
VYX	Engine Cover, Painted (Dealer Installed); on LS an LT	370	337
	On SS	545	496
LGX	Engine, 3.6 Liter V6 (N/A on LS, LT1 or SS); on 1LT, 2LT and 3LT	1,595	1,451
NPP	Exhaust, Dual-Mode Performance [Requires 3.6L V6 Engine (LGX) on LT]	995	905
RZ3	Fascia Extension, Front (Dealer Installed)	610	555
SL2	Fascia Extension, Satin Black 2nd Generation (Dealer Installed)	650	592
VAV	Floor Mats, All Weather (Dealer Installed)	160	146
VYW	Floor Mats, Premium Carpeted with Camaro Logo (Dealer Installed)	160	146
S0O	Footwells, Illuminated (Dealer Installed); on 3LT and 2SS	395	359
VQL	Fuel Filler Door with Carbon Insert (Dealer Installed) (Limited Availability)	280	255
- - -	Fuel Filler Door, Gloss Black (VTU), Red Hot (W0D) or Silver Ice (W0E) (Dealer Installed)	225	205
R01/R02	Grille, Black Lower with Silver Painted or Gloss Black Inserts (N/A on LT1 or SS)	450	410
RZ9	Grille, SS Lower with Color-Keyed Insert (N/A on LS, LT or 1LZ); on SS	550	501
RZB	Grille, Upper & Lower with Red Hot Inserts (N/A on LT1 or SS)	450	410
VTD/5VM	Ground Effects Package (Dealer Installed)	2,250	2,048
K05	Heater, Engine Block (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	100	91
Y4Q	Heavy Duty Cooling & Brake Package Includes Brembo Performance Brakes, External Engine Oil Cooler and Extra Capacity Cooling [Requires RS Package (WRS) or 5-Spoke Carbon Flash Painted Aluminum Wheels (RTH)] (N/A on LS or Convertible); on 1LT Coupe, 2LT Coupe and 3LT Coupe	995	905
CFW	Hood Insert, Carbon Fiber (N/A on LS, LT or SS); on ZL1	600	546
SHU/SHS	Hood Stripe, Satin Black with Red Hot or Silver Ice Metallic Hash Mark (Dealer Installed)	450	410

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
BRJ/BRD	Interior Accent Trim Package, Adrenaline Red (BRJ) or Ceramic White (BRD) Includes Adrenaline Red or Ceramic White Front Seat Inserts, Door Inserts and Adrenaline Red or Ceramic White Stitching on Front Seats, Doors, Steering Wheel, Shifter and Center Console; on 2LT, 3LT and 2SS	$ 195	$ 177
5V6	Interior Appearance Package, Black; on 1LT, 2LT, LT1 and 1SS	670	610
- - -	Interior Trim Kit, Black (WGT), Red (WGK) or White (VTG) (Dealer Installed) (N/A on 3LT or 2SS); on LS, 1LT, 2LT, LT1 and 1SS	395	359
- - -	Knee Pads, Black Sueded (S0U), Kalahari (WGL), Red (WHA) or White (S0V)	350	318
2F5	Knee Pads, Red (Dealer Installed)	350	319
PCJ	Lighting Package, Dark Tint Rear (Dealer Installed) (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	750	683
S--	Lighting, Interior Spectrum Red Day (SIC), Interior Spectrum Dark Night (SIB) or Interior Spectrum Structura (SJ8) (N/A on 3LT or 2SS); on LS, 1LT, 2LT, LT1 and 1SS	950	865
PCL	Lug Nuts and Lock Package (N/A on LS)	315	287
SPY	Lug Nuts, Black (Dealer Installed) (N/A on LS)	225	
STI	Moldings, Satin Black Rocker (Dealer Installed)	1,178	1,295
- - -	Paint, Crush (G16), Garnett Red Tintcoat (G7E) or Shock (GKO)	395	359
- - -	Paint, Red Hot (G7C), Satin Steel Metallic (G9K), Summit White (GAZ), Black (GBA), Rally Green Metallic (GJ0), Shadow Gray Metallic (GJI), Riverside Blue Metallic (GKK), Nightfall Gray Metallic (G7Q) or Silver Ice Metallic (GAN)	N/C	N/C
VEB	Pedal Kit, Sport (Dealer Installed); with Manual Transmission	180	164
	With Automatic Transmission	155	141
JF5	Pedals, Sport Alloy	250	228
SC1	Performance Handling Package [Requires Suspension Lowering Kit (SG3)] (N/A on LS Coupe, 1LT Coupe, 2LT Coupe, 3LT Coupe or Convertibles); on LT1 and SS Coupe	805	733
A1 -	Performance Package Includes Brembo Performance Brakes, Dual-Mode Performance Exhaust, Satin Black Hood Wrap, Sueded Microfiber Shift Knob, Satin Black Rear Blade Spoiler, Satin Black Front Splitter, Sueded Microfiber-Wrapped Flat Bottom Steering Wheel and Performance Suspension [Requires 3.6 Liter V6 Engine (LGX) on 1LS and 2LT] (N/A on 1LT or 2SS); on 1LS and 2LT Also Includes Auxiliary Engine Cooling, HID Headlamps, P245/40ZR-20 Front & P275/35ZR-20 Rear Run Flat Summer Tires and Low Gloss Black Painted Forged Aluminum Wheels . . . On 1SS Also	4,500	4,095
	Includes Red Brake Calipers, Electronic Limited Slip Differential, Head-Up Instrument Display, P285/30R-20 Front and P305/30R-20 Rear Summer Tires, Recaro Performance Bucket Seats (AQJ), Magnetic Ride Control Suspension (F55) and Satin Graphite Forged Aluminum Wheels	7,000	6,370
WRS	RS Package Includes HID Headlamps, P245/40R-20 Run Flat Tires, Unique Grille, LED Tail Lights, Decklid Spoiler (D80) and 5-Split Spoke Premium Gray Painted Machined Face Aluminum Wheels (RQ9) (N/A on LS, LT1 or SS); on 1LT, 2LT and 3LT	1,950	1,775
3F9	Seat Belts, Red	195	177
AQJ	Seats, Recaro Performance Front Bucket (N/A on 1LS)	1,595	1,451
5YN	Shift Knob, Carbon Fiber Look (Dealer Installed); with Manual Transmission	95	86
	With Automatic Transmission.	150	137
SA7	Shift Knob, Suede [N/A with Automatic Transmission (MX0)]	190	173
5KP	Sill Plates, Illuminated (Dealer Installed) (Limited Availability) [N/A with Convenience & Lighting Package (ZN2)] (N/A on 3LT or 2SS); on LS, 1LT, 2LT, LT1 and 1SS	395	359
VRV	Splash Guards, Color-Keyed (Dealer Installed)	295	268
RMH	Splitter, Front Carbon Flash Metallic (Dealer Installed)	610	555
5ZU	Spoiler, Bodycolor Blade (Dealer Installed) (Limited Availability) (N/A on Convertibles); on Coupes	690	628
5V5	Spoiler, Bodycolor High Wing (Dealer Installed) (N/A on Convertibles); on Coupes	575	523
PDY	Spoiler, Bodycolor with Wicker Package (N/A on Convertibles); on Coupes	1,050	956
5ZZ	Spoiler, Carbon Flash Metallic Blade (Dealer Installed) (Limited Availability) (N/A on Convertibles); on Coupes	725	660
SB2	Spoiler, Carbon Flash Metallic Wing (Dealer Installed) (N/A on Convertibles); on Coupes	575	523
D80	Spoiler, Decklid-Mounted Lip (N/A on Convertibles); on Coupes	150	137
SB3	Spoiler, Rear Body-Color (N/A on LS or LT); on SS	575	523
5ZV	Spoiler, Satin Black Blade (Dealer Installed) (Limited Availability) (N/A on Convertibles); on Coupes	825	751
5ZW	Spoiler, Satin Black Wing (Dealer Installed) (N/A on Convertibles); on Coupes	725	660

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2020 Chevrolet Camaro (Continued)

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
6ZQ	Spoiler, Visible Carbon Fiber (N/A on LS or LT); on SS	$ 5,495	$ 5,000
N26	Steering Wheel, 3-Spoke Sueded [Requires Automatic Transmission (MX0) on LT1]	295	268
DUU	Stripe, Black Center (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	470	428
DW8	Stripe, Black Metallic Center (N/A on LS, 1LT, 2LT or 3LT); on LT1 and SS.	470	428
DUV	Stripe, Silver Center	470	428
DW7	Stripe, White Pearl Center	470	428
B04	Stripes, Black Metallic Rally; on LT1 and SS	470	428
- - -	Stripes, Black Metallic Stinger (SNJ), Red Stinger (SFA), Silver Stinger (SNE) or White Pearl Stinger (SNM) (Dealer Installed)	625	569
C30	Stripes, Black Rally (N/A on LT1 or SS)	470	428
- - -	Stripes, Red Spider (SB7), Black Spider (SB9), Silver Spider (SNB) or White Pearl Spider (SNC) (Dealer Installed)	450	410
C2U	Stripes, Silver Rally	470	428
B03	Stripes, White Pearl Rally	470	428
SLN	Strut Tower Brace (Dealer Installed) (Limited Availability) (N/A on LS Coupe, LT Coupe, 1LT Coupe or Convertibles); on SS Coupe	215	196
SCG	Strut Tower Brace, 6.2L in Black (N/A on LS, 1LT, 2LT or 3LT); on LT1 and SS	395	359
CF5	Sunroof, Power Glass (N/A on Convertible); on Coupe	995	905
SCJ	Suspension Handling Package [Requires Magnetic Ride Control (F55)] (N/A on LS Coupe, LT Coupe, ZL1 Coupe or Convertibles); on SS Coupe	1,970	1,793
SG3	Suspension Lowering Kit (Dealer Installed) (N/A on LS)	1,970	1,793
F55	Suspension, Magnetic Ride (N/A on LS or LT); on SS	1,695	1,542
SCY	Tail Lamps, Dark Finish (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	650	592
B9M	Tail Lamps, Dark Tint; on LS, 1LT, 2LT and 3LT	250	228
Y3W	Technology Package Includes Chevrolet Infotainment 3 System (N/A on 1LS, 3LT or SS)	900	819
MX0	Transmission, 8-Speed Automatic or 10-Speed Automatic Includes Remote Vehicle Starter System and Transmission Oil Cooler; on LS, 1LT, 2LTand 3LT with Standard 2.0L Turbo Engine	1,495	1,360
	On 1LT, 2LTand 3LT with Optional 3.6L V6 Engine (LGX) and on LT1 and SS	1,595	1,451
VQG	Weather Protection Package Includes All-Weather Floor Mats (VAV) and Body-Color Splash Guards (VRV); on Coupe Also Includes All-Weather Cargo Mat (VLI)	550	501
	On Convertible	395	359
5ZB/5ZD	Wheel Caps, Center (Dealer Installed)	150	137
RXH	Wheel Caps, RS Center Silver (Dealer Installed) (Limited Availability) [Requires RS Package] (N/A on LT1 or SS); on LS, 1LT, 2LT and 3LT	150	137
VW9/RXJ	Wheel Caps, SS Center Black (VW9) or Silver (RXJ) (Dealer Installed) (Limited Availability) (N/A on LS or LT); on SS	150	137
SFE/SPZ	Wheel Locks (Dealer Installed) (Limited Availability)	86	95
56W	Wheels, 20" 5-Split Spoke Bright Silver Painted Aluminum (N/A on LS or LT); on SS	200	182
WR1/57W	Wheels, 20" 5-Split Spoke Polished Forged with Black Star Center Cap [Requires RS Package on 1LT, 2LT and 3LT) (N/A on LS); on LT and SS	1,495	1,360
57W	Wheels, 20" 5-Split Spoke Polished Forged with Black Star Center Cap (N/A on LS or LT)	1,495	1,360
56R	Wheels, 20" 5-Split Spoke Premium Gray Painted Machined-Face Aluminum (N/A on LS or LT); on SS	200	182
RQ9	Wheels, 20" 5-Split Spoke Premium Gray-Painted Machined Face Aluminum [Included with and Requires RS Package on 1LT, 2LT and 3LT) (N/A on LS or SS); on LT1	200	182
56V	Wheels, 20" 5-Spoke Carbon Flash Painted Aluminum (N/A on LS or LT); on SS	300	273
RTH	Wheels, 20" 5-Spoke Carbon Flash Painted Aluminum (N/A on LS or SS); on 1LT, 2LT and 3LT without RS Package (WRS) and on LT1	800	728
	On 1LT, 2LT and 3LT with RS Package (WRS)	100	91
RTJ	Wheels, 5-Split Spoke Bright Silver Painted Aluminum [Requires RS Package (WRS)] (N/A on LS or SS); on 1LT, 2LT, 3LT and LT1	100	91
SKW/56M	Wheels, 5-Split Spoke Machined-Face; on 1LT, 2LT, 3LT and LT1	2,895	2,634
	On SS	1,695	1,542
5JX/57S	Wheels, 5-Split Spoke Satin Black; on 1LT, 2LT, 3LT and LT1 with Tires	3,295	2,998
	on 1LT, 2LT, 3LT and LT1 without Tires	2,270	2,495
SHL/56H	Wheels, 5-Spoke Gloss Black with Red Outline Stripe (Dealer Installed) (Limited Availability); With 20" Tires	1,995	1,815
	With 18" Tires	3,195	2,907

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
5JW/56K	Wheels, Polished Forged with Black Star Center Cap (Dealer Installed) (Limited Availability); With 20" Tires	$ 3,995	$ 3,635
	With 18" Tires	2,995	2,725
SIA	Wicker Bill (Dealer Installed) (Limited Availability)	475	432
VLN	Windscreen (Dealer Installed) (Limited Availability) (N/A on Coupes); on Convertible	545	496
PCN	Winter/Summer Floor Mats Package Includes Premium Carpeted Floor Mats with Camaro Logo (VYW) and All-Weather Floor Mats (VAV) (Dealer Installed)	290	264

Understanding the difference

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- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
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UBS® Est. 1967

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Washington 301.657.1920
Baltimore 410.792.9070
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2020 Chevrolet Colorado

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	COLORADO CREW CAB RWD		
12M43/2WT	Colorado WT RWD 4-Door Crew Cab Short Box Pickup	$ 27,795	$ 27,220
12T43/2WT	Colorado WT RWD 4-Door Crew Cab Long Box Pickup	30,095	29,461
12N43/2LT	Colorado LT RWD 4-Door Crew Cab Short Box Pickup	30,795	30,142
12U43/2LT	Colorado LT RWD 4-Door Crew Cab Long Box Pickup	32,995	32,285
12P43/2Z7	Colorado Z71 RWD 4-Door Crew Cab Short Box Pickup	34,995	34,233

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	COLORADO CREW CAB 4WD		
12M43/4WT	Colorado WT 4WD 4-Door Crew Cab Short Box Pickup	32,795	32,091
12T43/4WT	Colorado WT 4WD 4-Door Crew Cab Long Box Pickup	33,695	32,967
12N43/4LT	Colorado LT 4WD 4-Door Crew Cab Short Box Pickup	35,495	34,721
12U43/4LT	Colorado LT 4WD 4-Door Crew Cab Long Box Pickup	36,395	35,597
12P43/4Z7	Colorado Z71 4WD 4-Door Crew Cab Short Box Pickup	38,195	37,350
12V43/4Z7	Colorado Z71 4WD 4-Door Long Box Pickup	38,795	37,934
12P43/4ZR	Colorado ZR2 4WD 4-Door Short Box Pickup	44,095	43,097
	COLORADO EXTENDED CAB RWD		
12M53/2WT	Colorado WT RWD 4-Door Extended Cab Pickup	25,895	25,618
12N53/2LT	Colorado LT RWD 4-Door Extended Cab Pickup	28,795	28,194
	COLORADO EXTENDED CAB 4WD		
12M53/4WT	Colorado WT 4WD 4-Door Extended Cab Pickup	29,795	29,455
12N53/4LT	Colorado LT 4WD 4-Door Extended Cab Pickup	32,495	31,798
12P53/4Z7	Colorado Z71 4WD 4-Door Extended Cab Pickup	36,695	35,889
12P53/4ZR	Colorado ZR2 4WD 4-Door Extended Cab Pickup	42,495	41,538

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2020 Chevrolet Equinox

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE
	EQUINOX FRONT WHEEL DRIVE		
1XP26/1LS	Equinox LS FWD 4-Door Sport Utility	$ 27,495	$ 26,931
1XR26/1LT	Equinox LT 1.5T FWD 4-Door Sport Utility	28,695	28,100
1XR26/2LT	Equinox LT 2.0T FWD 4-Door Sport Utility	31,195	30,535
1XS26/1LZ	Equinox Premier1.5T FWD 4-Door Sport Utility	32,595	31,899
1XS26/2LZ	Equinox Premier 2.0T FWD 4-Door Sport Utility	35,295	34,528

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	EQUINOX ALL WHEEL DRIVE		
1XX26/1LS	Equinox LS AWD 4-Door Sport Utility	29,095	28,490
1XY26/1LT	Equinox LT 1.5T AWD 4-Door Sport Utility	30,295	29,658
1XY26/2LT	Equinox LT 2.0T AWD 4-Door Sport Utility	32,795	32,093
1XZ26/1LZ	Equinox Premier 1.5T AWD 4-Door Sport Utility	34,195	33,457
1XZ26/2LZ	Equinox Premier 2.0T AWD 4-Door Sport Utility	36,895	36,087

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability)	$ 795	$ 723
PDB	Blackout Package (N/A on Premier); on LS	645	586
	On LT	745	677
VTB	Bumper Protector, Rear (Dealer Installed) (Limited Availability)	135	122
RWU	Cargo Area Organizer, Collapsible with Bowtie Logo	140	127
WH6	Cargo Net, Horizontal [N/A with Floor Liner Package (PEF) or Interior Protection Package (PDH)]	70	63
PDG	Cargo Package Includes Integrated Cargo Liner, Retractable Cargo Shade (VRS) and Vertical Cargo Net (W2D) (Dealer Installed)	195	177
PDV	Chrome Package (N/A on Premier); on LS and LT	795	723
PCV	Confidence & Convenience II Package Includes Driver Confidence III Package (BGP) and Driver Convenience II Package (ZQ3) (N/A on LS or LT); on Premier	1,650	1,502

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
PCP	Confidence & Convenience Package Includes Driver Convenience II Package (B26) and Driver Convenience Package (ZQ2) (N/A on LS or Premier); on LT	$ 2,045	$ 1,860
PCR	Convenience Package, LS Includes 8-Way Power Driver's Seat Adjuster (AG1), 2-Way Power Driver Lumbar Control (AL9) and Deep Tinted Rear Glass (AKO) (N/A on LT or Premier); on LS	685	623
R88	Emblem, Black Illuminated Front Bowtie	435	395
SFZ	Emblems, Black Front and Rear Bowtie	195	177
RDI	Entry System, Driver's Keypad (Dealer Installed) (Limited Availability)	175	159
PEF	Floor Liner Package Includes Integrated Cargo Liner (CAV) and All-Weather Floor Liners (RIA) (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH), Interior Enhancement Package (PDZ) or Horizontal Cargo Net (WH6)]	295	268
K05	Heater, Engine Block	100	91
PCX	Hit The Road Package Includes Roof Rack Cross Bars (VLL) and Molded Assist Steps (VXW)] [Requires Confidence & Convenience Package (PCP) and Power Sunroof (C3U) on LT] (N/A on LS)	995	905
Y3W	Infotainment II Package [Requires Confidence & Convenience II Package (PCV)] (N/A on LS or LT); on Premier	1,125	1,024
WPZ	Infotainment Package [Requires Confidence & Convenience Package (PCP)] [Included with Redline Edition (WBL)] (N/A on LS or Premier); on LT	745	677
SR2/SR3	Infotainment System, Rear Seat; without DVD Player	1,750	1,593
	with DVD Player	1,995	1,815
PDZ	Interior Enhancement Package Includes Premium Carpeted Floor Mats (VYW) and Embroidered Front Row Headrests (SO3) [N/A with Floor Liner Package (PEF), Interior Protection Package (PDH) or Rear Seat Infotainment System (SR2/SR3)]	285	259
PDH	Interior Protection Package Includes Premium All-Weather Floor Mats (VAV) and Cargo Mat (VLI) [N/A with Interior Enhancement Package (PDZ), Floor Liner Package (PEF) or horizontal Cargo Net (WH6)]	220	200
WN5	Midnight Edition [Requires Confidence & Convenience Package (PCP)]; on 1LT	2,230	2,029
	On 2LT	2,130	1,938
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359
G1W	Paint, Cayenne Orange Metallic	395	359
G1W	Paint, Iredescent Pearl Tricoat (N/A on LS); on LT and Premier	995	905
PDY	Roadside Safety Package Incudes First Aid Kit (RYT) and Highway Safety Kit (S08)	130	118
VLL	Roof Rack Cross Rails (Dealer Installed) (Limited Availability) [Requires Power Sunroof (C3U) on 1LT) (N/A on LS); on LT and Premier	295	268
S6W	Seat Cover, Protective Rear	295	268
VQK	Splash Guards, Custom Molded (Dealer Installed) (Limited Availability)	105	95
C3U	Sunroof, Power [Requires Confidence & Convenience Package (PCP) on LT and Requires Confidence & Convenience II Package (PCV) on Premier] (N/A on LS); on 1LT	1,645	1,496
	On 2LT and on Premier	1,495	1,360
SIL	Tablet Holder, Universal Includes Single with 2-USB Ports for 2nd Row Occupants	250	228
SIF	Tablet Holders, Universal Includes Set of 2 Mounted Behind Front Seat Headrests	195	177
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
RV6	Wheels, 18" Aluminum (N/A on LS or Premier 3LZ) (Standard on 2LT and Premier 1LZ); On 1LT	400	364
SN7	Wheels, 19" Aluminum; on LS, LT and Premier 1LZ	1,995	1,815
	On Premier 2LZ	1,495	1,360
PJT	Wheels, 19" Bright Machined with Sparkle Silver Pockets Chrome (Standard on Premier 2LZ); on Premier 1LZ	600	546

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What to do

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2020 Chevrolet Impala

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
1GY69/1LT	Impala LT FWD 4-Door Sedan	$ 32,495	$ 32,094
1GZ69/2LZ	Impala Premier FWD 4-Door Sedan	37,595	37,112

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VK3	Bracket, Front License Plate	$ 40	$ 36
VLI	Cargo Mat, Premium All-Weather (Dealer Installed) [Included with All-Weather Protection Package (PDH)]	80	73
W2D	Cargo Net (Limited Availability) (Dealer Installed) (N/A Premier); on LS and LT	70	64
RVW	Cargo Organizer (Dealer Installed)	145	132
WPW	Confidence Package, Premier Includes Automatic Front Braking, Forward Collision Warning System, Adaptive Cruise Control, Lane Departure Warning System, P245/40R-20 Tires and 20" Aluminum Wheels (RQ9) (Dealer Installed) [N/A with Bodycolor Grille Surround (VAT)] [Requires Premier Convenience Package (ACZ)] (N/A on LT); on Premier	1,275	1,160

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

PI5	Convenience Package Includes Carpeted Cargo Mat, Trunk Cargo Net (AP9), Premium Carpeted Front and Rear Floor Mats, Universal Home Remote Garage Door Opener, Automatic Day/Night Inside Rearview Mirror, 120 Volt Power Outlet, Heated Front Seats and Heated Steering Wheel (N/A on Premier); on LT	875	796
ACZ	Convenience Package, Premier Includes Carpeted Cargo Mat, Premium Carpeted Front and Rear Floor Mats, Memory For Outside Mirrors, Driver's Seat and Steering Wheel, Chrome Mirror Caps, Automatic Day/Night Inside Rearview Mirror, Dual Heated Power Outside Mirrors with Manual Fold, Turn Signals, Ground Illumination and Automatic Day/Night Outside Driver's Side, Ventilated Front Seats, Heated Steering Wheel and Power Tilt & Telescoping Steering Wheel (Dealer Installed) (N/A on LT); on Premier	935	851
WPV	Driver Confidence Package Includes Side Blind Zone Alert with Lane Change Alert, Rear Cross Traffic Alert and Rear Park Assist [Requires 3.6L V6 Engine (LFX) and Convenience Package (PI5)] (N/A on Premier); on LT	495	450
RIK	Emblems, Gloss Black Door and Trunk	200	182
RYT	First Aid Kit (Dealer Installed)	55	50

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MFG CODE		MFG RETAIL	UBS W'SALE
VAV	Floor Mats, Premium All-Weather Front and Rear (Dealer Installed) [Included with All-Weather Protection Package (PDH]	$ 150	$ 137
K05	Heater, Engine Block	100	91
VKU	Mirror Caps, Chrome (Dealer Installed) (N/A on Premier); on LT	155	141
GPJ	Paint, Cajan Red Tintcoat	395	359
G1W	Paint, Iridescent Pearl Tricoat	995	905
- - -	Paint, Silver Ice Metallic (GAN) or Black (GBA)	N/C	N/C
GAZ	Paint, Summit White (N/A on Premier); on LT	N/C	N/C
PDH	Protection Package, All Weather Includes Premium All Weather Cargo Mat (VLI) and Premium All Weather Front and Rear Floor Mats (VAV) (Dealer Installed)	210	191
VQK	Splash Guards, Front and Rear (Dealer Installed)	180	164
SB2	Spoiler, Rear (Dealer Installed)	425	387
C3U	Sunroof, Power Glass with Fixed Rear Skylight Includes Power Sunshade (N/A on LT); on Premier	1,050	956
SFE	Wheel Locks (Dealer Installed)	75	68
SE7	Wheels, 18" Aluminum (Dealer Installed) (N/A on Premier); on LT	1,500	1,365

Understanding the difference

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What to do

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2020 Chevrolet Malibu

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
1ZC69/1LS	Malibu LS FWD 4-Door Sedan	$ 24,095	$ 23,813
1ZS69/1SP	Malibu RS FWD 4-Door Sedan	25,095	24,797
1ZD69/1LT	Malibu LT FWD 4-Door Sedan	27,495	27,159
1ZE69/1HY	Malibu Hybrid FWD 4-Door Sedan (Late Availability)	TBA	TBA
1ZF69/2LZ	Malibu Premier FWD 4-Door Sedan	34,195	33,751

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
PCX	Appearance Package Includes Alternate Finish Mirror Caps (5JR), Sport Pedal Kit (SBZ) and Dark Chrome Grille Slats (VAT) (Dealer Installed) (Late Availability) (N/A on LS, RS or Premier); on LT and Hybrid	$ 715	$ 651
VK3	Bracket, Front License Plate	40	36
VLI	Cargo Mat (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mat Package (PCN), Weather Protection Package (PDE), Weather Protection Package 2 (PDB) and Interior Protection Package (PDH)] (N/A on Hybrid); on LS, RS, LT and Premier	85	77
W2D	Cargo Net (Dealer Installed) (Limited Availability) [Included with Convenience Package 1 (PDQ) and Convenience Package 2 (PCM)] (N/A on Hybrid); on LS, RS, LT and Premier	70	64
RWU	Cargo Organizer, Collapsible (Dealer Installed) (Limited Availability)	145	132
SIF	Connectivity Package, Portable Media (Dealer Installed) (Limited Availabiltiy) [Included with Convenience Package 2 (PCM)]	115	105
PDQ	Convenience Package 1 Includes Remote Start Kit (S6P) and Cargo Net (W2D) (Dealer Installed) (Limited Availabiltiy) [N/A with Convenience Package 2 (PCM)] (N/A on LT, Hybrid or Premier); on LS and RS	375	341
PCM	Convenience Package 2 Includes Remote Start Kit (S6P), Portable Media Connectivity Package (SIF), All-Weather Floor Mats (VAV) and Cargo Net (W2D) (Dealer Installed) (Limited Availabiltiy) [N/A with Remote Vehicle Start System (BTV), Convenience Package 1 (PDQ). Interior Protection Package (PDH) or Weather Protection Package (PDE)] (N/A on LT, Hybrid or Premier); on LS and RS	595	541
S0M	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability) (N/A on LS, RS or Premier); on LT and Hybrid	400	364

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MFG CODE		MFG RETAIL	UBS W'SALE
SAI	Door Sill Plates, Stainless Steel (Dealer Installed) (Limited Availability) (N/A on LS, RS or Premier); on LT	$ 85	$ 77
PDN	Driver Confidence I & II LT Cloth Package [N/A with Leather Package (WPL) or Driver Confidence I LT Cloth Package (WPL)] (N/A on LS, RS Hybrid or Premier); on LT	1,095	996
PDM	Driver Confidence I LT Cloth Package [N/A with Leather Package (WPL) or Driver Confidence I & II LT Cloth Package (WPL)] (N/A on LS, RS Hybrid or Premier); on LT	545	496
SFZ	Emblem, Black Bow Tie (Dealer Installed) (Limited Availability)	170	155
R88	Emblem, Illuminated Black Bow Tie (Dealer Installed) (Limited Availability)	435	396
RIK	Emblems, Gloss Black (Dealer Installed) (Limited Availability) (N/A on LS or RS); on LT, Hybrid and Premier	140	127
PDP	Enhaced Driver Confidence Package Includes Adaptive Cruise Control (KSG), Automatic Parking Assist (UFQ), Lane Change Alert with Side Blind Zone Alert (UKC), Rear Cross Traffic Alert (UFG), Lane Keep Assist with Lane Departure Warning (UHX), IntelliBeam (TQ5), Following Distance Indicator (UE4), Forward Collision Warning Alert (UEU) Enhanced Automatic Emergency Braking (UGN), Front Pedestrian Braking (UKJ) and Electronic Parking Brake (J71) (N/A on LS, RS, LT or Hybrid); on Premier	2,095	1,906
RDI	Entry System, Keyless Keypad (N/A on RS); on LS, LT, Hybrid and Premier	175	159
RYT	First Aid Kit (Dealer Installed) (Limited Availability)	55	50
RIA	Floor Liners, All-Weather, Front and Rear (Dealer Installed) (Limited Availability)	210	191
51F	Floor Liners, All-Weather, Front Only (Dealer Installed) (Limited Availability)	130	118
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Convenience Package 2 (PCM), Winter/Summer Floor Mat Package (PCN), Interior Protection Package (PDH) and Weather Protection Package (PDE)]	150	137
VYW	Floor Mats, Premium Carpeted (N/A on Premier); on LS, RS, LT and Hybrid	200	182
5LE	Garage Door Opener (Dealer Installed) (Limited Availability)	200	182
VAT	Grille, Dark Chrome Horizontal Leading Edge (Dealer Installed) (Limited Availability) [Included with Appearance Package (PCX)] (N/A on RS or Premier); on LS, LT and Hybrid	495	450
SB7/SB9 /SF8	Hash Mark, Front Fender (Dealer Installed) (Limited Availability) (N/A RS); on LS, LT, Hybrid and Premier	235	214
K05	Heater, Engine Block	100	91
PDH	Interior Protection Package Includes All-Weather Floor Mats (VAV) and Cargo Mat (VLI) (Dealer Installed) (Limited Availability) [N/A with Convenience Package 2 (PCM), Weather Protection Package (PDE), Winter/Summer Floor Mats Package (PCN) or Carpeted Floor Mats (RWS)] (N/A on L or Hybrid); on LS, RS, LT and Premier	215	196
WPL	Leather Package Includes Leather-Wrapped Steering Wheel (N34), Heated Steering Wheel (UVD), Leather-Wrapped Shift Knob (VY7) and Auto Dimming Inside Rearview Mirror [Requires Power Sunroof (C3U) on Hybrid] (N/A on LS, RS or Premier); on LT and Hybrid	1,590	1,447
5JR	Mirror Caps, Alternate Finish [Included with Appearance Package (PCX)] (N/A on LS or RS); on LT, Hybrid and Premier	130	118
GPJ	Paint, Cajun Red Tintcoat (N/A on LS); on RS, LT, Hybrid and Premier	395	359
SBZ	Pedal Kit, Sport (Dealer Installed) (Limited Availabiltiy) [Included with Appearance Package (PCX)]	170	155
VQK	Splash Guards, Molded Front and Rear (Dealer Installed) (Limited Availability) [Included with Weather Protection Package (PDE) and Weather Protection Package 2 (PDB)]	210	191
5ZU	Spoiler, Rear (Dealer Installed) (Limited Availability) (N/A on RS); on LS, LT, Hybrid and Premier	495	450
BTV	Start System, Remote Vehicle (Standard on LT, Hybrid and Premier); on LS and RS	300	273
C3U	Sunroof, Power Tilt-Sliding Glass with Fixed Rear Skylight [Requires Leather Package (WPL) on Hybrid] (N/A on LS or RS) (Standard on Premier); on LT and Hybrid	1,050	956
SFS	Sunshade, Inside Rear Side-Windows (Dealer Installed) (Limited Availabiltiy)	110	100
SCJ	Suspension Kit, Sport Lowering (Dealer Installed) (Limited Availability); on Premier	695	632
SIL	Tablet Holder, Powered Universal (Dealer Installed) (Limited Availability)	250	228
PDB	Weather Protection Package 2 Includes Remote Start Kit (S6P), Cargo Mat (VLI) and Molded Front and Rear Splash Guards (VQK) (Dealer Installed) (Limited Availability) [N/A with Remote Vehicle Start System (BTV), Convenience Package 2 (PCM), Weather Protection Package (PDE) Interior Protection Package (PDH) or Convenience Package 1 (PDQ)] (N/A on LT, Hybrid or Premier); on LS and RS	565	514

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
PDE	Weather Protection Package Includes All-Weather Floor Mats (VAV), Cargo Mat (VLI) and Molded Front and Rear Splash Guards (VQK) (Dealer Installed) (Limited Availability) [N/A with Convenience Package 2 (PCM), Winter/Summer Floor Mat Package (PCN) or Interior Protection Package (PDH)] (N/A on Hybrid or Premier); on LS, RS and LT	$ 395	$ 359
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
5XQ	Wheels, 19" Black Painted (Dealer Installed) (Limited Availability) (N/A on LS, RS or Hybrid); on LT and Premier.	3,350	3,049
PCN	Winter/Summer Floor Mat Package Includes All-Weather Floor Mats (VAV), Premium Carpeted Floor Mats (VYW) and Cargo Mat (VLI) [N/A with Convenience Package 2 (PCM), Weather Protection Package (PDE) Interior Protection Package (PDH) or All Weather Floor Liners (RIA)] (N/A on Hybrid or Premier); on LS, RS and LT	395	359

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
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2020 Chevrolet Sonic

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	SONIC HATCHBACK		
1JV48/1SD	Sonic LT FWD 4-Door Hatchback Automatic	$ 20,295	$ 20,064
1JW48/1SF	Sonic Premier FWD 4-Door Hatchback Automatic	22,395	22,130

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	SONIC SEDAN		
1JU69/1SB	Sonic LS FWD 4-Door Sedan Automatic	17,595	17,517
1JV69/1SD	Sonic LT FWD 4-Door Sedan Automatic	19,495	19,277
1JW69/1SF	Sonic Premier FWD 4-Door Sedan Automatic	21,595	21,343

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VKD	Bracket, Front License Plate	$ 40	$ 36
W2D	Cargo Net (Dealer Installed) (Limited Availability)	70	64
PDB	Convenience Package Includes Heated Driver and Front Passenger Seats, 6-Way Power Driver's Seat Adjuster, Keyless Open, Keyless Start, 2-Spare Keys, Enhanced Driver's Information Center and Compass Display (N/A on LS or Premier); on LT Sedan also Includes Leather-Wrapped Steering Wheel, Heated Steering Wheel and Remote Vehicle Starter System	1,175	1,069
	On LT Hatchback	650	592
PCY	Driver Confidence Package Includes Forward Collision Alert, Lane Departure Warning System and Rear Park Assist [Requires Convenience Package (PDB) on LT] (N/A on LS); On LT and Premier	495	450
SFZ	Emblem, Black Bow-Tie (Dealer Installed) (Limited Availability) (N/A on Hatchbacks); on Sedans	225	205
SDM	Exhaust, Performance with Calibration (Dealer Installed) (Limited Availability) [Included with Performance Package (PCH/PCM)] (N/A on LS); on LT and Premier	1,095	996
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mat Package (PCN)]	150	137
RWS	Floor Mats, Z-Spec Premium (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mat Package (PCN)] (N/A on Hatchbacks); on Sedans	140	127
KPK	Heater, Oil Pan	100	91
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
GLL	Paint, Cayenne Orange Metallic (N/A on Sedans); on Hatchbacks	$ 395	$ 359
GD1	Paint, Kinetic Blue Metallic	395	359
GHC	Paint, Oasis Blue (N/A on Sedans); on Hatchbacks	N/C	N/C
- - -	Paint, Red Hot (G7C), Nightfall Gray Metallic (G7Q), Silver Ice Metallic (GAN), Summit White (GAZ) or Mosaic Black Metallic (GB8)	N/C	N/C
SBZ	Pedal Kit, Sport (Dealer Installed) (Limited Availability)	95	86
PCH/PCM	Performance Package Includes Performance Exhaust (SDM) and Lowering Suspension (SCJ) on Sedans or Lowering Suspension (SG3) on Hatchbacks [N/A with RS Package (WFK)] (N/A on LS); on Sedans	1,760	1,602
	On LT Hatchbacks	1,580	1,438
VLL	Roof Rail Crossbars (Dealer Installed) (Limited Availability) [N/A with RS Package (WFK) or Sport Suspension (FE3)]	275	250
WFK	RS Package Includes Sport Body Kit, Front Fog Lamps, Sporty Rocker Moldings, Black Chevrolet Emblems, Integrated Decklid Rear Spoiler, RS Lettering, Piano Black Accented Instrument Panel, 3-Spoke Leather-Wrapped Flat Bottom Steering Wheel and Carpeted Front and Rear Deluxe Floor Mats (N/A on LS Sedan or Hatchbacks); on LT Sedan and Premier Sedan	800	728
VQK	Splash Guards, Molded Front (N/A with RS Package (WFK)] (Dealer Installed) (Limited Availability) (N/A on Hatchbacks); on Sedans	110	100
CF5	Sunroof, Power Tilt-Sliding with Express Open and Wind Deflector (N/A on LS); on LT and Premier	850	774
SCJ	Suspension, Lowering (Dealer Installed) (Limited Availability) [Included with Performance Package (PCH/PCM)] [N/A with Sport Suspension (FE3)] (N/A on LS Sedan or Premier Hatchback); on LT Hatchback, LT Sedan and Premier Sedan	845	769
SG3	Suspension, Lowering RS (Dealer Installed) (Limited Availability) [Included with Performance Package (PCH/PCM)] [Requires Sport Suspension (FE3)] (N/A on Sedans); On LT Hatchbacks	1,580	1,438
SFE	Wheel Lock Kit (Limited Availability) (Dealer Installed)	75	68
5BC	Wheels, Silver Painted (Limited Availability) (Dealer Installed)	695	632
5BD	Wheels, White Painted (Limited Availability) (Dealer Installed) [N/A with Performance Package (PCH/PCM)]	695	632
PCN	Winter/Summer Floor Mat Package Includes All-Weather Floor Mats (VAV) and Z-Spec Premium Floor Mats (RWS) (Dealer Installed) (Limited Availability) [N/A with RS Package (WFK)] (N/A on Hatchbacks); on Sedans	250	228

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2020 Chevrolet Spark

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
1DR48/1SA	Spark LS 4-Door Hatchback Manual	$ 14,095	$ 14,029
1DR48/1SB	Spark LS 4-Door Hatchback Automatic	15,195	15,117
1DS48/1SC	Spark 1LT 4-Door Hatchback Manual	15,995	15,908
1DS48/1SD	Spark 1LT 4-Door Hatchback Automatic	17,095	16,996
1DQ48/1SG	Spark ACTIV 4-Door Hatchback Manual	17,095	16,996
1DQ48/1SH	Spark ACTIV 4-Door Hatchback Automatic	18,195	18,084
1DT48/1SE	Spark 2LT 4-Door Hatchback Manual	17,495	17,392
1DT48/1SF	Spark 2LT 4-Door Hatchback Automatic	18,595	18,480

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VLI	Cargo Mat, All-Weather (Dealer Installed) (Limited Availability)	$ 80	$ 73
W2D	Cargo Net (Dealer Installed) (Limited Availability)	70	64
5X5	Cover, Windshield and Outside Mirrors (Dealer Installed) (Limited Availability)	75	68
PCU	Driver Confidence Package Includes Forward Collision Alert and Lane Departure Warning System; on 2LT Automatic	295	268
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Winter/Summer Floor Mats Package (PCN) and Interior Protection Package (PDH)]	150	137
VYW	Floor Mats, Premium Carpeted [Included with Winter/Summer Floor Mats Package (PCN)]	145	132
K05	Heater, Engine Block	100	91
PDH	Interior Protection Package Includes All-Weather Floor Mats (VAV) and All-Weather Cargo Mat (VLI) (Dealer Installed) (Limited Availability)	185	168
S4X	Mirror Caps, Bodycolor (Dealer Installed) (Limited Availability); on LS	85	77
RWI	Moldings, Chrome Bodyside (Dealer Installed) (Limited Availability); on LS and LT	230	209
RWK	Moldings, Painted Bodyside (Dealer Installed) (Limited Availability); on LS and LT	230	209
SBZ	Petal Kit, Sport (Dealer Installed) (Limited Availability); on Manual	170	155
	On Automatic	150	137
SGI	Sill Plates, Aluminum (Dealer Installed) (Limited Availability); on LS and LT	85	77
SAO	Smokers Package (Dealer Installed) (Limited Availability)	75	68
VQK	Splash Guards, Front and Rear Black Molded (Dealer Installed) (Limited Availability); on LS	180	164
CF5	Sunroof, Power; on LT	1,000	910
SFE	Wheel Lock Kit (Dealer Installed) (Limited Availability)	75	68
5WJ	Wheels, Silver Painted Aluminum (Dealer Installed) (Limited Availability)	1,100	1,001
PCN	Winter/Summer Floor Mats Package Includes Premium Carpeted Floor Mats (VYW) and All-Weather Floor Mats (VAV) (Dealer Installed) (Limited Availability)	250	228

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2020 Chevrolet Suburban

To Calculate the UBS Price:
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(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	SUBURBAN 2WD		
CC15906/1LS	Suburban LS 2WD 4-Door Sport Utility	$ 52,995	$ 51,224
CC15906/1LT	Suburban LT 2WD 4-Door Sport Utility	57,795	55,851
CC15906/1LZ	Suburban Premier 2WD 4-Door Sport Utility	66,795	64,527

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	SUBURBAN 4WD		
CK15906/1LS	Suburban LS 4WD 4-Door Sport Utility	55,995	54,116
CK15906/1LT	Suburban LT 4WD 4-Door Sport Utility	60,795	58,743
CK15906/1LZ	Suburban Premier 4WD 4-Door Sport Utility	69,795	67,419

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
WPK	6.2L Performance Edition Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High-Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller and Unique RST Emblem and Sport Calibration (N/A on LS or LT); on Premier 2WD	$ 2,720	$ 2,475
	On Premier 4WD also Includes 2-Speed Active Transfer Case (NQH)	2,820	2,566
9U0	6.2L Performance Package Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High-Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller, Driver's Information Center (UHS), Head-Up Display and Rear Seat Entertainment System (U42) [Included with Premier 6.2L Value Package (PDN)]; on 2WD	5,390	4,905
	On 4WD also Includes 2-Speed Active Transfer Case (NQH)	5,490	4,995
5W7	Air Intake System, Performance [N/A with 6.2L Performance Edition (WPK) or Premier Plus Edition (WP9)]	675	614
RVQ	Assist Step Kit, Black (Dealer Installed) [N/A with Chrome Assist Step Kit (VXH), Molded Splash Guards (VQK) or Off Road Package (Z71)]	550	501
VXH	Assist Step Kit, Chrome (Dealer Installed) [N/A with Off Road Package (Z71), Molded Splash Guards (VQK) or Black Assist Step Kit (RVQ)]	650	592
BRS	Assist Steps, Power Retractable with Bright Accent Strip and Peremiter Lighting [Included with Premier Plus Edition (WP9)] (N/A on LS or LT); on Premier	1,745	1,588

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
I06	Audio System, Chevrolet MyLink Radio with Navigation [Included with Sun, Entertainment & Destinations Package (PCJ) on LT] (Standard on Premier); on LT	$ 495	$ 450
RWU	Cargo Area Organizer, Collapsible [Included with Premier Plus Edition (WP9)]	145	132
VLI	Cargo Mat (Dealer Installed) [Included with Interior Protection Package (PDH)]	905	82
VRS	Cargo Security Shade (Dealer Installed) (Limited Availability)	195	177
SOP	Console Insert (Dealer Installed) (Limited Availability)	60	55
VKW	Console Organizer, Front (Dealer Installed) (Limited Availability)	45	41
Y66	Cruise Control, Adaptive [Requires Driver's Information System (UHS)]; on Premier	895	814
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability)	420	382
PCW	Driver Alert Package, Enhanced Includes Power Adjustable Pedals (JF4), Forward Collision Alert, Intellibeam Headlamps, Low Speed Forward Automatic Braking, Lane Keep Assist with Lane Departures and Safety Alert Driver Seat (N/A on LT or Premier); on LS	695	632
UHS	Driver's Information Center, Enhanced 8" Dual Diagonal Mulit-Color Includes Head-Up Display (UV6) (N/A on LT); on Premier	850	774
SFZ	Emblems, Black Front and Rear Bow-Tie (Dealer Installed) (Limited Availability)	225	205
R88	Emblems, Black Illuminated Front Bow-Tie (Dealer Installed) (Limited Availability)	435	396
RN2	Emblems, Gold Illuminated Front Bow-Tie (Dealer Installed) (Limited Availability)	375	341
U42	Entertainment System, Rear Seat Includes Blu-Ray/DVD with Remote Control, Overhead Display, Wi-Fi Wireless Capability and Four 2-Channel Wireless Digital Headphones [Included with Sun, Entertainment & Destinations Package (PCJ)]	1,820	1,656
VQZ	Exhaust Tips, Polished (Dealer Installed) (Limited Availability)	140	127
VLG	Fascia Close-Out, Rear (Dealer Installed) (Limited Availability); on LS and LT	130	118
RIB	Floor Liner Package, All-Weather (Dealer Installed) (Limited Availability)	340	309
AAK	Floor Liner, All-Weather (Dealer Installed) (Limited Availability)	260	237
VAV	Floor Mats, All-Weather (Dealer Installed) [Included with Interior Protection Package (PDH)]	235	218
5JL	Front Brake Kit, Performance (Dealer Installed)	2,895	2,634
SJA	Grille Insert, Chrome with Horizontal Louver Insert (Dealer Installed) (Limited Availability)	695	632
RZ9	Grille Insert, Chrome with Mesh Insert (Dealer Installed) (Limited Availability)	640	582
KO5	Heater, Engine Block	100	91
PDH	Interior Protection Package Includes All-Weather Front and Rear Floor Mats and Rear Cargo Mat (VLI) (Dealer Installed)	270	245
ST7	LT Midnight Edition Includes 20" Black Painted Aluminum Wheels, P275/55R-20 All-Season Tires, Black Front and Rear Black Bowties and Black Roof Rack Cross Rails (VQQ) (N/A on LS or Premier); on LT	1,835	1,670
PCK	Luxury Package Includes Additional 9-Months of SiriusXM Radio, Power Fold Third Row 60/40 Split Bench Seat, Passive Entry System, Second Row Power Release 60/40 Split Folding Bench Seat, Keyless Start, Dual Heated Power-Adjustable Power Folding Outside Mirrors, Heated Second Row Seats, Power Tilt and Telescopic Steering Column, Hands Free Liftgate, Fog Lamps, Front and Rear Parking Assist, Rear Cross Traffic Alert, Lane Change Alert with Side Blind Zone Alert, Heated Steering Wheel and Color Key Rear Fascia Trailer Hitch Closeout (N/A on LS or Premier); on LT	2,860	2,603
WJP	Midnight Edition Includes Off-Road Package (Z71), Skid Plate Package (NZZ), 18" Black Painted Aluminum Wheels, P265/65R-18 All-Terrain Tires, Black Tubular Assist Steps, Front Fog Lamps, Front and Rear Park Assist, Recovery Hooks, 3.42 Rear Axle Ratio, 2-Speed Electronic Autotrac Transfer Case (NQH), Z71 Specific Floor Mats with Logo, Hill Decent Control, High Capacity Air Cleaner, Front and Rear Black Bowties, Unique Z71 Midnight Grille, Z71 Front Lower Black Fascia, Z71 Specific Front Sill Plates, Z71 Decal on Cluster, Z71 Pillar and Liftgate Badge and Black Roof Rack Cross Rails (VQQ) (N/A on LS, LT 2WD or Premier); on LT 4WD without Luxury Package (PCK) . . . . on LT 4WD	2,285	2,079
	with Luxury Package (PCK)	2,035	1,852
B86	Moldings, Bodycolor Bodyside (Dealer Installed) (Limited Availability) (Standard on Premier); on LS and LT	100	91
B85	Moldings, Bright Bodyside (Dealer Installed) (Limited Availability); on LS and LT	150	137
Z71	Off-Road Package (N/A on LS, LT 2WD or Premier); on LT 4WD without Luxury Package (PCK)	1,850	1,684
	On LT 4WD with Luxury Package (PCK)	1,600	1,456
PDN	Premier 6.2L Value Package Includes 6.2L Performance Package (9U0), Power Sunroof (CF5) and Floor Liner Package, All-Weather (RIB) (N/A on LS or LT); on Premier 2WD	5,275	4,845
	On Premier 4WD	5,375	4,936

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
WP9	Premier Plus Edition Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High-Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller, 22" 6-Spoke Split Chrome Wheels, Sun, Entertainment & Destinations Package (PCJ), Power Sunroof (CF5), Rear Seat Entertainment System (U42), Power Retractable Assist Steps (BRS), Black Roof Rack Cross Rails (VQQ), Polished Exhaust Tip (VQZ), Jet Black/Mahogany Brown Perforated Leather-Appointed Interior Seating, Second Row Power Release Bucket Seats (ATN), Driver's Information Center (UHS), Head-Up Display and Cargo Area Organizer (RWU) (N/A on LS or LT); on Premier 2WD	$ 11,675	$ 10,624
	On Premier 4WD	11,775	10,715
SDA	Recovery Hooks, Black (Dealer Installed) (Limited Availability)	120	109
VQY	Recovery Hooks, Chrome (Dealer Installed) (Limited Availability)	210	191
VQQ	Roof Rack Crossrails, Black (Dealer Installed) (Limited Availability)	295	268
SCN	RST Edition (N/A on LS); on LT without Max Trailering Package (NHT)	2,995	2,725
	On LT with Max Trailering Package (NHT)	2,715	2,471
	On Premier	2,705	2,462
ATV	Seats, Center Row Bucket with Manual Release (N/A on LS or Premier); on LT	795	723
AZ3	Seats, Front 40/20/40 Split-Bench Front (N/A on LT or Premier); on LS	- 250	- 228
A95	Seats, Premium Cloth Front Bucket (N/A on LT or Premier); on LS	250	228
ATT	Seats, Second Row 60/40 Split-Folding Bench with Power Release [Included with and Requires Luxury Package (PCK) on LT] (N/A on LS) (Standard on Premier); on LT	795	723
VQK	Splash Guards, Molded (Dealer Installed) (Limited Availability)	177	195
PCJ	Sun, Entertainment & Destinations Package Additional 9-Months of SiriusXM Service, Power Sunroof (CF5), Entertainment System (U42) and Chevrolet MyLink Audio System (I06) (Pricing Includes Pkge Discount) (N/A on LS); on LT without Luxury Package (PCK)	3,030	2,757
	On LT with Luxury Package (PCK)	2,860	2,603
	On Premier	2,535	2,307
CF5	Sunroof, Power Tilt-Sliding with Express-Open/Close and Wind Deflector [Included with Sun, Entertainment & Destinations Package (PCJ), Premier Plus Edition (WP9) and Premier 6.2L Value Package (PDN)] (N/A on LS); on LT and Premier	1,045	951
SFJ	Sunshade, Reflective Front Window (Dealer Installed) (Limited Availability)	110	100
UTT	Theft Protection [Requires Luxury Package (PCK) on LT]; on LT and Premier	410	373
S6N	Trailer Hitch Insert (Dealer Installed) (Limited Availability) (N/A on Premier); on LS and LT	35	32
NHT	Trailering Package, Max; on LS 2WD and LT 2WD	580	528
	On LS and LT 4WD also Includes 2-Speed Electronic Autotrac Transfer Case (NQH)	780	710
	On Premier 2WD	300	273
	On Premier 4WD also Includes 2-Speed Electronic Autotrac Transfer Case (NHQ)	500	455
NQH	Transfer Case, Active 2-Speed Electronic Autotrac (N/A on 2WD); on 4WD	100	91
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
RD4	Wheels, 20" Polished Aluminum (Standard on Premier); on LS and LT	1,700	1,547
SEW	Wheels, 22" 5-Spoke Silver Ultra-Bright Machined Alloy with High Gloss Black Includes 22" Tires (Dealer Installed) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]; on LS, LT without LT Midnight Edition (ST7) and on Premier	2,995	2,725
	On LT with LT Midnight Edition (ST7)	1,595	1,451
SEV	Wheels, 22" 6-Spoke Black Alloy Includes 22" Tires (Dealer Installed) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]; on LS, LT without LT Midnight Edition (ST7) and on Premier	2,995	2,725
	On LT with LT Midnight Edition (ST7)	1,595	1,451
RPT	Wheels, 22" 6-Spoke Chrome Multi-Featured Design [Requires Wheel Locks (SFE)] (N/A in LS); on LT and Premier	2,900	2,639
SMI	Wheels, 22" 6-Spoke Chrome Requires Wheel Locks (SFE)]; on LT and Premier	2,900	2,639
SF0	Wheels, 22" 6-Spoke Premium Silver Ultra-Bright Machined Alloy Includes 22" Tires (Dealer Installed) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
SF1	Wheels, 22" 7-Spoke Silver Alloy Includes 22" Tires (Dealer Installed) [N/A with Wheel Locks (SFE) or Off-Road Package (Z71)]	2,995	2,725
SIY	Wheels, 22" Bright Machined Aluminum with Bright Silver Finish [Requires Wheel Locks (SFE)] (N/A on LS or LT); on Premier	2,900	2,639
SGF	Wheels, 22" Premium Painted with Chrome Inserts; on LT and Premier	2,495	2,270
RD2	Wheels, Chrome (N/A on LS or LT); on Premier	400	364

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Manufacturer rebates *and* ***incentives*** *to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.*

2020 Chevrolet Tahoe

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TAHOE 2WD		
CC15706/1LS	Tahoe LS 2WD 4-Door Sport Utility	$ 50,295	$ 48,621
CC15706/1LT	Tahoe LT 2WD 4-Door Sport Utility	55,095	53,248
CC15706/1LZ	Tahoe Premier 2WD 4-Door Sport Utility	63,995	61,828

UBS Prices are based on the manufacturer's invoice at the time of printing. The price you pay may be lower at the time of delivery based on ***rebates*** from the manufacturer to the customer. Also, ***incentives*** from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further ***lower your cost*** at the time of delivery.

	TAHOE 4WD		
CK15706/1LS	Tahoe LS 4WD 4-Door Sport Utility	53,295	51,513
CK15706/1LT	Tahoe LT 4WD 4-Door Sport Utility	58,095	56,140
CK15706/1LZ	Tahoe Premier 4WD 4-Door Sport Utility	66,995	64,720

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
9U0	6.2L Performance Package Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller, 8" Enhnaced Driver Information System and Head-Up Display (N/A on LS or LT); on Premier 2WD.	$ 3,570	$ 3,249
	On Premier 4WD also Includes 2-Speed Active Transfer Case (NQH)	3,670	3,340
5W7	Air Intake System, Perfromance (Dealer Installed) (Lmtd Availability) [N/A with RST 6.2L Performance Edition (WPK) or Premier Plus Edition (WP9)]	675	614
RVQ	Assist Step Kit, Black (Dealer Installed) (Limited Availability)	550	501
VXH	Assist Step Kit, Chrome (Dealer Installed) (Limited Availability)	650	592
BRS	Assist Steps, Power Retractable [Included with Premier Plus Edition (WP9)] (Dealer Installed) (Limited Availability) (N/A on LS or LT); on Premier	1,745	1,588
I06	Audio System, 8" Diagonal Color Touch-Screen Navigation with Chevrolet Infotainment [Included with Sun, Entertainment & Destination Package (PCJ) on LT] (N/A on LS) (Standard on Premier); on LT	495	450
5JL	Brake Kit, Performance Front	2,895	2,634
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability) [Included with Premier Plus Edition (WP9)]	145	132
VLI	Cargo Mat, All-Weather Rear (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	90	82

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
VRS	Cargo Security Shade (Dealer Installed) (Limited Availability)	$ 195	$ 177
SOP	Console Insert (Dealer Installed) (Limited Availability)	60	55
VKW	Console Organizer, Front Storage Bin (Dealer Installed) (Limited Availability)	45	41
VQQ	Cross Rails, Black Roof Rack (Dealer Installed) (Limited Availability) [Included with Texas Edition (PDA), LT Midnight Edition (ST7), Z71 Midnight Edition (WJP) and Premier Plus Edition (WP9)]	295	268
Y66	Cruise Control, Adaptive Includes Automatic Collision Preparation [Requires Driver's Information Center (UHS)] (N/A on LS or LT); on Premier	895	814
YL4	Custom Edition Includes 18" Painted Aluminum Wheels, P265/65R-18 All-Season Tires, Chrome Grille Insert and Third Row Passenger Seat Delete [N/A with Interior Protection Package (PDH)] (N/A on LT or Premier); on LS	- 4,200	- 3,822
WK1	Custom Midnight Edition Includes 18" Black Painted Aluminum Wheels, P265/65R18 Duratec Tires, Front and Rear Black Bowties, Black Tubular Assist Steps, Black Recovery Hooks (V76) and Third Row Passenger Seat Delete (N/A on LS or Premier); on LT	- 3,200	- 2,912
SOM	Door Sill Plates, Illuminated (Dealer Installed) (Limited Availability)	420	382
PCW	Driver Alert Package, Enhanced Includes Power Adjustable Pedals (JF4), Forward Collision Alert, IntelliBeam Headlamps, Automatic Emergency Braking, Lane Keep Assist with Lane Departure Warning and Safety Alert Seat (N/A on LT or Premier); on LS	695	632
UHS	Driver's Information Center, Enhanced 8" Diagonal Multi-Color Includes Head Up Display [Included with Premier Plus Edition (WP9) and 6.2L Performance Package (9U0) (N/A on LS or LT); on Premier	850	774
R88	Emblem, Black Illuminated Front Bowtie (Dealer Installed) (Limited Availability)	435	396
RN2	Emblem, Gold Illuminated Front Bowtie (Dealer Installed) (Limited Availability)	375	341
SFZ	Emblems, Black Bowtie Front and Rear (Dealer Installed) (Limited Availability)	225	205
U42	Entertainment System, Rear Seat DVD Includes Blu-Ray/DVD Player Entertainment System, Rear Seat DVD Player with Remote Control, 2-Wireless Headphones, Auxiliary A/V Jacks, Overhead Monitor, SD Memory Card Slot and USB Port [Included with Sun, Entertainment & Destination Package (PCJ)] (N/A on LS); on LT and Premier	1,720	1,565
VQZ	Exhaust Tip, Polished (Dealer Installed) (Limited Availability) [Included with Premier Plus Edition (WP9)]	140	127
VLG	Fascia Closeout, Rear (Dealer Installed) (Lmtd Availability) (N/A on Premier); on LS and LT	130	118
RIB	Floor Liner Package, All-Weather Includes 1st, 2nd and 3rd Row Coverage (Dealer Installed) (Limited Availability)	340	309
AAK	Floor Liner, All-Weather Includes 1st and 2nd Rows Bright Finish Badge (Dealer Installed) (Limited Availability)	260	237
VAV	Floor Mats, All-Weather (Dealer Installed) (Limited Availability) [Included with Interior Protection Package (PDH)]	235	214
RZ9	Grille Insert (Dealer Installed) (Limited Availability)	640	582
SJA	Grille, Chrome Finish (Dealer Installed) [Included with Custom Edition (YL4)]	695	632
KO5	Heater, Engine Block	100	91
PDH	Interior Protection Package Includes All-Weather Floor Mats (VAV) and All-Weather Rear Cargo Mat (VLI) (Dealer Installed) (Limited Availability)	270	246
ST7	LT Midnight Edition Includes 20" Black Painted Aluminum Wheels, P275/55R20 All-Season Tires, Front and Rear Black Bowties and Black Roof Rack Cross Rails (VQQ) (N/A on LS or Premier); on LT	1,835	1,670
PCK	Luxury Package Includes Additional 9-Months of SiriusXM Radio, Power Fold Third Row 60/40 Split Bench Seats, Passive Entry System, Keyless Start, Power-Adjustable Heated Outside Mirrors with Power Fold, Heated 2nd Row Seats, Memory for Power Tilt and Telescopic Steering Column, Hands-Free Liftgate, Fog Lights, Front and Rear Park Assist, Rear Cross-Traffic Alert, Lane Change Alert with Blind Zone Alert, Heated Steering Wheel and Color Key Rear Fascia Trailer Hitch Closeout (N/A on LS or Premier); on LT	2,860	2,603
B86	Moldings, Bodycolor Bodyside (Dealer Installed) (Limited Availability) (Standard on Premier); on LS and LT	100	91
B85	Moldings, Bright Bodyside (Dealer Installed) (Limited Availability) (N/A on Premier); on LS and LT	150	137

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
Z71	Off-Road Package, Z71 Includes Z71 Suspension, Skid Plate Package (NZZ), Z71 Specific 18" Wheels, P265/65R-18 All-Terrain Tires, Z71 Specific Grille Design, Fog Lamps, Black Tubular Assist Steps, Front and Rear Park Assist, Black Recovery Hooks (V76), Z71 Specific Front Sill Plates, 3.42 Rear Axle Ratio, 2-Speed Active Transfer Case (NQH), Z71 Specific Floor Mats, Hill Descent Control and High Capacity Air Cleaner [Included with Z71 Midnight Edition (WJP)] (N/A on LS, LT 2WD or Premier); on LT 4WD	$ 1,850	$ 1,684
GLR	Paint, Black Cherry Metallic	395	359
- - -	Paint, Blue Velvet Metallic (G1M), Satin Steel Metalic (G9K), Silver Ice Metallic (GAN), Summit White (GAZ), Black (GBA) or Shadow Gray Metallic (GJI)	N/C	N/C
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS); on LT and Premier	995	905
G1E	Paint, Siren Red Tintcoat	495	450
WP9	Premier Plus Edition Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller, 22" 6-Spoke Split Chrome Wheels, Additional 9-Months of SiriusXM Radio and NavTraffic Service, Power Sunroof (CF5), Rear Seat DVD Entertainment System (U42), Power Retractable Assist Step (BRS), Black Roof Rack Cross Rails (VQQ), Polished Exuaust Tip (VQZ), Perforated Leather Appointed Interior Seating, Second Row Power Release Bucket Seats (ATN), 8" Enhnaced Driver Information System, Head-Up Display and Cargo Area Organizer (RWU) (N/A on LS or LT); on Premier 2WD	11,575	10,533
	On Premier 4WD also Includes 2-Speed Active Transfer Case (NQH)	11,675	10,624
SDA	Recovery Hooks, Black (Dealer Installed) (Limited Availability)	120	109
V76	Recovery Hooks, Black (Dealer Installed) (Limited Availability) [Included with Custom Midnight Edition (WK1) on LT and Included with and Requires Z71 Midnight Edition (WJP) or Off Road Package (Z71) on LT] (N/A on Premier); on LS	120	109
VQY	Recovery Hooks, Chrome (Dealer Installed) (Limited Availability)	210	191
WPK	RST 6.2L Performance Edition Includes 6.2L EcoTec3 V8 Engine, 10-Speed Automatic Transmission, High Capacity Air Cleaner, 170 Amp Alternator, 3.23 Rear Axle Ratio, Trailer Brake Controller, Unique RST Emblem and Sport Calibration (N/A on LS or LT);		
	On Premier 2WD	2,720	2,475
	On Premier 4WD also Includes 2-Speed Active Transfer Case (NQH)	2,820	2,566
SCN	RST Edition Includes Gloss Black Aluminum Wheels with Custom Silver Inserts, Wheel Locks, Front and Rear Black Bowties, Unique RST Emblem, Unique Gloss Black Sport Grille with Bodycolor Surround, Body Color Door Handles, Headlamp Accents, Black Mirror Caps, Beltline Moldings and Roof Rails and Black Nameplate Badging (N/A on LS); on LT	2,995	2,725
	On Premier	2,705	2,462
AZ3	Seat, Premium Cloth Front 40/20/40 Split-Bench (N/A on LT or Premier); on LS	- 250	- 228
ATV	Seats, Manual Second Row Bucket [N/A with Luxury Package (PCK) or Texas Edition Package (PDA)] (N/A on LS or Premier); on LT	795	723
ATN	Seats, Power Release Second Row Bucket [Requires Luxury Package (PCK) or Texas Edition Package (PDA)] (N/A on LS) (Standard on Premier); on LT	795	723
VQK	Splash Guards, Molded (Dealer Installed) (Limited Availability)	195	177
PCJ	Sun, Entertainment & Destinations Package Includes Additional 9-Months of SiriusXM Radio and NavTraffic Service, Power Sunroof (CF5) and Rear Seat DVD Entertainment System (U42) (N/A on LS) [Included with Premier Plus Edition (WP9)]; on LT also Includes 8" Diagonal Color Touch-Screen Navigation with Chevrolet Infotainment Audio System (I06)	3,430	3,121
	On Premier	2,935	2,671
CF5	Sunroof, Power Tilt-Sliding with Express-Open and Close and Wind Deflector [Included with Sun, Entertainment & Destination Package (PCJ) and Premier Plus Edition (WP9] [N/A on LS]; on LT and Premier	1,045	951
PDA	Texas Edition Package Includes Badging, Side Blind Zone Alert, Rear Cross Traffic Alert, Passive Keyless Access Entry System, Fog Lights, Lane Change Alert, Power Hands-Free Liftgate, Steering Wheel Memory, Dual Heated Power Outside Mirrors with Power Fold, Turn Signals and Automatic Day/Night Outside Driver's Side, Front and Rear Park Assist, SiriusXM Satellite Radio with 1-Year of Service, Black Roof Rack Cross Rails (VQQ), Power Split Folding Center Bench, Power Split Folding Third Row Bench Seat, Heated Center Row Seats, Leather-Wrapped Heated Steering Wheel, Power Tilt & Telescoping Steering Wheel and Trailer Hitch Closeout (N/A on LS or Premier); on LT	3,110	2,830

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
UTT	Theft Protection Package Includes Door and Liftgate Lock Shields & Glass Break Sensors in Rear Quarter Glass and Liftgate Window, Vehicle Inclination Alarm System Sensor, Vehicle Interior Movement Alarm System Sensor and Self-Powered Horn Alarm System [Requires Luxury Package (PCK) or Texas Edition Package (PDA) on LT] (N/A on LS); On LT and Premier	$ 410	$ 373
S6N	Trailer Hitch Insert (Dealer Installed) (Limited Availability) (N/A on Premier); on LS and LT	35	32
NHT	Trailering Package, Max Includes 3.42 Rear Axle Ratio and Trailer Brake Controller; on LS 2WD and LT 2WD also Includes Standard Suspension Package	580	528
	On LS 4WD and LT 4WD also Includes Standard Suspension Package and 2-Speed Active Transfer Case (NQH)	780	710
	On Premier 2WD	300	273
	On Premier 4WD also Includes 2- Speed Active Transfer Case (NQH)	500	455
NQH	Transfer Case, Active 2-Speed Electronic [Included with Off-Road Package (Z71), Trailering Package (NHT), Z71 Midnight Edition (WJP), Max Trailering Package (NHT), RST 6.2L Performance Edition (WPK), Premier Plus Edition (WP9) and 6.2L Performance Package (9U0) on 4WD] (N/A on 2WD); on 4WD	100	91
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
RD4	Wheels, 20" Polished Aluminum (Standard on Premier); on LS and LT	1,700	1,547
SEW	Wheels, 22" 5-Spoke Bright Machined with High Gloss Black (Dealer Installed) (Limited Availability)	2,995	2,725
SEV	Wheels, 22" 6-Spoke Black (Dealer Installed) (Limited Availability)	2,995	2,725
SMI	Wheels, 22" 6-Spoke Chrome [Requires Wheel Locks (SFE)] (N/A on LS); on LT and Premier	2,995	2,725
SF0	Wheels, 22" 6-Spoke Premium Bright Silver Machined (Dealer Installed) (Limited Availability)	2,995	2,725
SF1	Wheels, 22" 7-Spoke Silver (Dealer Installed) (Limited Availability)	2,995	2,725
SGF	Wheels, 22" Premium Painted with Chrome Inserts [Requires Wheel Locks (SFE)] (N/A on LS); on LT and Premier	2,495	2,270
RPT	Wheels, 6-Spoke Chrome Multi-Featured Design [Requires Wheel Locks (SFE)] (N/A on LS); on LT and Premier	2,995	2,725
SIY	Wheels, Bright Machined Aluminum with Bright Silver Finish [Requires Wheel Locks (SFE)] (N/A on LS or LT); on Premier	2,495	2,270
RD2	Wheels, Chrome (N/A on LS or LT); on Premier	400	364
SFJ	Window Shade, Reflective (Dealer Installed) (Limited Availability)	110	100
WJP	Z71 Midnight Edition Includes Off Road Package (Z71), Skid Plate Package (NZZ), 18" Black Painted Aluminum Wheels, P265/65R-18 DuratecTires, Black Tubular Assist Steps, Front Fog Lights, Front and Rear Park Assist, Black Recovery Hooks (V76), 3.42 Rear Axle Ratio, 2-Speed Active Transfer Case (NQH), Z71 Specific Rubber Floor Mats with Logo, Hill Descent Control, High Capacity Air Cleaner, Front and Rear Black Bowties, Unique Z71 Midnight Grille, Front Lower Black Fascia and Black Roof Rack Cross Rails (VQQ) (N/A on LS, LT 2WD or Premier); on LT 4WD	2,630	2,393

Understanding the difference

- UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS-trained Sales Representative, and enjoy your new vehicle

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__Manufacturer rebates__ and __incentives__ to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.

Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

2020 Chevrolet Traverse

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TRAVERSE FWD		
1NB56/1LS	Traverse LS FWD 4-Door Sport Utility	$ 34,095	$ 33,330
1NC56/1LT	Traverse LT Cloth FWD 4-Door Sport Utility	36,595	35,765
1NC56/3LT	Traverse LT Leather FWD 4-Door Sport Utility	40,295	39,368
1NC56/2LT	Traverse RS FWD 4-Door Sport Utility	44,795	43,751
1NC56/1LZ	Traverse Premier FWD 4-Door Sport Utility	46,995	45,894
1NC56/1LZ	Traverse High Country FWD 4-Door Sport Utility	52,095	50,862

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	TRAVERSE AWD		
1NV56/1LS	Traverse LS AWD 4-Door Sport Utility	36,095	35,278
1NW56/1LT	Traverse LT Cloth AWD 4-Door Sport Utility	40,395	39,466
1NW56/3LT	Traverse LT Leather AWD 4-Door Sport Utility	42,295	41,316
1NW56/2LT	Traverse RS AWD 4-Door Sport Utility	46,895	45,797
1NW56/1LZ	Traverse Premier AWD 4-Door Sport Utility	49,595	48,427
1NX56/2LZ	Traverse High Country AWD 4-Door Sport Utility	54,395	53,102

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability); on LS, LT and RS	$ 780	$ 710
	On Premier and High Country	980	892
PDM	Black Accent Package (N/A on RS or High Country)	615	560
PDB	Blackout Package (N/A on RS or High Country)	1,185	1,078
VK3	Bracket, Front License Plate	40	36
RWU	Cargo Area Organizer, Collapsible with Bowtie Logo	140	127
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability)	70	64
PDG	Cargo Package Includes Retractable Cargo Shade (VRS) and Vertical Cargo Net (W2D) (Dealer Installed) (Limited Availability)	195	177
PDV	Chrome Essentials Package Includes Stainless Steel Door Sill Plates and Chrome Mirror Caps (Dealer Installed) (Limited Availability); on LS, LT and Premier	255	232

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
ZL3	Convenience & Driver Confidence Package Includes Side Blind Zone Alert, Rear Cross Traffic Alert, Multi Color Driver's Information Center, Remote Controlled Engine Start, Remote Garage Door Opener, Power Liftgate Release, Rear Park Assist, AM/FM Stereo Radio with MyLink & Touch Screen and Heated Front Seats (N/A LS, Premier or High Country) (Standard on LT Cloth AWD, LT Leather and RS); on LT Cloth FWD	$ 1,795	$ 1,633
SOM	Door Sill Plates, Illuminated Front (Dealer Installed) (Limited Availability)	325	296
BGP	Driver Confidence II Package Includes Automatic Emergency Braking, Forward Collision Alert, Lane Keep Assist with Lane Departure Warning, Following Distance Indicator, Front Pedestrian Braking, IntelliBeam Headlamps and Automatic Heated Steering Wheel (N/A on LS or High Country) (Standard on RS and Premier); on LT Cloth and LT Leather	625	569
SFZ	Emblems, Black Bow-Tie Front and Rear (Dealer Installed) (Limited Availability) (N/A on RS); on LS, LT, Premier and High Country	200	182
PDF	Floor Liner Package (Dealer Installed) (Limited Availability)	395	359
KO5	Heater, Engine Block	100	91
PCX	Hit The Road Package (N/A on LS); on LT, RS, Premier and High Country	995	905
SR3	Infotainment System, Rear Seat with DVD Player	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player	1,750	1,593
PDZ	Interior Enhancement Package (Dealer Installed) (Limited Availability)	445	405
PDH	Interior Protection Package Includes All-Weather First and Second Row Floor Mats (VAV), Third Row All-Weather Floor Mas (VKN) and All-Weather Cargo Mat (VLI) (Dealer Installed) (Limited Availability)	270	246
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT, RS, Premier and High Country	395	359
G1W	Paint, Iridescent Pearl Tricoat (N/A on LS); on LT, RS, Premier and High Country	995	905
WBL	Redline Edition Includes Gloss Black Painted Aluminum Wheels, Gloss Black Window Surround, Dark Tail Lights, Black Mirror Caps and Door Handles, Black Painted Rocker and Wheel Openings, Black Ice Grill and License Plate Applique, Black Ice Fog Lamp Bezels, Black Traverse Badges, Black Chevrolet Bow-Tie, Black Roof Rails, Dual SkyScape Sunroof (C3U) and Trailering Equipment (V92) [Requires Iridescent Pearl Tricoat Paint (G1W), Mosaic Black Metallic Paint (GB8), Silver Ice Metallic Paint (GAN) or Summit White Paint (GAZ)] (N/A on LS, LT, RS or High Country); on Premier FWD	2,495	2,270
	On Premier AWD	1,845	1,679
PDY	Roadside Safety Package Includes First Aid Kit (RYT) and Highway Safety Kit (S08) (Dealer Installed) (Limited Availability)	130	118
VLL	Roof Rails Crossbars, Black (Dealer Installed) (N/A on LS or High Country); on LT, RS and Premier	325	296
VQP	Roof Rails Crossbars, Bright (Dealer Installed) (N/A on LS, LT or RS,); on Premier and High Country	325	296
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	295	268

REMEMBER TO ASK ABOUT INCENTIVES.

ABC	Seating, 8-Passenger (Standard on LS) (N/A on RS, Premier or High Country); on LT Cloth and LT Leather	N/C	N/C
VRV	Splash Guards, Body Color Front and Rear (Dealer Installed) (Limited Availability) (N/A or LS, LT or RS); on Premier and High Country.	295	268
VQK	Splash Guards, Custom Molded Front and Rear (Dealer Installed) (Limited Availability) (N/A on Premier or High Country); on LS, LT and RS	180	164
C3U	Sunnroof, Dual SkyScape 2-Panel Power with Tilt-Sliding Front and Fixed Rear with Sunscreen [Included with Redline Edition (WBL)] (N/A on LS, LT Cloth or RS FWD) (Standard on High Country); on LT Leather RS AWD and Premier	1,400	1,274
SIF	Tablet Holders, Universal, Non-Powered Set of Two for 2nd Row	195	177
SIL	Tablet Holders, Universal, Powered with Two Integrated USB Power Ports for 2nd Row	250	228
V92	Trailering Equipment Includes Heavy Duty Cooling System and Trailer Hitch [Included with Redline Edition (WBL)] [Requires Driver Confidence II Package (BGP)] (N/A on LS or RS) (Standard on Premier AWD and High Country); on LT and Premier FWD.	650	592
SPZ	Wheel Lock Kit, Black Lug Nut (Dealer Installed) (Limited Availability)	275	250
SFE	Wheel Locks, Bright (Dealer Installed) (Limited Availability)	75	68
S2D	Wheels, Gloss Black Painted Aluminum (N/A on RS or High Country) (Dealer Installed) (Limited Availability); on LS, LT and Premier	1,995	1,815

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Washington 301.657.1920
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2020 Chevrolet Trax

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	TRAX FWD		
1JU76/1LS	Trax LS FWD 4-Door Sport Utility	$ 22,295	$ 22,024
1JV76/1LT	Trax LT FWD 4-Door Sport Utility	24,195	23,914
1JW76/1LZ	Trax Premier FWD 4-Door Sport Utility	28,595	28,243

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	TRAX AWD		
1JR76/1LS	Trax LS AWD 4-Door Sport Utility	23,795	23,520
1JS76/1LT	Trax LT AWD 4-Door Sport Utility	25,695	25,390
1JT76/1LZ	Trax Premier AWD 4-Door Sport Utility	30,095	29,719

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VK3	Bracket, Front License Plate	$ 40	$ 36
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
PDD	Cargo Package Includes Carpeted Cargo Mat and Cargo Net [N/A with Interior Protection Package (PDH)] (Dealer Installed) (Limited Availability)	125	114
CAV	Cargo Tray (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	115	105

HAVE YOU CALLED UBS?

PDB	Convenience Package Includes Keyless Open, Keyless Start, Key System, 6-Way Power Driver's Seat Adjuster, Leather-Wrapped 3-Spoke Steering Wheel, Deluxe Cloth/Leatherette Seat Trim and Body Color Door Handles with Chrome Accents (N/A on LS or Premier); on LT	450	410
PCW	Driver Confidence Package Includes Side Blind Zone Alert, Rear Cross Traffic Alert and Rear Park Assist [Requires Convenience Package (PDB)] (N/A on LS or Premier); on LT	495	450
SG1	Emblem, Black BowTie (Dealer Installed) (Limited Availability) [N/A with Redline Edition (WBL)]	220	200
S55	Floor Liner's, All-Weather Front And Rear Black (Dealer Installed) (Limited Availability) [N/A with Protection Package (PDC) or Interior Protection Package (PDH)]	190	173
KPK	Heater, Oil Pan	100	91

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
PDH	Interior Protection Package Includes All-Weather Front and Rear Floor Mats and Carpeted Cargo Mat (Dealer Installed) (Limited Availability) [N/A with Cargo Package (PDD), Cargo Tray (CAV) or Protection Package (PDC)]	190	173
GPJ	Paint, Cajan Red Tintcoat (N/A on LS); on LT and Premier	395	359
- - -	Paint, Nightfall Gray Metallic (G7Q), Satin Steel Metallic (G9K), Silver Ice Metallic (GAN), Summit White (GAZ) or Mosaic Black Metallic (GB8/GB0)	N/C	N/C
- - -	Paint, Pacific Blue Metallic (GUM/G60) (N/A on LS); on LT and Premier	N/C	N/C
PDC	Protection Package Includes All-Weather Front and Rear Floor Mats and Custom Molded Black Front and Rear Splash Guards (Dealer Installed) (Limited Availability) [N/A with Interior Protection Package (PDH)]	295	268
SDD	Receiver, Accessory Carrier Mount (Dealer Installed) (Limited Availability)	240	218
WBL	Redline Edition Includes Black Trax Badging with Red Outline, Black Front and Rear Bowties, Black Grille with Black Surround, Black Mirror Caps, Black Beltline Moldings, P215/55R-18 Tires, Deluxe Cloth & Leatherette Seat Trim and Black Finish Aluminum Wheels with Red Accent Strips [Requires Convenience Package (PDB)] (N/A on LS or Premier); on LT	1,350	1,229
VLL	Roof Rack Cross Rails (Dealer Installed) (Limited Availability) (N/A on LS); on LT and Premier	265	241

REMEMBER TO ASK ABOUT INCENTIVES.

PCJ	Sun & Sound Package Includes Bose Premium 7-Speaker System and Power Sunroof [Requires Convenience Package (PDB)] (N/A on LS or Premier); on LT	1,400	1,274
PDT	Tint and Cruise Package Includes Deep Tinted Rear Windows and Liftgate Glass and Cruise Control (N/A on LT or Premier); on LS	495	450
SFE	Wheel Locks (Port Installed) (N/A on LS); on LT and Premier	75	68
RRT	Wheels, 18" Midnight Silver Aluminum [Requires Convenience Package (PDB)] (N/A on LS or Premier); on LT	595	541

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

SAVE WITH UBS

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

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2020 FORD

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

2020 Ford EcoSport

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ECOSPORT FRONT-WHEEL DRIVE		
S2F/100A	EcoSport S FWD 4-Door Sport Utility with Option Package (100A)	$ 21,090	$ 20,765
S2G/200A	EcoSport SE FWD 4-Door Sport Utility with Option Package (200A)	24,545	24,152
S2K/400A	EcoSport Titanium FWD 4-Door Sport Utility with Option Package (400A)	27,360	26,910
	ECOSPORT FOUR-WHEEL DRIVE		
S3F/100A	EcoSport S 4WD 4-Door Sport Utility with Option Package (100A)	22,685	22,329
S3G/200A	EcoSport SE 4WD 4-Door Sport Utility with Option Package (200A)	26,045	25,621
S3J/300A	EcoSport SES 4WD 4-Door Sport Utility with Option Package (300A)	28,475	28,002
S3K/400A	EcoSport Titanium 4WD 4-Door Sport Utility with Option Package (400A)	28,810	28,331

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OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
	S		
100A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	SE		
200A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	SES		
300A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	TITANIUM		
400A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C

VISIT US AT UBS4CARS.COM.

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability**

MFG CODE		MFG RETAIL	UBS W'SALE
47R	Black Appearance Package (N/A on S, SE or Titanium); on SES	$ 395	$ 371
503	Cargo Management Package Includes Cargo Net and Cargo Organizer (Dealer Installed)	110	103
47B	Convenience Package (Pricing Includes Package Discount) (N/A on S, SES or Titanium); On SE	995	935
62R	Engine Start, Remote Control (Dealer Installed)	495	465
59K	Entry Keypad, Keyless (Dealer Installed)	110	103
41H	Heater, Engine Block	75	70
502	Interior Protection Package Includes Cargo Mat and Front and Rear Floor Liners (N/A on S); on SE, SES and Titanium	195	183
- - -	Paint, Blue Candy Metallic Tinted (Z9) or Ruby Red Metallic Tinted (RR)(N/A on S or SES); On SE and Titanium	395	371
UG	Paint, White Platinum Metallic Tricoat (N/A on S or SES); on SE and Titanium	595	559
96F	Splash Guards, Front and Rear (Dealer Installed)	200	188

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What to do

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SAVE WITH UBS

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2020 Ford Edge

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	EDGE FRONT-WHEEL DRIVE		
K3G/100A	Edge SE FWD 4-Door Sport Utility with Option Package (100A)	$ 32,195	$ 31,338
K3J/201A	Edge SEL FWD 4-Door Sport Utility with Option Package (201A)	35,450	34,151
K3K/300A	Edge Titanium FWD 4-Door Sport Utility with Option Package (300A)	39,195	37,747
K3K/301A	Edge Titanium FWD 4-Door Sport Utility with Option Package (301A)	43,345	41,649

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	EDGE ALL-WHEEL DRIVE		
K4G/100A	Edge SE AWD 4-Door Sport Utility with Option Package (100A)	34,190	33,272
K4J/201A	Edge SEL AWD 4-Door Sport Utility with Option Package (201A)	37,445	36,066
K4K/300A	Edge Titanium AWD 4-Door Sport Utility with Option Package (300A)	41,190	39,661
K4K/301A	Edge Titanium AWD 4-Door Sport Utility with Option Package (301A)	45,340	43,563
K4A/400A	Edge ST AWD 4-Door Sport Utility with Option Package (400A)	44,360	42,704
K4A/401A	Edge ST AWD 4-Door Sport Utility with Option Package (401A)	49,200	47,254

OPTION PACKAGES **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
	SE		
100A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
	SEL		
201A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
	TITANIUM		
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.)	N/C	N/C
301A	Includes Ford Co-Pilot360 Assist+ (67D), Adaptive LED Headlamps with LED Amber Light Blade Turn Signals, Auto-Dimming Outside Driver's Side Mirror, Cooled Front Seats, Enhanced Active Park Assist with Parallel Park, Park Out Assist, Reverse Perpendicular Parking, Forward and Reverse and Side Sensing Systems, Front 180-Degree Camera with Split View and Washer, Heated Rear Seats, Leather-Trimmed Seats with Perforated Inserts and Panoramic Vista Roof (43P) (Included with Model Pricing); on Titanium with Option Package (300A)	$ 4,150	$ 3,901

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OPTION PACKAGES **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
	ST		
400A	Includes Convenience Package (51G)	N/C	N/C
401A	Includes Convenience Package (51G), Ford Co-Pilot360 Assist+ (67D), Adaptive LED Headlamps with LED Amber Light Blade Turn Signals, Auto-Dimming Outside Driver's Side Mirror, Cooled Front Seats, Enhanced Active Park Assist with Parallel Park, Park Out Assist, Reverse Perpendicular Parking, Forward and Reverse and Side Sensing Systems, Front 180-Degree Camera with Split View and Washer, Heated Rear Seats and Panoramic Vista Roof (43P) (Included with Model Pricing); on ST with Option Package 400A	$ 4,840	$ 4,550

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
60A	Cargo Accessory Package Includes Cargo Mat, Rear Bumper Protector and Retractable Cargo Area Cover	$ 290	$ 273
55C	Cold Weather Package Includes Front and Rear Floor Liners, Heated Steering Wheel and Windshield Wiper De-Icer; on SEL and ST	495	465
51G	Convenience Package Includes 110V Power Outlet, Perimeter Alarm, Hands-Free Foot Activated Liftgate, Remote Start System, Universal Garage Door Opener and Wireless Charging Pad (Standard on Titanium) [Included with Option Package (400A) on ST]; on SEL	935	879
67P	Entertainment System, Dual Headrest Rear Seat	1,995	1,875
16W	Floor Liners, Front and Rear	160	150
67D	Ford Co-Pilot360 Assist+ Includes Adaptive Cruise Control with Stop-and-Go and Lane Centering, Evasive Steering Assist and Voice Activated Touchscreen Navigation System with Pinch-to-Zoom, SiriusXM Traffic and Travel Link [Included with Option Package (301A) on Titanium and Option Package (401A) on ST]; on SEL, Titanium and ST	795	747
41H	Heater, Engine Block	90	85
43P	Moonroof, Panoramic Vista [Included with Option Package (301A) on Titanium and Option Package (401A) on ST]; on SEL, Titanium with Option Package (300A) and ST with Option Package (400A)	1,595	1,499
R3	Paint, Burgundy Velvet Metallic Tinted (N/A on SE or ST); on SEL and Titanium	395	371
D4	Paint, Rapid Red Metallic Tinted (N/A on SE); on SEL, Titanium and ST	395	371
AZ	Paint, Star White Metallic Tri-Coat (N/A on SE); on SEL, Titanium and ST	595	559
66P	Performance Brake Package; on ST with Option Package (401A)	2,695	2,533
68B	Roof Rack, Black Side Rails; on SE	165	155
51E	Titanium Elite Package; on Titanium with Option Package (301A)	1,595	1,499
53G	Trailer Tow Package, Class III (Standard on ST); on SEL AWD and Titanium AWD	435	409
65L	Wheel Locks (Dealer Installed)	75	71
64M	Wheels, 18" Bright-Machined Aluminum [N/A with Titanium Elite Package (51E)]; on SEL	895	841
	On Titanium	N/C	N/C
64U	Wheels, 20" Bright-Machined Aluminum; on Titanium with Option Package (300A)	995	935
642	Wheels, 21" Premium Gloss Black Painted Aluminum; on ST with Option Package (401A)	995	935

Understanding the difference

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2020 Ford Escape

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ESCAPE FRONT-WHEEL DRIVE		
UOF/100A	Escape S FWD 4-Door Sport Utility with Option Package (100A)	$ 26,080	$ 25,409
UOG/200A	Escape SE Base FWD 4-Door Sport Utility with Option Package (200A)	28,300	27,291
UOB/201A	Escape SE Sport Hybrid FWD 4-Door Sport Utility with Option Package (201A)	29,460	28,404
UOH/301A	Escape SEL FWD 4-Door Sport Utility with Option Package (301A)	30,460	29,364
UOD/400A	Escape Titanium Hybrid FWD 4-Door Sport Utility with Option Package (400A)	34,745	33,478

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	ESCAPE ALL-WHEEL DRIVE		
U9F/100A	Escape S AWD 4-Door Sport Utility with Option Package (100A)	27,580	26,874
U9G/200A	Escape SE Base AWD 4-Door Sport Utility with Option Package (200A)	29,800	28,731
U9B/201A	Escape SE Sport Hybrid AWD 4-Door Sport Utility with Option Package (201A)	30,960	29,844
U9H/301A	Escape SEL AWD 4-Door Sport Utility with Option Package (301A)	31,960	30,804
U9J/401A	Escape Titanium Base AWD 4-Door Sport Utility with Option Package (401A)	38,030	36,632
U9D/400A	Escape Titanium Hybrid AWD 4-Door Sport Utility with Option Package (400A)	36,245	34,918

OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
	S		
100A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	SE		
200A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
201A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	SEL		
301A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
	TITANIUM		
400A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
401A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
153	Bracket, Front License Plate	N/C	N/C
50Q	Cargo Mat.	$ 90	$ 86
47B	Cargo Shade, Easy Access	135	128
63D/63E	Engine Start, Remote Control (Dealer Installed) (N/A on SEL or Titanium); on S and SE	495	465
999	Engine, 2.0L EcoBoost; on SEL AWD	2,285	2,194
50C	Floor Mats, All-Weather Front and Rear	160	150
68B	Ford Co-Pilot360 Assist (Included with and Requires SE Sport Premium Package (68C) on SE Sport); on SE and SEL	695	653
41H	Heater, Engine Block	95	89
D4	Paint, Rapid Red Metallic Tinted (N/A on S); on SE, SEL and Titanium	395	371
AZ	Paint, Star White Metallic Tricoat (N/A on S); on SE, SEL and Titanium	595	559
61C/61X	Roof Rail Crossbars, Black [N/A with Titanium Premium Package (68D) or Panoramic Vista Roof (43M)]; on SEL and Titanium	145	136
63S	Splash Guards (Dealer Installed)	210	197
68C	Sport Premium Package with Ford Co-Pilot360 Assist (N/A on S, SE Base, SEL or Titanium); on SE Sport	3,395	3,191
68D	Titanium Premium Package Includes Head-Up Display and Panoramic Vista Roof (43M) (N/A on S, SE or SEL); on Titanium	1,995	1,875
43M	Vista Roof, Panoramic (N/A on S) (Included with and Requires SE Sport Premium Package on SE Sport and Titanium Premium Package (68D) on Titanium); on SE Base, SEL and Titanium	1,495	1,405
87D	Wheel Locks (Dealer Installed)	75	71
51Q	Wheel, Aluminum Mini Space-Saver; on SE Sport	195	183
64H	Wheels, 19" Machined Aluminum with Ebony Painted Pockets [Requires 2.0L EcoBoost Engine (999) on SEL AWD]; SEL	395	371
64U	Wheels, Shadow Silver-Painted Aluminum (Standard on SE, SEL and Titanium); on S	595	565

Understanding the difference

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What to do

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2020 Ford Explorer

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	EXPLORER FRONT-WHEEL DRIVE		
K7D/200A	Explorer XLT FWD 4-Door Sport Utility Vehicle with Option Package (200A)	$ 37,870	$ 36,478
K7D/202A	Explorer XLT FWD 4-Door Sport Utility Vehicle with Option Package (202A)	42,010	40,370
K7F/300A	Explorer Limited Base FWD 4-Door Sport Utility Vehicle with Option Package (300A)	49,325	47,475
K7-/310A	Explorer Limited Hybrid FWD 4-Door Sport Utility Vehicle with Option Package (310A)	53,475	51,458

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	EXPLORER FOUR-WHEEL DRIVE		
K8D/200A	Explorer XLT 4WD 4-Door Sport Utility Vehicle with Option Package (200A)	39,870	38,398
K8D/202A	Explorer XLT 4WD 4-Door Sport Utility Vehicle with Option Package (202A)	44,010	42,289
K8F/300A	Explorer Limited Base 4WD 4-Door Sport Utility Vehicle with Option Package (300A)	51,325	49,395
K8-/310A	Explorer Limited Hybrid 4WD 4-Door Sport Utility Vehicle with Option Package (310A)	55,670	53,566
K8G/400A	Explorer ST 4WD 4-Door Sport Utility Vehicle with Option Package (400A)	55,935	53,820
K8H/600A	Explorer Platinum 4WD 4-Door Sport Utility Vehicle with Option Package (600A)	59,445	57,191

OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
	BASE		
100A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	XLT		
200A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
202A	Includes 8-Way Power Passenger Seats, ActiveX Seating Material and LED Fog Lamps with Skid Plate Elements (Pricing Includes Package Discount) (Included with Model Price)	$ 4,140	$ 3,892
	LIMITED		
300A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
310A	Includes P255/55R20 Self-Sealing All-Season Tires, T165/70R18 Mini Spare Tire, 10-Speed Automatic Modular Hybrid Transmission, High-Series Brakes, 3.3L Hybrid Engine, 20" Hand Polished Aluminum Wheels (64U) and Active Noise Cancellation (Included with Model Price); on Limited Base FWD	4,150	3,984
	On Limited Base 4WD.	4,345	4,171

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OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
	ST		
400A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C
	PLATINUM		
600A	Includes Standard Equipment (See the UBS Sales Representative for Standard Equipment Contents.) . . .	N/C	N/C

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
153	Bracket, Front License Plate . . .	N/C	N/C
85W	Cargo Mat (Dealer Installed) . . .	$ 100	$ 94
65W	Comfort Package Includes First and Second Row Heated Seats, Hated Steering Wheel and Windshield Wiper De-Icer [Requires Polished Aluminum Wheels (649) and Twin Panel Moonroof (439) on XLT with Option Package (202A)]; on XLT . . .	715	672
50S	Entertainment System, Dual Headrest Rear Seat (Dealer Installed) . . .	1,995	1,875
16N	Floor Mats, All Weather Front and Rear . . .	120	113
65S	Ford Co-PILOT360 Assist+ [Requires Option Package (202A) on XLT]; on XLT . . .	795	747
41H	Heater, Engine Block . . .	90	85
439	Moonroof, Twin Panel [Requires Option Package (202A) on XLT] (Standard on Platinum); on XLT, Limited and ST . . .	1,695	1,593
AZ	Paint Star White Metallic Tri-Coat (N/A on Base); on XLT, Limited, ST and Platinum . . .	595	559
- - -	Paint, Rich Copper Metallic Tinted (B6) or Rapid Red Metallic Tinted (D4) . . .	395	375
65P	Premium Technology Package; on ST and Platinum . . .	995	935
50N	Roof Rail Crossbars (Dealer Installed) . . .	325	306
17U	Seats, Second Row 40/20/40 Bench [Requires Option Package (202A) on XLT] . . .	495	465
60X	Smoker's Package (Dealer Installed) . . .	90	85
50M	Splash Guards (Dealer Installed) . . .	205	193
68S	ST Street Pack; on ST . . .	995	935
68T	ST Track Pack; on ST . . .	1,595	1,499
TFS	Tires, Self Sealing; on Limited with Option Package (310A) . . .	195	183
52T	Trailer Tow Package (Standard on ST and Platinum); on XLT and Limited . . .	710	667
60W	Wheel Lock Kit (Dealer Installed); on XLT, Limited, ST and Platinum . . .	75	70
64U	Wheels, Hand Polished Aluminum Includes P255/55R-20 Tires (N/A on XLT, ST or Platinum) [Included with Option Package (310A) on Limited]; on XLT . . .	595	559
649	Wheels, Polished Aluminum Includes P255/55R-20 Tires (N/A on Limited, ST or Platinum) [Requires Option Package (202A) on XLT]; on XLT . . .	1,295	1,217
64Z	Wheels, Premium Aluminum Includes 21" Tires; on Platinum . . .	595	559

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2020 Ford Fusion

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	FUSION SEDAN FWD		
P0G/100A	Fusion S Base FWD 4-Door Sedan with Option Package (100A)	$ 24,165	$ 23,314
P0G/150A	Fusion SE Base FWD 4-Door Sedan with Option Package (150A)	25,495	24,346
P0H/151A	Fusion SE Base FWD 4-Door Sedan with Option Package (151A)	26,590	25,375
P0K/200A	Fusion SEL Base FWD 4-Door Sedan with Option Package (200A)	29,685	28,325
P0K/250A	Fusion Titanium Base FWD 4-Door Sedan with Option Package (250A)	35,445	33,798
	FUSION SEDAN AWD		
P0T/150A	Fusion SE Base AWD 4-Door Sedan with Option Package (150A)	28,085	26,814
P0D/250A	Fusion Titanium Base AWD 4-Door Sedan with Option Package (250A)	37,445	35,698

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	FUSION HYBRID FWD		
P0L/550A	Fusion SE Hybrid FWD 4-Door Sedan with Option Package (550A)	28,995	27,670
P0M/600A	Fusion SEL Hybrid FWD 4-Door Sedan with Option Package (600A)	32,625	31,118
P0R/650A	Fusion Titanium Hybrid FWD 4-Door Sedan with Option Package (650A)	35,590	33,935
	FUSION ENERGI FWD		
P0S/850A	Fusion Titanium Energi Plug-In Hybrid FWD 4-Door Sedan [Requires Option Pkge (850A)]	35,995	34,340

OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
	S SEDAN		
100A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)*	N/C	N/C
	SE SEDAN		
150A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)*; on SE Sedan FWD	N/C	N/C
	On SE Sedan AWD *(Pricing Includes Package Discount) (Included with Model Price)*	$ - 795	$ - 747
151A	Includes SE Appearance Package Medium Stone Stitching on Doors, Leather-Wrapped Steering Wheel, 18" Ebony Black Painted Aluminum Wheels, 18" Tires, LED Signature Lighting, Rear Spoiler, Halogen Fog Lamps and Black Bezel (Included with Model Price) (N/A on SE Sedan AWD); on SE Sedan FWD	1,095	1,029

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2020 Ford Fusion (Continued)

OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
	SEL SEDAN		
200A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)* . . .	N/C	N/C
	TITANIUM SEDAN		
250A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)* . . .	N/C	N/C
	SE HYBRID		
550A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)*. . . .	N/C	N/C
	SEL HYBRID		
600A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)*. . . .	N/C	N/C
	TITANIUM HYBRID		
650A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.)* . . .	N/C	N/C
	TITANIUM ENERGI		
850A	Includes Standard Equipment *(See the UBS Sales Representative for Standard Equipment Contents.) (Pricing Includes Package Discount) (Included with Model Price)*	- 2,000	- 1,900

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
90D	Ford Co-PILOT360 Assist (N/A on S, SE Hybrid or SEL Hybrid); on SE Sedan and SEL Sedan	$ 655	$ 616
90D	Ford Co-PILOT360 Assist with SYNC 3 (N/A on SE, SEL or Titanium); on S	1,290	1,213
41H	Heater, Engine Block	100	94
13B	Moonroof, Power (N/A on S or Titanium Sedan); on SE, SEL and Titanium Energi	1,095	1,029
D4	Paint, Rapid Red Metallic Tinted	395	371
UG	Paint, White Platinum Tri-Coat Metallic (N/A on S); on SE, SEL and Titanium	595	559
L3	Painty, Alto Blue Metallic Tinted (N/A on S); on SE, SEL and Titanium	395	371

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2020 Ford Mustang

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	MUSTANG COUPE		
P8T/100A	Mustang EcoBoost Base RWD 2-Door Fastback Coupe with Option Package (100A)	$ 27,765	$ 26,773
P8T/101A	Mustang EcoBoost Base RWD 2-Door Fastback Coupe with Option Package (101A)	29,765	28,653
P8T/200A	Mustang EcoBoost Premium RWD 2-Door Fastback Coupe with Option Package (200A)	32,780	31,271
P8T/201A	Mustang EcoBoost Premium RWD 2-Door Fastback Coupe with Option Package (201A)	34,980	33,339
P8C/300A	Mustang GT Base RWD 2-Door Fastback Coupe with Option Package (300A)	36,725	35,018
P8C/301A	Mustang GT Base RWD 2-Door Fastback Coupe with Option Package (301A)	36,450	34,757
P8C/400A	Mustang GT Premium RWD 2-Door Fastback Coupe with Option Package (400A)	40,725	38,818
P8C/401A	Mustang GT Premium RWD 2-Door Fastback Coupe with Option Package (401A)	42,925	40,886

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	MUSTANG CONVERTIBLE		
P8U/100A	Mustang EcoBoost Base RWD 2-Door Convertible with Option Package (100A)	33,265	32,054
P8U/101A	Mustang EcoBoost Base RWD 2-Door Convertible with Option Package (101A)	35,265	33,934
P8U/200A	Mustang EcoBoost Premium RWD 2-Door Convertible with Option Package (200A)	38,280	36,496
P8U/201A	Mustang EcoBoost Premium RWD 2-Door Convertible with Option Package (201A)	40,480	38,564
P8F/400A	Mustang GT Premium RWD 2-Door Convertible with Option Package (400A)	46,225	44,044
P8F/401A	Mustang GT Premium RWD 2-Door Convertible with Option Package (401A)	48,425	46,112

OPTION PACKAGES **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
	ECOBOOST BASE		
100A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C

REMEMBER TO ASK ABOUT INCENTIVES.

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OPTION PACKAGES **(See the UBS Sales Representative for Content, Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
101A	Includes Selectable Drive Modes with Toggle Switches, Body-Color Decklid Spoiler, Dual-Zone Automatic Temperature Control, Machined-Face Aluminum Wheels with High-Gloss Ebony Black-Painted Pockets, 235/50R18 All-Season Tires, Reverse Sensing System, 2 Smart Charging USB Ports, AM/FM Stereo Radio with MP3 Player, 9-Speakers, SYNC 3 Communications & Entertainment System, Enhanced Voice Recognition, 8" LCD Touch Screen with Swiping Capability, AppLink, 911 Assist, Apple CarPlay, Android Auto and SiriusXM Radio with 6 Month Prepaid Subscription (Included in Model Price)	$ 2,000	$ 1,880
	ECOBOOST PREMIUM		
200A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
201A	Includes Blind Spot Info System with Cross-Traffic Alert, Premium Plus Package, Heated Steering Wheel, Premier Trim with Color Accent Group, Premium Floor Mats, Linked Graphite Aluminum Instrument Panel, LCD Digital Instrument Cluster with MyColor, Voice-Activated Touch-Screen Navigation System and SiriusXM Traffic and Travel Link with a 5-year Prepaid Subscription (Included in Model Price)	2,200	2,068
	GT BASE		
300A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
301A	Includes Ambient Lighting with MyColor and 4.2" Cluster, Selectable Drive Modes with Toggle Switches, Dual-Zone Automatic Temperature Control, 2 Smart Charging USB Ports, AM/FM Stereo Radio with MP3 Player, 9-Speakers, SYNC 3 Communications & Entertainment System, Enhanced Voice Recognition, 8" LCD Touch Screen with Swiping Capability, AppLink, 911 Assist, Apple CarPlay, Android Auto and SiriusXM Radio with 6 Month Prepaid Subscription (Included in Model Price)	2,000	1,880
	GT PREMIUM		
400A	Includes Standard Equipment (See the UBS Sales Representative for Complete Standard Equipment.)	N/C	N/C
401A	Includes Blind Spot Info System with Cross-Traffic Alert, Premium Plus Package, Heated Steering Wheel, Premier Trim with Color Accent Group, Premium Floor Mats, Linked Graphite Aluminum Instrument Panel, LCD Digital Instrument Cluster with MyColor, Voice-Activated Touch-Screen Navigation System and SiriusXM Traffic and Travel Link with a 5-year Prepaid Subscription (Included in Model Price)	2,200	2,090

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
455	Axle, 3.55 Limited Slip Rear [Requires Automatic Transmission (44U)] (N/A on EcoBoost); on GT	$ 795	$ 747
52B	Black Accent Package Includes 19"Tires, Black Blade Decklid Spoiler, Black Front & Rear Pony Badges and 19"Ebony Black-Painted Aluminum Wheels	995	935
68C	Carbon Sport Interior Package Includes Alcantara Door Inserts, Alcantara Seat Inserts, Carbon Fiber Instrument Panel and Carbon Fiber Shift Knob (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium	1,195	1,123
96B	Damping System, MagneRide (N/A on EcoBoost); on GT	1,695	1,593
19B	Exhaust, Active Valve Performance	895	841
12A	Floor Liners, Premium Front and Rear	170	160
77S	Food Safe & Smart Package Includes Automatic High Beams, Rain-Sensing Windshield Wipers, Adaptive Cruise Control, Pre-Collision Assist with Pedestrian Detection, Automatic Emergency Braking and Forward Collision Warning with Brake Support, Lane-Keeping System, Lane-Keeping Alert, Lane-Keeping Assist and Driver Alert	1,000	940
60H	Handling Package, EcoBoost Includes Premium Painted Aluminum Wheels, MagneRide Damping System, 265/40R19 Pirelli Corsa4 Summer Tires, 3.55 Limited Slip Rear Axle and Premium Brakes (N/A on EcoBoost Base Convertible, EcoBoost Premium Convertible, GT Base or GT Premium); on EcoBoost Base Coupe and EcoBoost Premium Coupe	1,995	1,875
41H	Heater, Engine Block	100	94

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability**

MFG CODE		MFG RETAIL	UBS W'SALE
67E	High Performance Package Includes Black Painted Strut-Tower Brace, GT Performance Package Front Splitter and Belly Pan, Unique Chassis Tuning, Unique Electronic Power Assisted Steering, Unique Anti-Lock Brakes, Stability Control Tuning and Upsized Rear Sway Bar, Larger Brake Rotors, 4-piston Fixed Calipers, Engine Spun Aluminum Instrument Panel, Magnetic Exterior Mirror, Heavy-Duty Front Springs, 3.55 Limited Slip Rear Axle, 19"Machined-Face Aluminum Wheels with Low Gloss Ebony Painted Pockets, Active Valve Performance Exhaust, Quad Tip Exhaust, Larger Radiator, 255/40R19 Summer Tires, Gauge Package and Magnetic Raised Blade Decklid Spoiler (N/A on GT); on Base	$ 4,995	$ 4,695
91N	Navigation System, Voice Activated Touch Screen	995	935
D4	Paint, Red Hot Metallic Tinted Clearcoat	395	371
CA	Paint, Twister Orange Metallic Tricoat	495	465
67G	Performance Package, GT Includes Brembo 6-Piston Front Brake Calipers, K-Brace, Performance Rear Wing, Silver Painted Strut-Tower Brace, Unique Chassis Tuning, Unique Electronic Power Assisted Steering, Unique Anti-Lock Brakes and Upsized Rear Sway Bar, Engine Spun Aluminum Instrument Panel, Heavy-Duty Front Springs, 3.73 TORSEN Limited-Slip Rear Axle, Unique Stability Control, 19" Ebony Black Painted Aluminum Wheels, Larger Radiator, Larger Brake Rotors, 255/40R19 Summer Tires and Gauge Package (N/A on EcoBoost); on GT	5,195	4,883
673	Performance Package, Level 2 Includes Brembo 6-Piston Front Brake Calipers, High Performance Front Splitter, K-Brace, Strut-Tower Brace, Unique Track Inspired Chassis, Unique Track Inspired Electronic Power Assisted Steering, Unique Track Inspired Anti-Lock Brakes and Unique Track Inspired Springs and Sway Bar, MagneRide Damping System with Track Calibration, Unique Rear Spoiler, Engine Spun Aluminum Instrument Panel, 3.73 Limited-Slip Rear Axle, Unique Track Inspired Stability Control, Larger Radiator, 305/30R19 Summer Tires, Larger Brake Rotors, Gauge Package and 19" Dark Tarnish Stainless-Painted Aluminum Wheels (N/A on EcoBoost Base, EcoBoost Premium or GT Premium Convertible); on GT Base Coupe and GT Premium Coupe	6,500	6,110
54P	Pony Package Includes Premium Carpeted Floor Mats, Ebony Embroidered Pony logo, 19" Polished Aluminum Wheels, 19" Tires, Tri-Bar Pony Badge, Unique Bright Upper Grille and Pony Logo with Corral Design; on EcoBoost Premium Coupe Also Includes Bright Belting and Window Surround	995	935
	On EcoBoost Premium Convertible	895	841
88S	Seats, Recaro Leather-Trimmed Sport (N/A on EcoBoost Base, EcoBoost Premium Convertible, GT Base or GT Premium Convertible); on EcoBoost Premium Coupe and GT Premium Coupe	1,595	1,499
43S	Security Package, Enhanced Includes Active Anti-theft System, Electronic Locking Center Console, Electronic Steering Column Lock and Wheel Locking Kit (Standard on Convertibles); On Coupes	395	371
583	Sound System, Bang & Olufsen Includes CD Player, 12-Speakers and Subwoofer and HD Radio (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium	995	935
47A	Stripe, Over-The-Top Racing	475	446
	DO YOU HAVE A UBS PURCHASE CERTIFICATE?		
66W	Tire, Mini Spare Wheel and Tire	405	381
44U	Transmission, 10-Speed Automatic with SelectShift Includes Steering Wheel Paddle Shifters, Leather-Wrapped Shift Knob and 3.15 Limited Slip Rear Axle; on EcoBoost Base	1,595	1,499
	On EcoBoost Premium, GT Base and GT Premium also Includes Remote Control Engine Start	1,595	1,499
60L	Wheel & Stripe Package Includes Machined-Face Aluminum Wheels with Low Gloss Ebony Painted Pockets and 19" Tires (N/A on GT); on EcoBoost	895	841
641	Wheels, 18" Machined Face Aluminum with Low Gloss Ebony Black Painted Pockets (N/A on EcoBoost Premium or GT Premium); on EcoBoost Base and GT Base	295	280
64P	Wheels, 19" Polished Aluminum (N/A on GT Base); on EcoBoost Base, EcoBoost Premium and GT Premium	1,095	1,029
649	Wheels, 20" Premium Painted Aluminum (N/A on EcoBoost Base or GT Base); on EcoBoost Premium and GT Premium	1,295	1,217
64L	Wheels, Luster Nickel Forged Aluminum	795	747

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2020 GMC

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

Rights and Responsibilities

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Manufacturer rebates *and* ***incentives*** *to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.*

2020 GMC Acadia

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.

Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ACADIA FWD		
TNB26/3SA	Acadia SLE Front-Wheel Drive 4-Door Sport Utility Vehicle	$ 34,995	$ 34,221
TND26/4SA	Acadia SLT Front-Wheel Drive 4-Door Sport Utility Vehicle	39,995	39,091
TNF26/5SA	Acadia Denali Front-Wheel Drive 4-Door Sport Utility Vehicle	47,495	46,396

UBS Prices are based on the manufacturer's invoice at the time of printing. The price you pay may be lower at the time of delivery based on ***rebates*** from the manufacturer to the customer. Also, ***incentives*** from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further ***lower your cost*** at the time of delivery.

	ACADIA AWD		
TNJ26/3SA	Acadia SLE All-Wheel Drive 4-Door Sport Utility Vehicle	37,395	36,559
TNL26/4SA	Acadia SLT All-Wheel Drive 4-Door Sport Utility Vehicle	41,995	41,039
TNC26/4SA	Acadia AT4 All-Wheel Drive 4-Door Sport Utility Vehicle	42,495	41,526
TNN26/5SA	Acadia Denali All-Wheel Drive 4-Door Sport Utility Vehicle	49,495	48,344

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
PDI	Accent Package, Bright Includes Chrome Bodyside Moldings, Chrome Mirror Caps and Sport Pedal Covers (Dealer Installed) (Limited Availability) (N/A on AT4 or Denali); on SLE and SLT	$ 525	$ 478
F45	Adaptive Ride Control; Denali AWD	1,200	1,092
PDA	Adventure Package Includes Front and Second Row All-Weather Floor Liner and Roof Rack Cross Rails (VQQ) (Dealer Installed) (Limited Availability)	625	569
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability) [Included with Hit the Road Package (PCX)]	695	632

REMEMBER TO ASK ABOUT INCENTIVES.

VK3	Bracket, Front License Plate	40	36
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
RVO	Cargo Flex Divider (Dealer Installed) (Limited Availability) [N/A with 6-Passenger Seating (ABB) or Seven Passenger Seating (ABA)] (N/A on SLE, SLT or Denali); on AT4 with 5-Passenger Seating	165	150
PDG	Cargo Package Includes Retractable Cargo Shade and Vertical Cargo Net (Dealer Installed) (Limited Availability)	195	177

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
PDL	Cargo Rail Net Package Includes Cargo Tie-Downs and Floor Mounted Cargo Net (Dealer Installed) (Limited Availability) [N/A with 6-Passenger Seating (ABB) or Seven Passenger Seating (ABA)] (N/A on SLE, SLT or Denali); on AT4	$ 185	$ 168
BGP	Driver Alert Package II Includes Automatic Emergency Braking, Front Pedestrian Braking, IntelliBeam Headlamps, Front and Rear Park Assist, Lane Keep Assist with Lane Departure Warning, Following Distance Indicator, Forward Collision Alert and Safety Alert Seat [Requires Infotainment Package (Y29)] (N/A on SLE or Denali); on SLT	695	632
ZQ2	Driver Convenience Package Includes 8-Way Power Passenger Seat Adjuster, Driver and Front Passenger Heated Seats, Power Driver Lumbar Support, Remote Start, Hands-Free Power Programmable Liftgate, 120 Volt Power Outlet and Brushed Aluminum Roof Rails (N/A on SLT, AT4 or Denali); on SLE	1,750	1,593
LGX	Engine, 3.6L V6 (Standard on AT4 and Denali); on SLE and SLT	495	450
PDF	Floor Liner Package Includes Front and Second Row All-Weather Floor Liner, Third Row All-Weather Floor Liner and Integrated Cargo Liner (Dealer Installed) (Limited Availability)	395	359
PDU	Floor Mat Package, Premium Carpet Includes First and Second Row Premium Carpeted Floor Mats and Third Row Premium Carpeted Floor Mat (Dealer Installed) (Limited Availability) (N/A on AT4 or Denali); on SLE and SLT	260	237
S03	Headrests, Embroidered Front Row (Dealer Installed) (Limited Availability) (N/A on AT4 or Denali); on SLE and SLT	160	146
K05	Heater, Engine Block	100	91
PCX	Hit the Road Package Includes Molded Assist Steps (VXW) and Roof Rack Cross Rails [Requires Driver Convenience Package (ZQ2) on SLE)] (Dealer Installed) (Limited Availability)	865	787
Y29	Infotainment Package Includes 8" Diagonal GMC Infotainment System with Navigation, Bose Premium 8-Speaker System and HD Radio (N/A on SLE) (Standard on Denali); on SLT and AT4	995	905
SR3	Infotainment System, Rear Seat with DVD Player (Dealer Installed) (Limited Availability)	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player (Dealer Installed) (Limited Availability)	1,750	1,593
GPJ	Paint, Red Quartz Tintcoat	595	541
- - -	Paint, Satin Steel Metallic (G9K), Quicksilver Metallic (GAN), Ebony Twilight Metallic (GB8), Carbon Black Metallic (GCI), Dark Sky Metallic (GJI) or Smokey Quartz Metallic (GS6)	495	450
G1W	Paint, White Frost Tricoat (N/A on SLE; on SLT and Denali	996	1,095
PCV	Premium Package Includes Luxury Package and HD Surround Vision [Requires Infotainment Package (Y29)] (N/A on SLE, AT4 or Denali); on SLT	1,250	1,138
PDH	Protection Package, Interior Includes Front and Second Row All-Weather Floor Mats, Third Row All-Weather Floor Mats and All Weather Cargo Mat (Dealer Installed) (Limited Availability)	315	287
PDY	Roadside Safety Package Includes First Aid Kit and Highway Safety Kit (Dealer Installed) (Limited Availability)	130	118
VQQ	Roof Rack Cross Rails (Dealer Installed) (Limited Availability) [Requires Driver Convenience Package (ZQ2) on SLE)] [Included with Hit the Road Package (PCX) and Adventure Package (PDA)]	285	259
A7K	Seat Adjuster, 8-Way Power Passenger (N/A on SLE) (Standard on Denali) (Included with and Requires Luxury Package (WPL) on SLT); on AT4	N/C	N/C
ABB	Seating, 6-Passenger (Standard on SLT and Denali); on SLT and AT4	N/C	N/C
ABA	Seating, 7-Passenger (Standard on SLE); on SLT, AT4 and Denali	N/C	N/C
VQK	Splash Guards, Front and Rear (Dealer Installed) (Limited Availability)	180	164
C3U	Sunroof, Dual SkyScape 2-Panel Power with Tilt-Sliding Front and Fixed Rear Sunscreen [Requires Driver Convenience Package (ZQ2) and 3.6L Engine on SLE and Requires Infotainment Package (Y29) on SLT and AT4]	1,400	1,274
SIF	Tablet Holders, Set of 2 Non Powered (Dealer Installed) (Limited Availability)	195	177
SIL	Tablet Holders, Single Powered with 2 USB Power Ports for 2nd Row Occupants (Dealer Installed) (Limited Availability)	250	228
CWM	Technology Package Includes HD Surround Vision, Adaptive Cruise Control and Enhanced Automatic Emergency Braking, Rear Camera Mirror and Rear Camera Mirror Washer (N/A on SLE, SLT or AT4); on Denali	1,795	1,633
VR2	Trailer Hitch	N/C	N/C

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
V92	Trailering Package Includes 4000-Lb Max Towing Cap, 170 Amp Alternator, Heavy Duty Cooling, Class III Trailer Hitch Receiver and 7-Pin Trailer Wiring Harness [Requires 3.6L V6 Engine (LGX) on SLE and SLT and Requires Infotainment Package (Y29) on SLT and AT4]	$ 650	$ 592
5ZC	Wheel Caps, Black Center (Dealer Installed) (Limited Availability)	125	114
SPZ	Wheel Lock Kit, Black Lug Nut (Dealer Installed) (Limited Availability)	275	250
SFE	Wheel Locks, Bright (Dealer Installed) (Limited Availability)	75	68
SHA	Wheels, 20" Bright Machined Faced Aluminum with Satin Graphite Pockets (Dealer Installed) (Limited Availability) (N/A on SLE or AT4); on SLT and Denali	2,295	2,088
SSZ	Wheels, 20" Machined Aluminum with Dark Accents (Dealer Installed) (N/A on SLE, SLT or Denali); on AT4	900	819
SHV	Wheels, 20" Ultra Bright Machined Aluminum (Dealer Installed) (N/A on SLE, AT4 or Denali); on SLT	900	819
SNV	Wheels, Bright Machined-Face with High Gloss Black Painted Spokes and Pockets (Dealer Installed) (Limited Availability) (N/A on SLE or AT4); on SLT and Denali	2,295	2,088
SH9	Wheels, Sterling Silver Painted Aluminum (Dealer Installed) (Limited Availability) (N/A on SLE or AT4); on SLT and Denali	2,295	2,088

Understanding the difference

- UBS Base Price already includes destination/freight, factor invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

SAVE WITH UBS

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2020 GMC Canyon

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.

Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	CANYON CREW CAB RWD		
T2M43/2VL	Canyon Base RWD Crew Cab Short Box 4-Door Pickup	$ 28,695	$ 28,082
T2N43/2LE	Canyon SLE RWD Crew Cab Short Box 4-Door Pickup	32,095	31,394
T2P43/2LT	Canyon SLT RWD Crew Cab Short Box 4-Door Pickup	36,995	36,167
T2P43/2SD	Canyon Denali RWD Crew Cab Short Box 4-Door Pickup	41,595	40,647
	CANYON CREW CAB 4WD		
T2N43/4LE	Canyon SLE 4WD Crew Cab Short Box 4-Door Pickup	37,195	36,361
T2U43/4LE	Canyon SLE 4WD Crew Cab Long Box 4-Door Pickup	37,795	36,946
T2N43/4SB	Canyon All Terrain Cloth 4WD Crew Cab Short Box 4-Door Pickup	38,995	38,115
T2U43/4SB	Canyon All Terrain Cloth 4WD Crew Cab Long Box 4-Door Pickup	39,595	38,699
T2N43/4SB	Canyon All Terrain Leather 4WD Crew Cab Short Box 4-Door Pickup	40,395	39,478
T2U43/4SB	Canyon All Terrain Leather 4WD Crew Cab Long Box 4-Door Pickup	40,995	40,063
T2P43/4LT	Canyon SLT 4WD Crew Cab Short Box 4-Door Pickup	40,495	39,576
T2V43/4LT	Canyon SLT 4WD Crew Cab Long Box 4-Door Pickup	41,095	40,160
T2P43/4SD	Canyon Denali 4WD Crew Cab Short Box 4-Door Pickup	45,095	44,056
T2V43/4SD	Canyon Denali 4WD Crew Cab Long Box 4-Door Pickup	45,395	44,348
	CANYON EXTENDED CAB RWD		
T2M53/2VL	Canyon Base RWD Extended Cab Short Box 4-Door Pickup	26,795	26,489
T2M53/2SA	Canyon SL RWD Extended Cab Short Box 4-Door Pickup	23,295	23,822
T2N53/2LE	Canyon SLE RWD Extended Cab Short Box 4-Door Pickup	30,195	29,543
	CANYON EXTENDED CAB 4WD		
T2M53/4VL	Canyon Base 4WD Extended Cab Short Box 4-Door Pickup	32,195	31,802
T2N53/4LE	Canyon SLE 4WD Extended Cab Short Box 4-Door Pickup	35,595	34,803
T2P53/4SB	Canyon All Terrain Cloth 4WD Extended Cab Short Box 4-Door Pickup	37,695	36,848

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2020 GMC Terrain

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price, add the W'Sale Price for the desired options and add $100. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TERRAIN FWD		
TXL26/3SA	Terrain SLE Front-Wheel Drive 4-Door Sport Utility Vehicle	$ 29,595	$ 28,962
TXM26/4SA	Terrain SLT Front-Wheel Drive 4-Door Sport Utility Vehicle	32,395	31,689
TXN26/5SA	Terrain Denali Front-Wheel Drive 4-Door Sport Utility Vehicle	39,495	38,604
	TERRAIN AWD		
TXB26/3SA	Terrain SLE All-Wheel Drive 4-Door Sport Utility Vehicle	31,195	30,520
TXC26/4SA	Terrain SLT All-Wheel Drive 4-Door Sport Utility Vehicle	33,995	33,247
TXD26/5SA	Terrain Denali All-Wheel Drive 4-Door Sport Utility Vehicle	41,095	40,163

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.**

MFG CODE		MFG RETAIL	UBS W'SALE
VXW	Assist Steps, Molded (Dealer Installed) (Limited Availability)	$ 795	$ 723
VK3	Bracket, Front License Plate	40	36
PDV	Bright Accent Package Includes Chrome Mirror Caps, Chrome Grille and Bright Rear Bumper Protector (VTB) (N/A on Denali); on SLE and SLT	675	614
VTB	Bumper Protector, Bright (N/A on Denali); on SLE and SLT	135	123
RWU	Cargo Area Organizer, Collapsible (Dealer Installed) (Limited Availability)	140	127
WH6	Cargo Net, Horizontal (Dealer Installed) (Limited Availability)	70	64
PDG	Cargo Package Includes Retractable Cargo Shade and Vertical Cargo Net (Dealer Installed) (Limited Availability)	195	177
CWB	Chrome Package (N/A on SLE or Denali); on SLT	795	723
PDB	Dark Accent Package Includes Three-Bar Grille with Black Surround and Charcoal Insert, Black Painted Mirror Caps, Black Rear License Plate Applique and Front and Rear Black Fascia Inserts (N/A on SLE or Denali); on SLT	1,145	1,042
PCV	Denali Premium Package Includes Advanced Safety Package and Comfort Package (N/A on SLE or SLT); on Denali	1,445	1,315
B26	Driver Alert Package I Includes Adaptive Cruise Control – Camera, Lane Change Alert with Side Blind Zone Alert, Rear Cross Traffic Alert, Rear Park Assist and Safety Alert Seat [Requires Driver Convenience Package (ZQ2) on SLE and Requires Preferred Package (6K5) on SLT] (N/A on Denali); on SLE also Includes Dual Heated Power Outside Mirrors with Manual Fold & LED Turn Signals	695	632
	On SLT	645	587
ZQ2	Driver Convenience Package Includes Remote Start, Dual-Zone Automatic Climate Control, Driver and Front Passenger Heated Seats 8-Way Power Driver's Seat Adjuster, Power Driver's Lumbar Seat Adjuster and Roof Mounted Luggage Rack Side Rails (N/A on SLT or Denali); on SLE	1,375	1,251

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
WJP	Elevation Edition (N/A on Denali); on SLE	$ 995	$ 905
	On SLT	795	723
LTG	Engine, 2.0 Liter 4-Cylinder Turbo Includes Machined Aluminum with Gray Painted Accents Wheels (PJH) [Requires Preferred Package (6K5)] (N/A on SLE) (Standard on Denali); On SLT	1,895	1,724
PEF	Floor Liner Package Includes Front and Rear All-Weather Floor Mats and Integrated Cargo Liner (Dealer Installed) (Limited Availability)	295	268
RZI	Fog Light Kit (N/A on SLE); on SLT and Denali	450	410
SFZ	GMC Emblems, Black Front and Rear [Requires Elevation Edition (WJP)] (N/A on Denali)	195	177
S03	Headrests, Embroidered Front Row (N/A on Denali); on SLE and SLT	110	100
K05	Heater, Engine Block	197	100
PCX	Hit The Road Package Includes Molded Assist Steps (VXW) and Roof Rail Crossbars (VLL) (Dealer Installed) (Limited Availability) [Requires Convenience Package (ZQ2) on SLE]	995	905
Y29	Infotainment Package I Includes 8" Diagonal GMC Infotainment System with Navigation, Multi-Touch Display and AM/FM/SiriusXM Stereo, Enhanced Display with Audio, Phone and Navigation Capability, HD Rear Vision Camera, SiriusXM Radio for 3-Months, 2 USB Ports, 2 USB Data Ports with SD Card Reader and 100 Volt Power Outlet, [Requires Driver Convenience Package (ZQ2)] (N/A on SLT or Denali); on SLE	895	814
Y31	Infotainment Package II Includes 8" Diagonal GMC Infotainment System with Navigation, Multi-Touch Display and AM/FM/SiriusXM Stereo, HD Radio and Bose Premium 7-Speaker System (N/A on SLE or Denali); on SLT	1,180	1,074
SR3	Infotainment System, Rear Seat with DVD Player (Dealer Installed) (Limited Availability)	1,995	1,815
SR2	Infotainment System, Rear Seat without DVD Player (Dealer Installed) (Limited Availability)	1,750	1,593
PDH	Interior Protection Package Includes All-Weather Cargo Mat and All-Weather Floor Mats (Dealer Installed) (Limited Availability)	220	200
TB5	Liftgate, Rear Power Programmable [Requires Convenience Package (ZQ2)] (N/A on SLT or Denali); on SLE	400	364
G60	Paint, Blue Emerald Metallic (N/A on Denali); on SLE and SLT	495	450
- - -	Paint, Graphite Gray Metallic (G7Q), Satin Steel Metallic (69K), Quicksilver Metallic (GAN), Ebony Twilight Metallic (GB8) or Smokey Quartz Metallic (GS6)	495	450
GPJ	Paint, Red Quartz Tintcoat	595	541
G1W	Paint, White Frost Tricoat (N/A on SLE); on SLT and Denali	1,095	996
6K5	Preferred Package Includes Universal Home Remote Garage Door Opener, Power Programmable Hands-Free Liftgate, Memory for Outside Mirrors and Driver's Seat, 6-Way Power Passenger's Seat Adjuster, Power Passenger's Lumbar Seat Adjuster and Heated Steering Wheel [Requires Preferred Package (6K5)] (N/A on SLE) (Standard on Denali); on SLT	1,250	1,138
PDY	Roadside Safety Package Includes First Aid Kit and Highway Safety Kit (Dealer Installed) (Limited Availability)	130	118

HAVE YOU CALLED UBS?

VLL	Roof Rail Crossbars (Dealer Installed) (Limited Availability) [Requires Driver's Convenience Package (ZQ2) on SLE]	275	250
S6W	Seat Cover, Protective Rear (Dealer Installed) (Limited Availability)	325	296
VQK	Splash Guards, Front and Rear (Dealer Installed)	180	164
C3U	Sunroof, SkyScape Power with Power Sunscreen [Requires Driver Convenience Package (ZQ2) on SLE and Requires Preferred Package (6K5) on SLT]	1,495	1,360
SIF	Tablet Holders, Set of 2 Non Powered (Dealer Installed) (Limited Availability)	195	177
SIL	Tablet Holders, Single Powered with 2 USB Power Ports for 2nd Row Occupants (Dealer Installed) (Limited Availability)	250	228
V92	Trailering Equipment Includes 4-Wire Connector & Class II Trailer Hitch Receiver [Requires Preferred Package (6K5) and 2.0 Liter 4-Cylinder Turbo Engine (LTG)] (N/A on SLE); on SLT and Denali	450	410
SFE	Wheel Locks (Dealer Installed) (Limited Availability)	75	68
PJH	Wheels, Machined Aluminum with Gray Painted Accents and P235/50R19 All-Season Tires (N/A on SLE or Denali); on SLT	500	455
RSX	Wheels, Silver Painted Aluminum with P225/40R18 All-Season Tires (N/A on SLT or Denali); on SLE	400	364

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

301.657.1920 ***Washington Area*** ▪ ***410.792.9070*** ***Baltimore Area*** ▪ ***ubs4cars.com*** ***Visit us on the Web***

2020 HONDA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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United Buying Service

Manufacturer rebates *and* ***incentives*** *to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.*

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2020 Honda Accord

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ACCORD 4-DOOR SEDAN *(Effective Date: 09/26/19)*		
CV1F1LEW	Accord LX 1.5T FWD 4-Door Sedan CVT Automatic	$ 24,975	$ 23,099
CV1E3LEW	Accord Sport 1.5T FWD 4-Door Sedan Manual	27,785	25,662
CV1F3LEW	Accord Sport 1.5T FWD 4-Door Sedan CVT Automatic	27,785	25,662
CV2E3LJW	Accord Sport 2.0T FWD 4-Door Sedan Manual	32,315	29,793
CV2F3LJW	Accord Sport 2.0T FWD 4-Door Sedan CVT Automatic	32,315	29,793
CV1F4LJW	Accord EX 1.5T FWD 4-Door Sedan CVT Automatic	28,875	26,656
CV1F5LJNW	Accord EX-L 1.5T FWD 4-Door Sedan CVT Automatic with Leather	31,375	28,936
CV2F5LJNW	Accord EX-L 2.0T FWD 4-Door Sedan CVT Automatic with Leather	33,375	30,760

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

CV2F9LKNW	Accord Touring 2.0T FWD 4-Door Sedan Automatic	37,205	34,254
CV3F1LEW	Accord Hybrid Base FWD 4-Door Sedan CVT Automatic	27,530	24,558
CV3F4LJW	Accord Hybrid EX-FWD 4-Door Sedan CVT Automatic	31,430	28,115
CV3F5LJNW	Accord Hybrid EX-L FWD 4-Door Sedan CVT Automatic with Leather	33,930	30,395
CV3F9LKNW	Accord Touring Hybrid FWD 4-Door Sedan CVT Automatic with Leather	37,200	33,378

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
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VISIT US AT UBS4CARS.COM.

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2020 Honda Civic

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	CIVIC COUPE		
FC4B6LEW	Civic LX FWD 2-Door Coupe CVT Automatic	$ 22,005	$ 20,678
FC4A8LEW	Civic Sport FWD 2-Door Coupe Manual	22,805	21,419
FC4B8LEW	Civic Sport FWD 2-Door Coupe CVT Automatic	23,605	22,159
FC3B3LJW	Civic EX FWD 2-Door Coupe CVT Automatic	24,555	23,039
FC3B9LKNW	Civic Touring FWD 2-Door Coupe CVT Automatic	28,205	26,418
FC3A5LJW	Civic Si FWD 2-Door Coupe Manual	26,155	24,520
FC3B9LKNW	Civic Si FWD 2-Door Coupe Manual with Summer Tires	26,355	24,705
	CIVIC HATCHBACK		
FK7H3LEW	Civic LX FWD 4-Door Hatchback CVT Automatic	23,660	21,326
FK7G4LEW	Civic Sport FWD 4-Door Hatchback Manual	24,760	22,345
FK7H4LEW	Civic Sport FWD 4-Door Hatchback Automatic	25,560	23,085
FK7H6LJW	Civic EX FWD 4-Door Hatchback CVT Automatic	26,160	23,641
FK7H8LKNW	Civic EX-L FWD 4-Door Hatchback Automatic with Navigation	27,360	24,752
FK7G9LKNW	Civic Sport Touring FWD 4-Door Hatchback Manual	30,060	27,251
FK7H9LKNW	Civic Sport Touring FWD 4-Door Hatchback Automatic	30,860	27,992
	CIVIC SEDAN		
FC2E6LEW	Civic LX FWD 4-Door Sedan Manual	$ 20,805	$ 19,567
FC2F6LEW	Civic LX FWD 4-Door Sedan Automatic	21,605	20,308
FC2E8LEW	Civic Sport FWD 4-Door Sedan Manual	22,505	21,141
FC2F8LEW	Civic Sport FWD 4-Door Sedan Manual	23,305	21,880
FC1F3LJW	Civic EX FWD 4-Door Sedan CVT Automatic	24,755	23,224
FC1FF7LJNW	Civic EX-L FWD 4-Door Sedan CVT Automatic	25,955	24,335
FC1F9LKNW	Civic Touring FWD 4-Door Sedan CVT Automatic	28,655	26,835
FC1E5LJXW	Civic Si FWD 4-Door Sedan Manual	26,155	24,520
FC1E5LJW	Civic Si FWD 2-Door Sedan Manual with Summer Tires	26,355	24,705

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DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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2020 Honda CR-V

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(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	CR-V FWD *(Effective Date: 01/07/20)*		
RW1H2LEW	CR-V LX FWD 5-Door Sport Utility	$ 26,170	$ 24,804
RW1H5LJW	CR-V EX FWD 5-Door Sport Utility	28,680	27,154
RW1H8LJNW	CR-V EX-L FWD 5-Door Sport Utility	31,170	29,485
RW1H9LKNW	CR-V Touring FWD 5-Door Sport Utility	34,370	32,480
	CR-V AWD *(Effective Date: 01/07/20)*		
RW2H2LEW	CR-V LX AWD 5-Door Sport Utility	27,670	26,208
RW2H5LJW	CR-V EX AWD 5-Door Sport Utility	30,180	28,588
RW2H8LJNW	CR-V EX-L AWD 5-Door Sport Utility	32,670	30,889
RW2H9LKNW	CR-V Touring AWD 5-Door Sport Utility	35,870	33,884

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2020 Honda Fit

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	FIT *(Effective Date: 12/13/19)*		
GK5G4LEW	Fit LX FWD 4-Door Hatchback Manual	$ 17,145	$ 16,879
GK5H4LEW	Fit LX FWD 4-Door Hatchback Automatic	17,945	17,654
GK5G6LEW	Fit Sport FWD 4-Door Hatchback Manual	18,555	18,245
GK5H6LEW	Fit Sport FWD 4-Door Hatchback Automatic	19,355	19,021
GK5H8LJW	Fit EX FWD 4-Door Hatchback Automatic	20,015	19,660
GK5H9LJNW	Fit EX-L FWD 4-Door Hatchback Automatic	21,575	21,172

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2020 Honda HR-V

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(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	HR-V FRONT WHEEL DRIVE *(Effective Date: 01/01/20)*		
RU5H3LEW	HR-V LX FWD 4-Door Crossover Automatic	$ 21,940	$ 21,531
RU5H5LJW	HR-V EX FWD 4-Door Crossover Automatic	23,640	23,178
RU5H7LJNW	HR-V EX-L FWD 4-Door Crossover Automatic	25,090	24,583
RU5H1LEW	HR-V Sport FWD 4-Door Crossover Automatic	26,690	26,134
	HR-V All WHEEL DRIVE *(Effective Date: 01/01/20)*		
RU6H3LEW	HR-V LX AWD 4-Door Crossover Automatic	23,440	22,984
RU6H5HLJW	HR-V EX AWD 4-Door Crossover Automatic	25,140	24,632
RU6H7LJNW	HR-V EX-L AWD 4-Door Crossover Automatic	26,590	26,037
RU6H1LEW	HR-V Sport AWD 4-Door Crossover Automatic	28,190	27,587
RU6H9LKNW	HR-V Touring AWD 4-Door Crossover Automatic	30,010	29,351

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2020 Honda Insight

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	INSIGHT		
ZE4F1LEW	Insight LX FWD 4-Door Sedan Automatic (Limited Availability)	$ 23,885	$ 22,419
ZE4F5LEW	Insight EX FWD 4-Door Sedan Automatic (Limited Availability)	25,265	23,696
ZE4F9LKNW	Insight Touring FWD 4-Door Sedan Automatic (Limited Availability)	29,295	27,427

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2020 Honda Odyssey

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MFG CODE	MODELS ODYSSEY	MFG RETAIL	UBS W'SALE
RL6H2LEW	Odyssey LX FWD 5-Door Passenger Van	$ 31,910	$ 29,439
RL6H5LEXW	Odyssey EX FWD 5-Door Passenger Van	35,910	33,087
RL6H7LJXW	Odyssey EX-L FWD 5-Door Passenger Van with Leather	39,180	36,070
RL6H7LKNW	Odyssey EX-L FWD 5-Door Passenger Van with Navigation and Rear Seat Entertainment System	41,280	37,985
RL6H8LKXW	Odyssey Touring FWD 5-Door Passenger Van	46,180	42,454
RL6H9LKXW	Odyssey Elite FWD 5-Door Passenger Van	48,540	44,607

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2020 Honda Passport

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	PASSPORT FWD *(Effective Date: 12/02/19)*		
YF7H2LEW	Passport Sport FWD 4-Door Sport Utility Automatic	$ 33,110	$ 30,533
YF7H5LJNW	Passport EX-L FWD 4-Door Sport Utility Automatic	37,530	34,565
YF7H9LKNW	Passport Touring FWD 4-Door Sport Utility Automatic	40,400	37,182
	PASSPORT AWD *(Effective Date: 12/02/19)*		
YF8H2LEW	Passport Sport AWD 4-Door Sport Utility Automatic	35,110	32,357
YF8H5LJNW	Passport EX-L AWD 4-Door Sport Utility Automatic	39,530	36,389
YF8H9LKNW	Passport Touring AWD 4-Door Sport Utility Automatic	42,400	39,007
YF8H0LKNW	Passport Elite AWD 4-Door Sport Utility Automatic	44,900	41,287

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2020 Honda Pilot

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	PILOT FWD		
YF5H1LEW	Pilot LX FWD 4-Door Sport Utility	$ 32,770	$ 30,223
YF5H3LEXW	Pilot EX FWD 4-Door Sport Utility	35,650	32,850
YF5H5LJNW	Pilot EX-L FWD 4-Door Sport Utility with Leather	39,080	35,978
YF5H4LKNW	Pilot EX-L FWD 4-Door Sport Utility with Navigation and Rear Entertainment System	41,080	37,803
YF5H9LKNW	Pilot Touring FWD 4-Door Sport Utility with Leather	43,840	40,320
YF5H6LKNW	Pilot Touring FWD 4-Door Sport Utility with Rear Captain Chairs	44,140	40,594
	PILOT AWD		
YF6H1LEW	Pilot LX AWD 4-Door Sport Utility	34,770	32,047
YF6H3LEXW	Pilot EX AWD 4-Door Sport Utility	37,650	34,674
YF6H5LJNW	Pilot EX-L AWD 4-Door Sport Utility with Leather	41,080	37,803
YF6H4LKNW	Pilot EX-L AWD 4-Door Sport Utility with Navigation and Rear Entertainment System	43,080	39,627
YF6H9LKNW	Pilot Touring AWD 4-Door Sport Utility with Leather	45,840	42,144
YF6H6LKNW	Pilot Touring AWD 4-Door Sport Utility with Rear Captain Chairs	46,140	42,418
YF6H9LKNW	Pilot Elite AWD 4-Door Sport Utility	49,340	45,337

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2020 Honda Ridgeline

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	RIDGELINE 2WD *(Effective Date: 01/07/20)*		
YK2F1KEW	Ridgeline Sport 2WD 5-Door Crew Cab Automatic	$ 35,020	$ 32,275
YK2F5KJNW	Ridgeline RTL 2WD 4-Door Crew Cab Automatic with Leather	37,790	34,802
	RIDGELINE 4WD *(Effective Date: 01/07/20)*		
YK3F1KEW	Ridgeline Sport 4WD 4-Door Crew Cab Automatic	37,260	34,318
YK3F5KJNW	Ridgeline RTL 4WD 4-Door Crew Cab Automatic	39,940	36,763
YK3F7KKNW	Ridgeline RTL-E 4WD 4-Door Crew Cab Automatic	43,140	39,681

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Understanding the difference

- UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS-trained Sales Representative, and enjoy your new vehicle.

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

301.657.1920 ***Washington Area*** ▪ ***410.792.9070*** ***Baltimore Area*** ▪ ***ubs4cars.com*** ***Visit us on the Web***

2020 MAZDA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

Rights and Responsibilities

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__Manufacturer rebates__ and __incentives__ to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.

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Baltimore 410.792.9070
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2020 Mazda CX-5

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	CX-5 FWD		
CX5 SP 2A	CX-5 Sport FWD 4-Door Sport Utility Automatic	$ 26,135	$ 25,829
CX5 TR 2A	CX-5 Touring FWD 4-Door Sport Utility Automatic	27,775	27,172
CX5 GT 2A	CX-5 Grand Touring FWD 4-Door Sport Utility Automatic	31,255	30,257

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	CX-5 AWD		
CX5 SP XA	CX-5 Sport AWD 4-Door Sport Utility Automatic	27,535	27,205
CX5 TR XA	CX-5 Touring AWD 4-Door Sport Utility Automatic	29,175	28,535
CX5 GT XA	CX-5 Grand Touring Base AWD 4-Door Sport Utility Automatic	32,655	31,606
CX5 GTR XA	CX-5 Grand Touring Reserve AWD 4-Door Sport Utility Automatic	36,080	34,902
CX5 SG XA	CX-5 Signature AWD 4-Door Sport Utility Automatic	38,100	36,850

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
RBG	Bumper Guard, Rear (Port Installed)	$ 125	$ 100
1BT	Bumper Trim Package, Front and Rear (Port Installed)	650	520
RCC	Cargo Cover, Retractable (Port Installed)	250	200
CGM	Cargo Mat, Carpeted (Port Installed)	100	80
CGN	Cargo Net (Port Installed)	60	48
ISP	Doorsill Trim Plates, Illuminated (Port Installed)	400	320
FLA	Floor Mats, All Weather Front and Rear (Port Installed)	125	100
ILK	Lighting Kit, Interior (Port Installed) (N/A on Signature); on Sport, Touring and Grand Touring	300	240
MRF	Mirror, Frameless Automatic Day/Night Inside Rearview with HomeLink and Garage Door Opener (Port Installed) (N/A on Grand Touring or Signature); on Sport and Touring	325	260
46G	Paint, Machine Gray Metallic (N/A on Sport); on Touring, Grand Touring and Signature	300	267
25D	Paint, Snowflake White Pearl Mica	200	178
41V	Paint, Soul Red Crystal Metallic	595	530

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
PSR	Parking Sensors, Rear (Port Installed) (N/A on Signature); on Sport, Touring and Grand Touring	$ 475	380
	BALTIMORE: 410-792-9070 **WASHINGTON: 301-657-1920**		
1TE	Preferred Package Includes Bose Premium 10-Speaker Audio System, Power Moonroof, Rear Power Liftgate and Auto Dimming Inside Rearview Mirror with Homelink (MRH) (N/A on Sport, Grand Touring or Signature); on Touring	1,375	1,224
1GT	Premium Package Includes Windshield-Projected Active Driving Display, Ventilated Front Seats, Heated Rear Seats, Heated Steering Wheel, Windshield Wiper De-Icer and Automatic Folding Outside Mirrors (N/A on Sport, Touring, Grand Touring Reserve or Signature); on Grand Touring Base	1,625	1,446
RCK	Roof Rack Side Rails (Port Installed)	400	320
TTH	Trailer Hitch with Harness and Cover (Port Installed)	450	360
WLK	Wheel Locks (Port Installed)	65	52

Understanding the difference

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What to do

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2020 Mazda CX-9

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	CX-9 FWD		
CX9 SP 2A	CX-9 Sport FWD 4-Door Sport Utility Automatic	$ 34,835	$ 33,577
CX9 TR 2A	CX-9 Touring FWD 4-Door Sport Utility Automatic	36,655	35,320
CX9 GT 2A	CX-9 Grand Touring FWD 4-Door Sport Utility Automatic	44,495	40,913

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	CX-9 AWD		
CX9 SP XA	CX-9 Sport AWD 4-Door Sport Utility Automatic	$ 36,735	$ 35,398
CX9 TR XA	CX-9 Touring AWD 4-Door Sport Utility Automatic	38,555	37,140
CX9 GT XA	CX-9 Grand Touring AWD 4-Door Sport Utility Automatic	44,395	42,732
CX9 SG XA	CX-9 Signature AWD 4-Door Sport Utility Automatic	47,160	45,377

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
1CN	Cargo & Side Storage Nets Package Includes Cargo Net (Port Installed)	$ 100	$ 80
RCC	Cargo Cover, Retractable (Port Installed)	325	260
CGM	Cargo Mat (Port Installed)	100	80
ISP	Door Sill Plates, Illuminated (Port Installed)	575	460
FLA	Floor Mats, All Weather (Port Installed)	200	160
FOG	Fog Lights, LED Front (Port Installed) [Included with Premium Package (1TR)] (Standard on Grand Touring and Signature); on Sport and Touring	450	360
ILK	Light Kit, Interior (Port Installed)	350	280
MRF	Mirror, Frameless Automatic Day/Night Inside Rearview with Homelink Garage Door Opener (Port Installed) (Standard on Touring, Grand Touring and Signature); on Sport	325	260
46G	Paint, Machine Gray Metallic	300	258
25D	Paint, Snowflake White Pearl Mica	200	172
46V	Paint, Soul Red Crystal Metallic (N/A on Sport); on Touring, Grand Touring and Signature	595	512
PSR	Parking Sensors, Rear (Port Installed) [Included with Premium Package (1TR)] (Standard on Grand Touring and Signature); on Sport and Touring	500	400

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FACTORY INSTALLED OPTIONAL EQUIPMENT *(Continued)*

MFG CODE		MFG RETAIL	UBS W'SALE
1TR	Premium Package Includes Two 3rd Row USB, Bose Premium Audio with 12-Speakers, Mazda Navigation System, Power Sliding Glass Moonroof with Interior Sunshade, Second Row Retractable Window Sun Shade, Rear Parking Sensors (PSR), SiriusXM Satellite Radio with 3-Months Trial Subscription and 3-Year Traffic and Travel Link Subscription, Front Parking Sensor and LED Fog Lights (FOG) (N/A on Sport, Grand Touring or Signature); on Touring	$ 2,100	$ 1,806
RCK	Roof Rails (Port Installed) (Standard on Grand Touring and Touring); on Sport and Touring	450	360
SGB	Splash Guards, Front and Rear (Port Installed)	150	120
TTH	Trailer Hitch, 3,500-Lb Max (Port Installed) (N/A on Grand Touring or Signature); on Sport and Touring	450	360
WLK	Wheel Locks (Port Installed)	65	52

Understanding the difference

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What to do

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2020 Mazda CX-30

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	CX-30 FWD *(Effective Date: 11/20/19)*		
CX30	CX-30 Base FWD 4-Door Sport Utility Automatic	$ 22,945	$ 22,475
CX30	CX-30 Select FWD 4-Door Sport Utility Automatic	24,945	24,421
CX30	CX-30 Preferred FWD 4-Door Sport Utility Automatic	27,245	26,658
CX30	CX-30 Premium FWD 4-Door Sport Utility Automatic	29,245	28,604

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	CX-30 AWD *(Effective Date: 11/20/19)*		
CX30	CX-30 Base AWD 4-Door Sport Utility Automatic	24,345	23,836
CX30	CX-30 Select AWD 4-Door Sport Utility Automatic	26,345	25,782
CX30	CX-30 Preferred AWD 4-Door Sport Utility Automatic	28,645	28,020
CX30	CX-30 Premium AWD 4-Door Sport Utility Automatic	30,645	29,966

FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
RBG	Bumper Guard, Rear (Port Installed)	$ 125	$ 100
- - -	Cargo Cover (Port Installed)	150	120
CGM	Cargo Mat, Carpeted (Port Installed)	100	80
CGN	Cargo Net (Port Installed)	60	48
RCC	Cargo Tray (Port Installed)	100	80
- - -	Charging Pad, Wireless (Port Installed)	275	220
ISP	Doorsill Trim Plates, Illuminated (Port Installed)	4250	340
FLA	Floor Mats, All Weather Front and Rear (Port Installed)	125	100
- - -	Floor Mats, All Weather High Wall (Port Installed)	150	120
- - -	Mirror, Frameless Automatic Day/Night Inside Rearview (Port Installed)	275	200
MRF	Mirror, Frameless Automatic Day/Night Inside Rearview with HomeLink and Garage Door Opener (Port Installed)	375	300
- - -	Paint, Machine Gray Metallic (N/A on Base)	300	266
- - -	Paint, Snowflake White Peal Mica (N/A on Base)	200	177
- - -	Paint, Soul Red Crystal Metallic (N/A on Base)	595	527
- - -	Sport Pedal Kit (Port Installed)	250	200
WLK	Wheel Locks (Port Installed)	65	52

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2020 Mazda3 Hatchback & Sedan

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	MAZDA3 FWD HATCHBACK *(Effective Date: 09-24-19)*		
M3H 2A	Mazda3 Base FWD 4-Door Hatchback Automatic	$ 24,620	$ 24,031
M3H PF 2A	Mazda3 Preferred FWD 4-Door Hatchback Automatic	26,120	25,482
M3H PR 2P	Mazda3 Premium FWD 4-Door Hatchback Manual	28,420	27,710
M3H PR 2A	Mazda3 Premium FWD 4-Door Hatchback Automatic	28,420	27,710
	MAZDA3 AWD HATCHBACK *(Effective Date: 09-24-19)*		
M3H XA	Mazda3 Base AWD 4-Door Hatchback Automatic	26,020	25,387
M3H PF XA	Mazda3 Preferred AWD 4-Door Hatchback Automatic	27,520	26,838
M3H PR XA	Mazda3 Premium AWD 4-Door Hatchback Manual	29,820	29,065
	MAZDA3 FWD SEDAN *(Effective Date: 09-24-19)*		
M3S 2A	Mazda3 Base FWD 4-Door Sedan Manaul	$ 22,420	$ 21,904
M3S SE 2A	Mazda3 Select FWD 4-Door Sedan Automatic	23,620	23,065
M3S PF 2A	Mazda3 Preferred FWD 4-Door Sedan Automatic	25,120	24,515
M3S PR 2A	Mazda3 Premium FWD 4-Door Sedan Automatic	27,420	26,745
	MAZDA3 AWD SEDAN *(Effective Date: 09-24-19)*		
M3S SE XA	Mazda3 Select AWD 4-Door Sedan Automatic	25,020	24,420
M3S PF XA	Mazda3 Preferred AWD 4-Door Sedan Automatic	26,520	25,870
M3S PR XA	Mazda3 Premium AWD 4-Door Sedan Automatic	28,820	28,096

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
2AP	Appearance Package (N/A on Sedans) (Port Installed); on Hatchbacks	$ 1,950	$ 1,560
1BP	Black Accent Package (N/A on Hatchbacks) (Port Installed); on Sedans	475	380
RBS	Bumper Guards, Stainless Steel Rear (Port Installed)	125	100
CGM	Cargo Mat (Port Installed)	100	80

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
CGN	Cargo Net (Port Installed); on Sedans	$ 50	$ 40
	On Hatchbacks also Includes Cargo Tie Down Hooks	60	48
WCP	Charging Pad, Wireless (Port Installed)	275	220
ISP	Door Sill Trim Plates, Illuminated (Port Installed)	425	340
FLH	Floor Mats, High Wall All-Weather (Port Installed)	150	120
FLA	Floor Mats, Low Wall All-Weather (Port Installed)	125	100
JCB	Mirror Cap Credit, For Jet Black [Requires Black Accent Package (1BP) on Sedans]	- 100	- 80
MFA	Mirror, Frameless Automatic Dimming Inside Rearview	275	220
MRF	Mirror, Framless Automatic Dimming Inside Rearview with Homelink (Port Installed)	375	300
- - -	Paint, Deep Crystal Blue Mica (42M), Eternal Blue Mica (45B), Jet Black Mica (41W), Sonic Silver Metallic (45P) or Titanium Flash Mica (42S)	N/C	N/C
46G	Paint, Machine Gray Metallic	300	258
	VISIT US AT UBS4CARS.COM.		
25D	Paint, Snowflake White Pearl Mica	200	172
46V	Paint, Soul Red Crystal Metallic	595	512
RSP	Spoiler, Body color Rear Lip (N/A on Hatchbacks); on Sedans	375	300
WLK	Wheel Locks (Port Installed)	65	52

Understanding the difference

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What to do

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United Buying Service

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2020 Mazda6 Sedan

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	MAZDA6 SEDAN		
M6G SP A	Mazda6 Sport FWD 4-Door Sedan Automatic	$ 24,920	$ 24,152
M6G TR A	Mazda6 Touring FWD 4-Door Sedan Automatic	27,520	26,516
M6G GT A	Mazda6 Grand Touring Base FWD 4-Door Sedan Automatic	30,620	29,478
M6G GTR A	Mazda6 Grand Touring Reserve FWD 4-Door Sedan Automatic	33,120	31,867
M6G SG A	Mazda6 Signature FWD 4-Door Sedan Automatic	36,220	34,828

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FACTORY INSTALLED OPTIONAL EQUIPMENT **(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)**

MFG CODE		MFG RETAIL	UBS W'SALE
RBG	Bumper Guard, Rear (Port Installed)	$ 125	$ 100
CGM	Cargo Mat, Carpeted (Port Installed)	100	80
CGN	Cargo Net, Envelope Style (Port Installed)	50	40
SCP	Door Sill Trim Plates (Port Installed)	150	120
FLA	Floor Mats, All Weather (Port Installed)	125	100
MRF	Mirror, Frameless Automatic Day/Night Inside Rearview with HomeLink (Port Installed) (N/A on Touring, Grand Touring or Signature); on Sport	325	260
- - -	Paint, Jet Black Mica (41W), Blue Reflex Mica (42B), Deep Crystal Blue (42M), Titanium Flash Mica (42S) or Sonic Silver Metallic (45P)	N/C	N/C
46G	Paint, Machine Gray Metallic	300	259
25D	Paint, Snowflake White Pearl Mica	200	173
46V	Paint, Soul Red Crystal Metallic	595	513
PSR	Parking Sensors, Rear (Port Installed) (N/A on Signature); on Sport, Touring and Grand Touring	475	380
RSP	Spoiler, Rear Lip (Port Installed) (Standard on Grand Touring Reserve and Signature); on Sport, Touring and Grand Touring Base	350	280
WLK	Wheel Locks (Port Installed)	65	52

REMEMBER TO ASK ABOUT INCENTIVES.

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

301.657.1920 ***Washington Area*** ▪ ***410.792.9070*** ***Baltimore Area*** ▪ ***ubs4cars.com*** ***Visit us on the Web***

2020 MITSUBISHI

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

Rights and Responsibilities

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United Buying Service

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Baltimore 410.792.9070
ubs4cars.com

Because there are so many manufacturer rebates and incentives that will further lower your UBS Price, it is important to see the UBS-Trained Sales Specialist to be certain you are receiving the complete discounted price.

2020 Mitsubishi Eclipse Cross

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.
Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ECLIPSE CROSS 2WD		
EC45-A	Eclipse Cross ES 2WD 4-Door Crossover Sport Utility	$ 23,940	$ 23,579
EC45-C	Eclipse Cross LE 2WD 4-Door Crossover Sport Utility	25,040	24,404
EC45-R	Eclipse Cross SP 2WD 4-Door Crossover Sport Utility	26,240	25,564
EC45-E	Eclipse Cross SE 2WD 4-Door Crossover Sport Utility	26,590	25,901
EC45-E	Eclipse Cross SE 2WD 4-Door Crossover Sport Utility with Panoramic Sunroof (P1)	27,590	26,791
EC45-G	Eclipse Cross SEL 2WD 4-Door Crossover Sport Utility	28,090	27,352
EC45-G	Eclipse Cross SEL 2WD 4-Door Crossover Sport Utility with Touring Package (P2)	30,190	29,221

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	ECLIPSE CROSS S-AWC		
EC45-B	Eclipse Cross ES S-AWC 4-Door Crossover Sport Utility	25,540	25,143
EC45-D	Eclipse Cross LE S-AWC 4-Door Crossover Sport Utility	26,640	25,950
EC45-S	Eclipse Cross SP S-AWC 4-Door Crossover Sport Utility	27,840	27,110
EC45-F	Eclipse Cross SE S-AWC 4-Door Crossover Sport Utility	28,190	27,448
EC45-F	Eclipse Cross SE S-AWC 4-Door Crossover Sport Utility with Panoramic Sunroof (P1)	29,190	28,298
EC45-H	Eclipse Cross SEL S-AWC 4-Door Crossover Sport Utility	29,690	28,898
EC45-H	Eclipse Cross SEL S-AWC 4-Door Crossover Sport Utility with Touring Package (P2)	31,790	30,767

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All Weather Package Includes Cargo Tray and All-Weather Front and Rear Floor Mats (Port Installed)	$ 195	$ 175
- - -	Black Value Package (Port Installed) (N/A on SP)	400	350
G7	Cargo Package Includes Cargo Mat and Cargo Net (Port Installed)	150	135
G2	Chrome Package Includes Chrome Outside Mirrors, Chrome Door Handles, Bright Lower Door Moldings and Tailgate Garnish (N/A on LE or SP) (Port Installed); on ES, SE and SEL	545	465

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT *(Continued)*

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Crossbars, Accessory Roof Rack (Port Installed) (N/A on ES, LE or SP); on SE and SEL	$ 345	$ 300
FB	Exterior Package Includes Front, Rear and Side Corner Extensions (Port Installed) (N/A on SP); on ES, LE, SE and SEL	965	865
- - -	Floor Mats, All Weather (Port Installed)	135	110
GM	Floor Mats, Carpeted Front and Rear (Port Installed)	145	130
GG	Garnish Package Includes Front and Rear Garnish (Port Installed)	475	420
- - -	Grille, Carbon (Port Installed) (N/A on SP); on ES, LE, SE and SEL	565	485
- - -	Hood Badge (Port Installed) (N/A on SP); on ES, LE, SE and SEL	100	85
FT	Hood Protector (Port Installed)	115	99
G5	Illumination Package, LED Includes Blue Floor Illumination, Blue LED Tailgate Light, LED Room Light and Cargo Lights (Port Installed)	540	465
GE	Mud Guards, Front and Rear (Port Installed) (N/A on SP); on ES, LE, SE and SEL	155	135
- - -	Paint, Alloy Silver Metallic (U25), Bronze Metallic (C21), Mercury Gray Metallic (U17), Octane Blue Metallic (D06), Rally Red Metallic (P26) or Tarmac Black Metallic (X42)	N/C	N/C
- - -	Paint, Pearl White	395	352
P62	Paint, Red Diamond Premium Metallic	595	530
FA	Parking Sensors, Rear (Port Installed)	510	450
- - -	Popular Value Package Includes Black Lug Nuts and Wheel Locks, Rear Bumper Step Protector, Tailgate Garnish, Cargo Mat and Cargo Net	510	450
- - -	Protection Value Package Includes Hood Protector, Wheel Locks, Front and Rear Mud Guards, All-Weather Floor Mats and Cargo Tray (Port Installed) (N/A on SP); on ES, LE, SE and SEL	415	365
- - -	Roof Rails (Port Installed)	305	265
H7	Roof Rails and Cross Bars (Port Installed)	595	515
- - -	Spoiler, Roof (Port Installed) (N/A on SP); on ES, LE, SE and SEL	465	400
P1	Sunroof, Dual Pane Power Panoramic Includes Black Roof Rails (N/A on ES, LE or SEL); On SE	1,000	890
G8	Tonneau Cover (Port Installed)	190	169
P2	Touring Package Includes Dual-Pane Power Panoramic Sunroof, Black Roof Rails, Auto Dimming Inside Rearview Mirror with HomeLink, Heated Steering Wheel, Heated Rear Seats, 710-Watt 9-Speaker Rockford-Fosgate Premium Audio System, Forward Collision Mitigation with High Speed Braking Capability and Pedestrian Detection, and Adaptive Cruise Control (N/A on ES, LE, SE or SP); on SEL	2,100	1,869
FW	Towing Package Includes Tow Hitch and Trailer Tow Wire Harness (Port Installed)	495	445
GD	Wheel Locks (Port Installed) (N/A on SP); on ES, LE, SE and SEL	70	60
HS	Wheel Locks and Black Lug Nuts (Port Installed)	225	195

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

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2020 Mitsubishi Mirage

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	MIRAGE HATCHBACK		
MG44-A	Mirage ES FWD 5-Door Hatchback Manual	$ 14,990	$ 14,844
MG44-A	Mirage ES FWD 5-Door Hatchback Automatic	16,190	16,018
MG44-C	Mirage LE FWD 5-Door Hatchback Automatic	17,090	16,899
MG44-E	Mirage SE FWD 5-Door Hatchback Automatic	17,640	17,437
MG44-T	Mirage GT FWD 5-Door Hatchback Automatic	18,190	17,976

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	MIRAGE G4 SEDAN		
MG41-A	Mirage G4 ES FWD 4-Door Sedan Manual	15,990	15,823
MG41-A	Mirage G4 ES FWD 4-Door Sedan Automatic	17,190	16,996
MG41-C	Mirage G4 LE FWD 4-Door Sedan Automatic	18,090	17,877
MG41-E	Mirage G4 SE FWD 4-Door Sedan Automatic	18,640	18,415

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All Weather Package (Port Installed)	$ 165	$ 145
G7	Cargo Package (Port Installed)	105	90
G2	Chrome Package (Port Installed) (N/A on LE Sedan or GT); on ES, LE Hatchback and SE	245	215
HK	Console, Center with Armrest (Port Installed); on ES	190	170
Q3	Convenience Value Package; on ES	270	235
F5	Engine Start, Remote (Port Installed) (N/A on ES or LE); on SE and GT	545	485
GC	Exhaust Finisher (Port Installed)	60	52
FB	Exterior Package (Port Installed); on Hatchbacks	655	580
	On Sedans	1,095	975
GL	Floor Mats, All-Weather Front and Rear (Port Installed)	125	105
GM	Floor Mats, Carpeted Front and Rear	145	130
G3	Fog Lights (Port Installed); on ES and LE	295	255
G5	Illumination Package, LED (Port Installed)	235	205
H2	Interior Package (Port Installed) (N/A on LE or GT); on ES and SE	345	305

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT *(Continued)*

MFG CODE		MFG RETAIL	UBS W'SALE
HD	Lights, LED Daytime Running with Garnish (Port Installed); on Hatchbacks	$ 450	$ 395
	On Sedans	425	375
GU	Moldings, Color-Keyed Bodyside (Port Installed) (N/A on Sedans); on Hatchbacks	145	129
GE	Mud Guards, Front and Rear (Port Installed) (N/A on Sedans); on Hatchbacks	155	135
W54	Paint, Pearl White	295	268
FA	Park Assist Sensors, Front (Port Installed)	450	395
HA	Park Assist Sensors, Front and Rear (Port Installed) (N/A on Sedans); on Hatchbacks	480	425
Q1	Popular Value Package; on Sedans	275	345
	On Hatchbacks	355	310
G4	Protection Package (Port Installed) (N/A on Sedans); on Hatchbacks	190	165
Q2	Protection Value Package (Port Installed); on Hatchbacks	280	245
	On Sedans	255	225
GB	Radio System, Rockford Fosgate Premium (Port Installed)	595	530
FC	Side Sill Extensions, Color-Keyed (Port Installed); on Hatchbacks	325	289
	On Sedans	360	320
FK	Spoiler, Rear Lip; on Sedans	335	295
G8	Tonneau Cover (Port Installed); on Hatchbacks	130	118
GD	Wheel Locks (Port Installed) (N/A on ES); on LE, SE and GT	70	60
HS	Wheel Locks with Black Lug Nuts (Port Installed) (N/A on ES); on LE, SE and GT	160	140

Understanding the difference

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What to do

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2020 Mitsubishi Outlander PHEV

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	OUTLANDER PHEV		
- - -	Outlander PHEV SEL S-AWC 4-Door Sport Utility Automatic	37,190	36,149
- - -	Outlander PHEV GT S-AWC 4-Door Sport Utility Automatic	42,590	41,369

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
G7	Cargo Mat Package (Port Installed)	$ 150	$ 135
Q4	Chrome Value Package (Port Installed)	505	445
FB	Exterior Package (Port Installed)	1,250	1,095
GL	Floor Mats, All-Weather (Port Installed)	130	110
GM	Floor Mats, Carpeted Portfolio (Port Installed)	145	130
HI	Fog Lights, LED (Port Installed); on SEL	350	309
G9	Graphics, Body (Port Installed)	285	250
GF	Hood Badge (Port Installed)	85	75
FT	Hood Protector (Port Installed)	115	99
G5	Illumination Package, LED (Port Installed)	345	295
GU	Moldings, Bodyside (Port Installed)	215	185
GE	Mud Guards, Front and Rear (Port Installed) (N/A on SP); on ES, LE, SE, SEL and GT	155	135
- - -	Paint, Pearl White (W13) or Ruby Black Pearl (X40)	395	352
P62	Paint, Red Diamond	595	530
HA	Parking Sensors Front and Rear (Port Installed)	585	520
FA	Parking Sensors, Rear (Port Installed)	465	415
Q1	Popular Value Package (Port Installed)	475	420
A04	Premium Interior Package; on GT	400	356
Q2	Protection Value Package (Port Installed)	550	485
H7	Roof Rail Crossbars (Port Installed)	345	300
Q3	Styling Value Package (Port Installed)	450	395
G8	Tonneau Cover (Port Installed)	190	169
FW	Towing Package (Port Installed)	495	445
GD	Wheel Locks (Port Installed)	70	60
FQ	Wind Deflector, Sunroof (Port Installed) (N/A on SEL); on GT	115	99

Understanding the difference

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2020 Mitsubishi Outlander Sport

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	OUTLANDER SPORT 2WD		
OS45-A	Outlander Sport ES 2WD 4-Door Sport Utility Automatic	$ 23,590	$ 23,117
OS45-R	Outlander Sport SP 2WD 4-Door Sport Utility Automatic	25,640	25,110
OS45-E	Outlander Sport SE 2WD 4-Door Sport Utility Automatic	25,290	24,766
OS45-T	Outlander Sport GT 2WD 4-Door Sport Utility Automatic	26,490	25,932

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	OUTLANDER SPORT AWC		
OS45-B	Outlander Sport ES S-AWC 4-Door Sport Utility Automatic	25,090	24,574
OS45-S	Outlander Sport SP S-AWC 4-Door Sport Utility Automatic	27,140	26,568
OS45-F	Outlander Sport SE S-AWC 4-Door Sport Utility Automatic	26,790	26,223
OS45-Z	Outlander Sport GT S-AWC 4-Door Sport Utility Automatic	27,990	27,389

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All-Weather Package Includes All-Weather Floor Mats and Cargo Tray (Port Installed)	$ 195	$ 175
G7	Cargo Package Includes Reversible Cargo Mat and Cargo Net (Port Installed)	150	135
P1	Convenience Package Includes Heated Front Seats, 8.0" Smartphone-Link Display Audio, Apple Carplay and Android Auto, SiriusXM with 3-Month Trial Access, Steering Wheel Voice Recognition Control, Front USB Ports and Gloss Black with Silver Accdnt Audio Panel (N/A on SP, SE or GT); on ES	850	761
F5	Engine Start, Remote (Port Installed)	545	485
FB	Exterior Package Includes Rear Undercover and Front Undercover (Port Installed) (N/A on SP); on ES, SE and GT	690	605
GL	Floor Mats, All-Weather (Port Installed)	130	110
GM	Floor Mats, Carpeted Portfolio (Port Installed)	145	130
FY	Fuel Filler Door, Aluminum (Port Installed)	160	140
G9	Graphics, Body (Port Installed)	175	150
HT	Grille, Carbon (Port Installed) (N/A on SP); on ES, SE and GT	565	485
FT	Hood Protector (Port Installed)	115	99
G5	Illumination Package, LED Includes Floor Ilumination and Interior Lights, (Port Installed)	330	290

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
HS	Lug Nut & Wheel Locks, Black (Port Installed)	$ 225	$ 195
GU	Moldings, Bodyside (Port Installed)	215	185
GE	Mud Guards, Front and Rear (Port Installed) (N/A on SP); on ES, SE and GT	155	135
P62	Paint, Red Diamond	595	530
- - -	Paint, Sunshine Orange Metallic (M11) or Pearl White (W13)	395	352
FA	Parking Sensors, Rear (Port Installed)	465	415
Q1	Popular Equipment Value Package Includes Cargo Package (G7), Wheel Locks (GD), Front and Rear Mud Guards (GE) and Aluminum/Leather Shift Knob (Port Installed)	355	310
Q2	Protection Package Includes Hood Protector All-Weather Floor Mats, Cargo Tray, Rear Bumper Step Protector and Scuff Plates	510	450
H7	Roof Rack Crossbars (Port Installed)	345	300
FK	Spoiler, Rear (Port Installed) (N/A on SP); on ES, SE and GT	310	270
Q3	Chrome Value Package Side View Mirror Covers, Chrome Door Handle Covers, Bright Tailgate Protector and Bright Lower Door	550	485
G8	Tonneau Cover (Port Installed)	190	169
GD	Wheel Locks (Port Installed)	70	60

Understanding the difference

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What to do

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SAVE WITH UBS

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2020 Mitsubishi Outlander

To Calculate the UBS Price:
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(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	OUTLANDER 2WD		
OT45-A	Outlander ES 2WD 4-Door Sport Utility Automatic	$ 25,890	$ 25,351
OT45-E	Outlander SE 2WD 4-Door Sport Utility Automatic	27,090	26,515
OT45-G	Outlander SEL 2WD 4-Door Sport Utility Automatic	28,490	27,875
OT45-S	Outlander SP 2WD 4-Door Sport Utility Automatic	29,490	28,847
OT45-I	Outlander LE 2WD 4-Door Sport Utility Automatic	28,290	27,681
	OUTLANDER S-AWC		
OT45-D	Outlander ES S-AWC 4-Door Sport Utility Automatic	27,890	27,295
OT45-F	Outlander SE S-AWC 4-Door Sport Utility Automatic	29,090	28,458
OT45-H	Outlander SEL S-AWC 4-Door Sport Utility Automatic	30,440	29,818
OT45-S	Outlander SP S-AWC 4-Door Sport Utility Automatic	31,490	30,790
OT45-J	Outlander LE S-AWC 4-Door Sport Utility Automatic	30,290	29,624
OT45-Z	Outlander GT S-AWC 4-Door Sport Utility Automatic	34,740	33,948

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H4	All-Weather Package Includes Cargo Tray and All-Weather Floor Mats (GL) (Port Installed)	$ 195	$ 175
G7	Cargo Mat Package (Port Installed)	150	135
Q3	Chrome Value Package (Port Installed) (N/A on ES, LE or SP); on SE, SEL and GT	485	425
- - -	Convenience Package (N/A on ES, LE, SEL, SP or GT); on SE	1,000	890
F5	Engine Start, Remote (Port Installed)	545	485
FB	Exterior Package (Port Installed) (N/A on LE or SP); on ES, SE, SEL and GT	1,250	1,095
GL	Floor Mats, All-Weather (Port Installed)	130	110
GM	Floor Mats, Carpeted Portfolio (Port Installed)	145	130
G3	Fog Lights (Port Installed) (Standard on SE, SEL, LE, SP and GT); on ES	295	250
HI	Fog Lights, LED (Port Installed) (N/A on ES or GT); on SE, LE, SEL and SP	350	309
FY	Fuel Filler Door, Aluminum (Port Installed)	160	140

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
GF	Hood Badge (Port Installed) (N/A on LE or SP); on ES, SE, SEL and GT	$ 85	$ 75
FT	Hood Protector (Port Installed)	115	99
G5	Illumination Package, LED (Port Installed)	375	335
H2	Interior Package (Port Installed) (N/A on LE or SP); on ES, SE, SEL and GT	215	185
FD	Limited Edition Value Package (N/A on ES, SE, SEL, SP or GT); on LE	450	385
HS	Lug Nut & Wheel Locks, Black (Port Installed)	225	195
GU	Moldings, Bodyside (Port Installed)	215	185
GE	Mud Guards, Front and Rear (Port Installed) (N/A on SP); on ES, LE, SE, SEL and GT	155	135
W13	Paint, Pearl White	395	352
P62	Paint, Red Diamond	595	530
HA	Parking Sensors Front and Rear (Port Installed)	585	520
FA	Parking Sensors, Rear (Port Installed)	465	415
Q1	Popular Value Package	540	475
G4	Protection Package (Port Installed) (N/A on LE or SP); on ES, SE, SEL and GT	495	445
Q2	Protection Value Package (N/A on LE or SP); on ES, SE, SEL and GT	560	495
H7	Roof Rail Crossbars (Port Installed)	345	300
FK	Spoiler, Roof (Port Installed)	310	270
G8	Tonneau Cover (Port Installed)	190	169
A06	Touring Package (N/A on ES, SE, SP, LE or GT); on SEL	2,700	2,403
FW	Towing Package (Port Installed)	495	445
GD	Wheel Locks (Port Installed) (N/A on LE or SP); on ES, SE, SEL and GT	70	60
FQ	Wind Deflector, Sunroof (Port Installed) (N/A on ES); on LE, SE, SEL, SP and GT	115	99

Understanding the difference

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What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
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SAVE WITH UBS

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2020 NISSAN

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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United Buying Service

Washington 301.657.1920
Baltimore 410.792.9070
ubs4cars.com

Manufacturer rebates *and* ***incentives*** *to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.*

2020 Nissan 370Z

To Calculate the UBS Price:
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(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	370Z COUPE		
41069	370Z Base RWD 2-Door Coupe Manual	$ 30,985	$ 30,408
41020	370Z Base RWD 2-Door Coupe Automatic	32,385	31,763
41169	370Z Sport Base RWD 2-Door Coupe Manual	34,715	34,016
41069	370Z Sport Base RWD 2-Door Coupe Automatic	35,965	35,226
41220	370Z Sport Touring RWD 2-Door Coupe Automatic	40,385	39,500
41369	370Z Nismo RWD 2-Door Coupe Manual	46,685	45,594
41320	370Z Nismo RWD 2-Door Coupe Automatic	48,085	46,949

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
R92	Aerodynamics Package Includes Front Deflector and Rear Spoiler (Port Installed) (N/A on on Sport Base, Touring Base or Nismo); on Base	$ 695	$ 546
X01/X02	Anniversary Package, 50th Silver/Black (X01) or White/Red (X02); on Sport Base	2,600	2,301
L92/L93	Floor Mats, Carpeted Includes First Aid Kit (Port Installed); on Base, Sport Base and Sport	215	161
	On Nismo	220	168
L94	Floor Mats, Carpeted with 50th Anniversary Packsge Includes First Aid Kit (Port Installed); On Sport Base	290	231
N92	Kick Plate, Illuminated (Port Installed)	235	186
E09	Paint, Passion Red (N/A on Nismo)	695	616
	VISIT US AT UBS4CARS.COM.		
E10	Paint, Pearl White	395	350
B92	Splash Guards (Port Installed) (N/A on Nismo); on Base, Sport Base and Sport Touring	255	197
L95	Trunk Mat, Carpeted (Port Installed)	105	75

Understanding the difference

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2020 Nissan Altima Sedan

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ALTIMA FWD SEDAN		
13110	Altima S 2.5 FWD 4-Door Sedan Automatic	$ 24,995	$ 24,061
13310	Altima SR 2.5 FWD 4-Door Sedan Automatic	26,595	25,571
13510	Altima SV 2.5 FWD 4-Door Sedan Automatic	28,775	27,629
13710	Altima SL 2.5 FWD 4-Door Sedan Automatic	31,135	29,858
13910	Altima Platinum 2.5 FWD 4-Door Sedan Automatic	33,075	31,689
14110	Altima SR 2.0 4-Door Sedan Automatic	30,645	29,395
14310	Altima Platinum 2.0 FWD 4-Door Sedan Automatic	36,075	34,521

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	ALTIMA AWD SEDAN		
13010	Altima S 2.5 AWD 4-Door Sedan Automatic	26,345	25,337
13210	Altima SR 2.5 AWD 4-Door Sedan Automatic	27,945	26,846
13410	Altima SV 2.5 AWD 4-Door Sedan Automatic	30,125	28,904
13610	Altima SL 2.5 AWD 4-Door Sedan Automatic	32,485	31,131
13810	Altima Platinum 2.5 AWD 4-Door Sedan Automatic	34,425	32,964

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B93	Bumper Protector, Chrome (Port Installed) (N/A on S)	$ 165	$ 143
S01	Driver Assist Package Includes Rear Automatic Braking, Rear Sonar System, High Beam Assist, Blind Spot Warning, Rear Cross Traffic Alert, Pedestrian Automatic Emergency Braking and Lane Departure Warning; on S	890	788
L92	Floor Mats, Front and Rear Includes Trunk Mat (N/A on SR, SV, SL or Platinum); on S	210	173
L94	Floor Mats, Front and Rear Includes Trunk Mat, Hideaway Nets and Dual Trunk Hooks (Port Installed) (N/A on S or SR); on SV, SL and Platinum	300	263
- - -	Floor Mats, SR Front and Rear Includes Trunk Mat, Hideaway Nets and Dual Trunk Hooks (Port Installed) (N/A on S, SV, SL or Platinum); on SL	310	193
N92	Ground Lighting, External (Port Installed) (N/A on S)	380	321

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
S92	Impact Sensor (Port Installed)	$ 210	$ 175
N09	Kick Plates, Illuminated (N/A on S)	400	311
N93	Lighting Package, Interior (Port Installed) (N/A on S)	455	386
B92	Moldings, Chrome Bodyside (Port Installed) (N/A on S)	265	218
RAY	Paint, Deep Blue Pearl (N/A on SV, SL, or Platinum); on S and SR.	N/C	N/C
QAK	Paint, Glacier White (N/A on SR, SV, SL, or Platinum); on S	N/C	N/C
- - -	Paint, Premium Pearl White or Scarlet Ember (N/A on S); on SR, SV, SL and Platinum	395	350
- - -	Paint, Scarlet Ember Tintcoat (NBL) and Pearl White Tricoat (QAB) (N/A on S); on SR, SV, SL and Platinum	N/C	N/C
- - -	Paint, Storm Blue Metallic (N/A on S, SR or SL); on SV, SL and Platinum	N/C	N/C
EBL	Paint, Sunset Drift (N/A S, SV, SL or Platinum); on SR	395	350
- - -	Paint, Super Black (KH3), Brilliant Silver Metallic (K23) and Gun Metallic (KAD)	N/C	N/C
X01	Premium Package Includes Heated Front Seats, 2-Way Power Driver Lumbar, Single Panel Moonroof, Heated Outside Mirrors and LED Turn Signal Indicators (N/A S, SV, SL, Platinum or SR 2.0); on SR 2.5	1,050	929
B10	Splash Guards, Body-Colored (Port Installed)	205	166
R10	Spoiler, Rear (N/A on S)	420	359
M92	Trunk Organizer Tray Includes First Aid Kit and Emergency Kit (N/A on S)	165	136
W10	Wheels, 17 Alumiun Alloy (N/A on SR or Platinum); on S, SV and SL	910	803

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2020 Nissan Armada

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	ARMADA 2WD		
26120	Armada SV 2WD 4-Door Sport Utility	$ 48,495	$ 46,074
26320	Armada SL 2WD 4-Door Sport Utility	53,295	50,560
26520	Armada Platinum Base 2WD 4-Door Sport Utility	61,925	58,552
	ARMADA 4WD		
26220	Armada SV 4WD 4-Door Sport Utility	51,495	48,893
26420	Armada SL 4WD 4-Door Sport Utility	56,295	53,338
26620	Armada Platinum Base 4WD 4-Door Sport Utility	64,925	61,330

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
M92	Cargo Package (Port Installed)	$ 230	$ 191
K01	Driver Package (N/A on SL or Platinum); on SV	1,100	973
L92/L93	Floor Mats, Carpeted Third Row (Port Installed)	320	245

REMEMBER TO ASK ABOUT INCENTIVES.

S92	Impact Sensor (Port Installed)	210	177
N92	Kick Plates, Illuminated (Port Installed)	390	317
N93	Lighting Package, Interior (Port Installed)	355	323
- - -	Paint, Pearl White	395	350
K02	Platinum Reserve Package (N/A on SV or SL); on Platinum	4,500	3,979
S01	Premium Package (N/A on SV or Platinum); on SL	1,480	1,308
B92	Roof Rail Crossbars (Port Installed)	380	302
X01	Seat Package, Captain Chairs (N/A on SV); on SL and Platinum	450	398
N94	Welcome Lighting (Port Installed)	395	343
WO1	Wheel Package, 22" (N/A on SV or SL); on Platinum	2,200	1,990

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2020 Nissan Kicks

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	KICKS		
21020	Kicks S FWD 4-Door Hatchback CVT	$ 19,965	$ 19,914
21120	Kicks SV FWD 4-Door Hatchback CVT	21,595	21,505
21220	Kicks SR FWD 4-Door Hatchback CVT	22,215	22,109

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Armrest, Center with Storage (Port Installed)	$ 320	$ 282
- - -	Audio, Rockford Fosgate (Port Installed)	665	577
- - -	Cargo Load Floor (Port Installed)	205	175
- - -	Door Sill Plates (Port Installed)	110	92
- - -	Electronics Package, Interior Includes 20-Color Interior Ambient Lighting, Frameless Auto-Dimming Inside Rearview Mirror, Universal Remote and Door Pocket Light (Port Installed)	575	463
- - -	Exterior Package Includes Crossbars, Rear Bumper Protector and Exhaust Finisher (Port Installed) (N/A on S); on SV and SR	615	499
- - -	Kick Plates, Illuminated (Port Installed)	460	378
- - -	Lighting, Exterior Ground (Port Installed)	275	211
- - -	Paint, Aspen White Tricoat Pearl (N/A on S); on SV and SR.	395	350
- - -	Paint, Premium Two-Tone Aspen White/Super Black or Monarch Orange/Super Black (N/A on S); on SV and SR.	595	527
- - -	Paint, Two-Tone Gun Metallic/Monarch Orange, Cayenne Red/Super Black or Deep Blue Pearl /Fresh Powder (N/A on S); on SV and SR.	250	221
- - -	Premium Package (N/A on S or SV); on SR	1,000	885
- - -	Splash Guards (Port Installed)	205	183
- - -	Spoiler, Rear (Port Installed) (N/A on SR); on S and SV	445	377
- - -	Wheels, 17" Black Alloy(N/A on S); on SV and SR.	495	366

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2020 Nissan Maxima

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
16120	Maxima S FWD 4-Door Sedan	$ 35,145	$ 33,706
16220	Maxima SV FWD 4-Door Sedan	37,195	35,645
16320	Maxima SL FWD 4-Door Sedan	39,535	37,859
16420	Maxima SR FWD 4-Door Sedan	42,345	40,517
16520	Maxima Platinum FWD 4-Door Sedan	42,435	40,604

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
H92	Charging Ports, Rear USB (N/A on SL, SR or Premium);on S and SV	$ 140	$ 123
R92	Diffuser, Rear (Port Installed)	370	304
L92	Floor Mats, Front and Rear Includes Cargo Mat, Cargo Net and First Aid Kit (N/A on SR or Platinum); on S, SV and SL	365	270
L93	Floor Mats, Sport Front and Rear Includes Cargo Mat, Cargo Net and First Aid (N/A on S, SV or SL); on SR and Platinum	375	291
N92	Illumination Package (Port Installed)	545	465
S92	Impact Sensor (Port Installed)	215	180
N10	Kick Plates, Illuminated	375	291
B92	Moldings, Rocker Panel (Port Installed)	435	364
- - -	Paint, Pearl White, Carnelian Red or Sunset Drift	395	350
XO1	Reserve Package (N/A on S, SV, SL or SR); on Platinum	1,140	1,009
B10	Splash Guards	205	166
R09	Spoiler, Premium (N/A on SR); on S, SV, SL and Platinum	420	359
M92	Trunk Organizer, Sliding Tray (Port Installed)	90	74
W10	Wheels, 18" (N/A on S or SR); on SV, SL and Platinum	900	636

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2020 Nissan Murano

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	MURANO FWD		
24120	Murano S FWD 4-Door Sport Utility	$ 32,625	$ 31,498
24320	Murano SV FWD 4-Door Sport Utility	36,255	34,953
24520	Murano SL FWD 4-Door Sport Utility	40,775	39,205
24720	Murano Platinum FWD 4-Door Sport Utility	44,825	43,107

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	MURANO AWD		
24220	Murano S AWD 4-Door Sport Utility	34,225	33,023
24420	Murano SV AWD 4-Door Sport Utility	37,855	36,476
24620	Murano SL AWD 4-Door Sport Utility	42,375	40,727
23820	Murano Platinum AWD 4-Door Sport Utility	46,425	44,538

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B94	Bumper Protector, Rear (Port Installed)	$ 150	$ 121
M92	Cargo Package (Port Installed)	430	326
N09	Engine Start, Remote (N/A on SV, SL or Platinum); on S	345	260
L92	Floor Mats, Carpeted Front and Rear Includes Cargo Mat (Port Installed)	250	205
S92	Impact Sensors (Port Installed)	215	180
N10	Kick Plates, Illuminated (N/A on S or SV); on SL and Platinum	365	281
N94	Lighting, Exterior Accent (Port Installed) (N/A on S or SV); on SL and Platinum	395	341
N94	Lighting, Interior Accent (Port Installed) (N/A on S or SV); on SL and Platinum	300	255
J01	Moonroof Package (N/A on S, SV or Platinum); on SL	1,420	1,257
- - -	Paint, Sunset Drift Metallic or Pearl White Tricoat	395	350
P01	Premium Package (N/A on S, SL or Platinum); on SV	2,350	2,080
B93	Roof Rail Crossbars (Port Installed) (N/A on S or Platinum); on SV and SL	370	300
B92	Splash Guards, Front and Rear (Port Installed)	185	159
V01	Technology Package (N/A on SV, SL or Platinum); on S	650	609
W10	Wheels, 20" Satin Black Alloy (N/A on S or SV); on SL and Platinum	1,730	1,460

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__Manufacturer rebates__ and __incentives__ to the Dealer may further lower your UBS Price. Be sure to contact the UBS-Trained Sales Specialist for updated information on Extra Savings to be certain you are receiving the lowest UBS discounted price.

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Baltimore 410.792.9070
ubs4cars.com

2020 Nissan Pathfinder

To Calculate the UBS Price:
UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.
Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	PATHFINDER FRONT-WHEEL DRIVE		
25120	Pathfinder S FWD 4-Door Sport Utility	$ 32,725	$ 31,290
25320	Pathfinder SV FWD 4-Door Sport Utility	35,515	33,917
25520	Pathfinder SL FWD 4-Door Sport Utility	39,135	37,327
25720	Pathfinder Platinum FWD 4-Door Sport Utility	43,965	41,876
	REMEMBER TO ASK ABOUT INCENTIVES.		
	PATHFINDER 4-WHEEL DRIVE		
25020	Pathfinder S 4WD 4-Door Sport Utility	34,415	32,881
25220	Pathfinder SV 4WD 4-Door Sport Utility	37,205	35,509
25420	Pathfinder SL 4WD 4-Door Sport Utility	40,825	38,919
25620	Pathfinder Platinum 4WD 4-Door Sport Utility	45,655	43,468

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B94	Bumper Protector, Rear (Port Installed)	$ 215	$ 164
M92	Cargo Package (Port Installed) (N/A on S); on SV, SL and Platinum	315	268
L92	Floor Mats, Front and Rear (Port Installed)	250	228
L93	Floor Mats, Front and Rear Rock Creek Edition (Port Installed) [Requires Rock Creek Edition (K01)] (N/A on S or Platinum); on SV and SL	310	228
N10	Kick Plates, Illuminated (N/A on S); on SV, SL and Premium	370	285
N92	Lighting, Interior Accent (Port Installed) (N/A on S or SV); on SL and Platinum	365	318
N93	Lighting, Welcome (Port Installed)	395	342
H02	Mobile Entertainment System Package (N/A on S, SV or SL); on Platinum	1,700	1,505
- - -	Paint, Pearl White Tricoat or Scarlett Ember Tintcoat (N/A on S); on SV, SL and Platinum	395	350
H01	Premium Package, Rock Creek Edition [Requires Rock Creek Edition (K01)] (N/A on S, SV or Platinum); on SL	2,110	1,956
K01	Rock Creek Edition (N/A on S or Platinum); on SV and SL	995	924
B93	Roof Rail Crossbars (Port Installed)	365	297
B94	Roof Rail Crossbars, Rock Creek Edition (Port Installed) [Requires Rock Creek Edition (K01)] (N/A on S or Platinum); on SV and SL	395	342
B95	Running Boards (N/A on S); on SV, SL and Platinum	675	533
B92	Splash Guards, Front and Rear (Port Installed)	185	159
B10	Splash Guards, Front and Rear	185	159
U01	Technology Package, Rock Creek Edition [Requires Rock Creek Edition (K01)] (N/A on S, SL or Platinum); on SV	980	867

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2020 Nissan Rogue

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	ROGUE FWD		
22119	Rogue S FWD 4-Door Sport Utility	$ 26,245	$ 25,614
22319	Rogue SV Base FWD 4-Door Sport Utility	27,665	26,975
22519	Rogue SL Base FWD 4-Door Sport Utility	32,635	31,740
	UBS Prices are based on the manufacturer's invoice at the time of printing. The price you pay may be lower at the time of delivery based on ***rebates*** from the manufacturer to the customer. Also, ***incentives*** from the manufacturer to the dealer will be offered when available by the UBS dealer representative to the UBS customer to further ***lower your cost*** at the time of delivery.		
	ROGUE AWD		
22019	Rogue S AWD 4-Door Sport Utility	27,595	26,908
22219	Rogue SV Base AWD 4-Door Sport Utility	29,015	28,270
22419	Rogue SL Base AWD 4-Door Sport Utility	33,985	33,036

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
B93	Bumper Protector, Chrome Rear (Port Installed)	$ 165	$ 140
M92	Cargo Cover, Retractable (Port Installed)	195	154
L92	Floor Mats, Front and Rear Includes 2 Piece Cargo Area Protector and First Aid Kit (Port Installed)	290	225
S10	Fog Lights (N/A on S or SL); on SV	315	235
- - -	Impact Sensors (Port Installed)	210	177
N92	Kick Plates, Illuminated (Port Installed) (N/A on S); on SV and SL	400	317
N93	Mirror, Frameless Auto-Dimming Inside Rearview (N/A on S or SL); on SV	400	317
- - -	Paint, Pearl White Tricoat, Monarch Orange Metallic or Scarlet Ember Tintcoat	395	350
P01/U01	Premium Package (N/A on S); on SV	1,800	1,594
	On SL	1,820	1,611
B94	Roof Rail Crossbars	365	292
	REMEMBER TO ASK ABOUT INCENTIVES.		
- - -	Special Edition Package (N/A SV or SL); on S.	800	742
B92	Splash Guards, Front and Rear (Port Installed)	170	149
K02	Sun and Sound Touring Package (N/A S or SL); on SV	3,530	3,125
- - -	USB Ports, Rear (Port Installed)	145	125

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2020 Nissan Rogue Sport

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	ROGUE SPORT FWD		
27120	Rogue Sport S FWD 4-Door Sport Utility	$ 24,335	$ 23,784
27320	Rogue Sport SV FWD 4-Door Sport Utility	25,845	25,232
27520	Rogue Sport SL FWD 4-Door Sport Utility	29,245	28,781

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	ROGUE SPORT AWD		
27020	Rogue Sport S AWD 4-Door Sport Utility	25,685	25,078
27220	Rogue Sport SV AWD 4-Door Sport Utility	27,195	26,527
27420	Rogue Sport SL AWD 4-Door Sport Utility	30,895	30,074

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
X01	All-Weather Package (N/A on S or SL); on SV	$ 920	$ 814
K01	Appearance Package Includes 17" Aluminum Alloy Wheels and 215/60R-17 All-Season Tires (N/S on SV or SL); on S	570	504
B93	Bumper Protector, Chrome Rear (Port Installed)	165	140
L93	Floor Mats, Front and Rear Includes 1 Piece Cargo Area Protector and First Aid Kit (Port Installed)	290	227
L92	Floor Mats, Front and Rear Includes 2 Piece Cargo Area Protector and First Aid Kit (Port Installed)	290	227
N94	Ground Lighting, External (Port Installed) (N/A on S); on SV and SL	395	342
S92	Impact Sensors (Port Installed)	210	177
N92	Kick Plates, Illuminated (Port Installed) (N/A on S); on SV and SL	410	324
N93	Mirror, Frameless Auto-Dimming Inside Rearview (N/A on S); on SV and SL	305	232

REMEMBER TO ASK ABOUT INCENTIVES.

- - -	Paint, Pearl White Tricoat, Monarch Orange Metallic or Scarlet Ember Tintcoat	395	350
P01	Premium Package (N/A on S or SV); on SL	2,280	2,018
B94	Roof Rail Crossbars	355	286
B92	Splash Guards, Front and Rear (Port Installed)	170	149
U01	Technology Package (N/A on S or SL); on SV	2,580	2,284

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

4600 North Park Ave. ▪ Chevy Chase, MD, USA 20815
Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

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2020 SUBARU

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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2020 Subaru Ascent

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
LCA/01	Ascent Base AWD 8-Passenger 4-Door Sport Utility [Includes Standard Package (01)]	$ 33,005	$ 31,197
LCB/11	Ascent Premium AWD 8-Passenger 4-Door Sport Utility [Includes Standard Package (11)] .	35,405	33,381
LCB/12	Ascent Premium AWD 8-Passenger 4-Door Sport Utility [Includes Convenience Pkge (12)] .	36,865	34,598
LCB/14	Ascent Premium AWD 8-Passenger 4-Door Sport Utility [Includes Sport Package (14)]	39,665	36,932
LCC/12	Ascent Premium AWD 7-Passenger 4-Door Sport Utility [Includes Convenience Pkge (12)] .	36,865	34,598
LCC/14	Ascent Premium AWD 7-Passenger 4-Door Sport Utility [Includes Sport Package (14)]	39,665	36,932
LCD/21	Ascent Limited AWD 8-Passenger 4-Door Sport Utility [Includes Standard Package (21)]. . .	40,355	37,905
LCD/23	Ascent Limited AWD 8-Passenger 4-Door Sport Utility [Includes Technology Package (23)].	43,305	40,364
LCE/21	Ascent Limited AWD 7-Passenger 4-Door Sport Utility [Includes Standard Package (21)] . .	40,355	37,905
LCE/23	Ascent Limited AWD 7-Passenger 4-Door Sport Utility [Includes Technoloyg Package (23)]	43,305	40,364
LCG/31	Ascent Touring AWD 7-Passenger 4-Door Sport Utility [Includes Standard Package (31)] . .	46,055	43,092

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
12	Convenience Package Includes Power Rear Gate + Keyless Access with Push Button Start + Auto-Dim Mirror with Compass & Homelink + Reverse Automatic Braking (Included with Model Price); on Premium with Standard Package 11	$ 1,460	$ 1,217
14	Sport Package Includes Power Rear Gate + Keyless Access with Push Button Start + Auto-Dim Mirror with Compass & Homelink + Reverse Automatic Braking + 20 Inch Wheels + Panoramic Moonroof + 8-inch Multimedia Audio Navigation System + Cargo Cover (Included with Model Price); on Premium with Standard Package 11	4,260	3,551
	VISIT US AT UBS4CARS.COM.		
23	Technology Package Includes Harmon Kardon Audio with Quantum Logic Surround Sound + Panoramic Moonroof + 8-inch Multimedia Audio Navigation System + Cargo Cover (Included with Model Price); on Limited with Standard Package 21	2,950	2,459

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2020 Subaru BRZ

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
LZA/01	BRZ Premium RWD 2-Door Coupe Manual [Includes Standard Package (01)]	$ 29,745	$ 28,427
LZE/01	BRZ Limited RWD 2-Door Coupe Manual [Includes Standard Package (01)]	30,845	29,330
LZE/02	BRZ Limited RWD 2-Door Coupe Manual [Includes Performance Package (02)]	32,040	30,390
LZE/01	BRZ Limited RWD 2-Door Coupe Automatic [Includes Standard Package (01)]	30,845	29,330

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
02	Performance Package (Included with Model Price); on Limited Manual with Standard Package 01	$ 1,195	$ 1,060

Understanding the difference

- UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS-trained Sales Representative, and enjoy your new vehicle

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2020 Subaru Crosstrek

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
LRA/01	Crosstrek Base AWD 4-Door Hatchback Manual [Includes Standard Package (01)]	$ 22,185	$ 23,155
LRB/03	Crosstrek Base AWD 4-Door Hatchback Automatic [Includes Standard Package (03)]	23,425	24,505
LRC/11	Crosstrek Premium AWD 4-Door Hatchback Manual [Includes Standard Package (11)]	23,156	24,205
LRD/11	Crosstrek Premium AWD 4-Door Hatchback Automatic [Includes Standard Package (11)]	24,396	25,555
LRC/12	Crosstrek Premium AWD 4-Door Hatchback Automatic [Includes Moonroof + Blind Spot Detection/Rear Cross Traffic Alert+Keyless Access with Push Button Start (12)]	25,901	27,250
LRC/14	Crosstrek Premium AWD 4-Door Hatchback Automatic [Includes Moonroof + Blind Spot Detection/Rear Cross Traffic Alert+Keyless Access with Push Button Start + Power Driver Seat (14)]	26,168	27,550
LRE/21	Crosstrek Limited AWD 4-Door Hatchback Automatic [Includes Standard Package (21)]	27,027	28,405
LRE/22	Crosstrek Limited AWD 4-Door Hatchback Automatic [Includes Moonroof Package (22)]	27,915	29,405
LRE/23	Crosstrek Limited AWD 4-Door Hatchback Automatic [Includes Moonroof + Navigation System + Harman Kardon Amplifier and Speakers (23)]	29,154	30,800
LRF/01	Crosstrek Hybrid AWD 4-Door Hatchback Manual [Includes Standard Package (01)]	34,186	36,155
LRF/02	Crosstrek Hybrid AWD 4-Door Hatchback Manual [Includes Moonroof + Navigation System + Harman Kardon Amplifier and Speakers (02)]	36,406	38,655

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
12	Moonroof + Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access with Push Button Start (Included with Model Price); on Premium AWD Automatic with Standard Package 11	$ 1,695	$ 1,505
14	Moonroof + Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access with Push Button Start + Power Driver Seat (Included with Model Price); on Premium AWD Automatic with Standard Package 11	1,995	1,772
22	Moonroof (Included with Model Price); on Limited AWD with Standard Package 21	1,000	888
23	Moonroof + Navigation System + Harman Kardon Amplifier and Speakers Package 23 (Included with Model Price); on Limited AWD with Standard Package 21	2,395	2,127
02	Moonroof + Navigation System + Harmon Kardon Amplifier and Speakers + Heated Steering Wheel (Included with Model Price); on Hybrid AWD with Standard Package 01	2500	2,220

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2020 Subaru Forester

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)]
LFB/01	Forester Base AWD 4-Door Sport Utility Automatic [Includes Standard Package (01)]	$ 25,505	$ 24,269
LFB/02	Forester Base AWD 4-Door Sport Utility Automatic [Includes Alloy Wheels Package + Roof Rails (02)]	26,105	24,769
LFF/11	Forester Premium AWD 4-Door Sport Utility Automatic [Includes Standard Package (11)]	28,405	26,923
LFF/14	Forester Premium AWD 4-Door Sport Utility Automatic [Includes Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access Start (14)]	29,200	27,586
LFF/15	Forester Premium AWD 4-Door Sport Utility Automatic [Includes Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access Start + Power Rear Gate (15)]	29,750	28,045
LFG/21	Forester Sport AWD 4-Door Sport Utility Automatic [Includes Standard Package (21)]	30,005	28,394
LFG/22	Forester Sport AWD 4-Door Sport Utility Automatic [Includes Blind Spot Detection/Rear Cross Traffic Alert + Reverse Automaic Braking + Multimedia Plus (22)]	30,800	29,057
LFG/24	Forester Sport AWD 4-Door Sport Utility Automatic [Includes Blind Spot Detection/Rear Cross Traffic Alert + Reverse Automaic Braking + Multimedia Plus + Harmon Kardon Amplifier and Speakers + Power Rear Gate (24)]	32,050	30,099
LFI/31	Forester Limited AWD 4-Door Sport Utility Automatic [Includes Standard Package (31)]	32,105	30,232
LFI/32	Forester Limited AWD 4-Door Sport Utility Automatic [Includes Navigation + Harman Kardon Amplifier and Speakers + Reverse Automatic Braking + Heated Steering Wheel (32)]	33,800	31,645
LFJ/41	Forester Touring AWD 4-Door Sport Utility Automatic [Includes Standard Package (41)]	35,605	33,436

FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
02	Alloy Wheels Package + Roof Rails (Included with Model Price)]; on Base Standard Package (01)	$ 600	$ 500
22	Blind Spot Detection/Rear Cross Traffic Alert + Reverse Automaic Braking + Multimedia Plus (Included with Model Price)]; on Sport AWD with Standard Package (21)	795	663
24	Blind Spot Detection/Rear Cross Traffic Alert + Reverse Automaic Braking + Multimedia Plus + Harman Kardon Amplifier and Speakers + Power Rear Gate (Included with Model Price)]; on Sport AWD with Standard Package (21)	2,045	1,705
14	Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access Start (Included with Model Price)]; on Premium AWD Automatic with Standard Package (11)	795	663

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FACTORY INSTALLED OPTIONAL EQUIPMENT *(Continued)*

MFG CODE		MFG RETAIL	UBS W'SALE
15	Blind Spot Detection/Rear Cross Traffic Alert + Keyless Access Start + Power Rear Gate (Included with Model Price)]; on Premium AWD Automatic with Standard Package (11) .	$ 1,345	$ 1,122
32	Navigation + Harman Kardon Amplifier and Speakers + Reverse Automatic Braking + Heated Steering Wheel (Included with Model Price)]; on Limited AWD with Standard Package (31)	1,695	1,413

Understanding the difference

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- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

- Call UBS to receive your Purchase Certificate identifying you as a UBS member and referring you to the affiliated UBS dealership.
- Make an appointment with the UBS-trained Sales Representative, and enjoy your new vehicle

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2020 Subaru Impreza

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	IMPREZA SEDAN		
LJA/01	Impreza Base AWD 4-Door Sedan Manual [Includes Standard Package (01)]	$ 19,595	$ 18,904
LJB/03	Impreza Base AWD 4-Door Sedan Automatic [Includes Standard Package (03)]	20,895	20,098
LJD/11	Impreza Premium AWD 4-Door Sedan Automatic [Includes Standard Package (11)]	22,995	22,040
LJD/14	Impreza Premium AWD 4-Door Sedan Automatic [Includes Power Moonroof + Blind Spot Detection/Rear Cross Traffic + Keyless Access with Push Button Start + Power Drivers Seat (14)]	24,965	23,789
LJE/21	Impreza Sport AWD 4-Door Sedan Automatic [Includes Standard Package (21)]	24,395	23,331
LJE/23	Impreza Sport AWD 4-Door Sedan Automatic [Includes Power Moonroof + Blind Spot Detection/Rear Cross Traffic + Harmon Kardon Amplifier and Speakers + Power Drivers Seat (23)]	26,865	25,523
LJG/31	Impreza Limited AWD 4-Door Sedan Automatic [Includes Standard Package (31)]	26,695	25,461
LJG/35	Impreza Limited AWD 4-Door Sedan Automatic [Includes Power Moonroof + Navigation System + Harmon Kardon Amplifiers and Speakers (35)]	29,045	27,547
	IMPREZA WAGON		
LLA/01	Impreza Base AWD 4-Door Wagon Manual [Includes Standard Package (01)]	20,095	19,368
LLB/03	Impreza Base AWD 4-Door Wagon Automatic [Includes Standard Package (03)]	21,395	20,562
LLD/11	Impreza Premium AWD 4-Door Wagon Automatic [Includes Standard Package (11)]	23,495	22,504
LLD/14	Impreza Premium AWD 4-Door Wagon Automatic [Includes Moonroof + Blind Spot Detection/Rear Cross Traffic + Keyless Access with Push Button Start + Power Drivers Seat (14)]	25,890	24,253
LLE/21	Impreza Sport AWD 4-Door Wagon Manual [Includes Standard Package (21)]	23,795	22,769
LLF/21	Impreza Sport AWD 4-Door Sport Wagon Automatic [Includes Standard Package (21]	24,895	23,778
LLF/23	Impreza Sport AWD 4-Door Sport Wagon Automatic [Includes Moonroof + Blind Spot Detection/Rear Cross Traffic + Harmon Kardon Amplifiers and Speakers + Power Drivers Seat (23]	27,840	25,970
LLG/31	Impreza Limited AWD 4-Door Wagon Automatic [Includes Package (31]	27,195	25,926
LLG/35	Impreza Limited AWD 4-Door Wagon Automatic [Includes Moonroof + Navigation System + Harmon Kardon Amplifiers and Speakers (35]	29,545	28,012

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
14	Moonroof + Blind Spot Detection/Rear Cross Traffic + Keyless Access with Push Button Start + Power Drivers Seat (Included with Model Price); on Impreza Premium with Standard Package (11)	$ 1,970	$ 1,749
23	Moonroof + Blind Spot Detection/Rear Cross Traffic + Harmon Kardon Amplifiers and Speakers + Power Drivers Seat (Included with Model Price); on Impreza Sport Automatic with Standard Package (21)	2,470	2,192
35	Moonroof + Navigation System + Harmon Kardon Amplifiers and Speakers (Included with Model Price); on Impreza Limited with Standard Package (31)	2,350	2,086

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2020 Subaru Legacy

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
KAB/01	Legacy Base AWD 4-Door Sedan Automatic [Includes Standard Package (01)]	$ 23,645	$ 22,546
KAB/02	Legacy Base AWD 4-Door Sedan Automatic [Includes Alloy Wheel Package (02)]	23,995	22,838
KAD/11	Legacy Premium AWD 4-Door Sedan Automatic [Includes Standard Package (11)]	25,895	24,651
KAD/13	Legacy Premium AWD 4-Door Sedan Automatic [(Includes Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + LED Fog Lights (13)]	26,895	25,485
KAD/15	Legacy Premium AWD 4-Door Sedan Automatic [Includes Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + LED Fog Lights + Power Moonroof + Multimedia Navigation System (15)]	28,490	26,814
KAE/21	Legacy Sport AWD 4-Door Sedan Automatic [Includes Standard Package (21)]	27,845	26,448
KAE/27	Legacy Sport AWD 4-Door Sedan Automatic [Blind Spot Detection with Rear Cross-Traffic Alert + Power Moonroof + Reverse Automatic Braking + Multimedia Navigation System (27)]	30,090	28,319
KAF/31	Legacy Limited Base AWD 4-Door Sedan Automatic [Includes Standard Package (31)]	30,645	28,975
KAF/34	Legacy Limited Base AWD 4-Door Sedan Automatic [Includes Power Moonroof + Multimedia Navigation System + Heated Sterring Wheel + Driver Focus (34)]	32,690	30,680
KAK/32	Legacy Limited XT AWD 4-Door Sedan Automatic [Includes Standard Package (32)]	35,095	33,022
KAK/41	Legacy Touring XT AWD 4-Door Sedan Automatic [Includes Standard Package (41)]	36,795	34,583

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
02	Alloy Wheel Package Includes 17" Alloy Wheels (Included with Model Price); on Base with Standard Package (01)	$ 350	$ 292
13	Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + LED Fog Lights (Included with Model Price); on Premium with Standard Package (11).	1,000	834
15	Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + LED Fog Lights + Moonroof + Mulitmedia Navigation System (Included with Model Price); on Premium with Standard Package (11)	2,595	2,163
27	Blind Spot Detection with Rear Cross-Traffic Alert + Power Moonroof + Reverse Automatic Braking + Mulmedia Navigation System (Included with Model Price); on Sport with Standard Package (21)	2,245	1,871
34	Power Moonroof + Mulmedia Navigation System + Heated Steering Wheel + Driver Focus (Included with Model Price); on Limited Base with Standard Package (31)	2,045	1,705

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2020 Subaru Outback

To Calculate the UBS Price:

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
KDB/01	Outback Base AWD 4-Door Wagon Automatic [Includes Standard Package (01)]	$ 27,655	$ 26,219
KDD/11	Outback Premium AWD 4-Door Wagon Automatic [Includes Standard Package (11)]	29,905	28,350
KDD/13	Outback Premium AWD 4-Door Wagon Automatic [Includes Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + Hands-Free Power Rear Gate (13)]	31,305	29,517
KDD/15	Outback Premium AWD 4-Door Wagon Automatic [Includes Blind Spot Detection with Rear Cross-Traffic Alert + Keyless Access & Push-Button Start + Hands Free Power Rear Gate + Power Moonroof + Multimedia Navigation System (15)]	32,900	30,847
KDF/31	Outback Limited Base AWD 4-Door Wagon Automatic [Includes Standard Package (31)]	34,455	32,484
KDF/34	Outback Limited Base AWD 4-Door Wagon Automatic [Includes Power Moonroof + Heated Steering Wheel + Multimedia Navigation System + Driver Focus (34)]	36,500	34,189
KDG/41	Outback Touring Base AWD 4-Door Wagon Automatic [Includes Standard Package (41)]	38,355	36,066
KD-/21	Outback Onyx Edition XT AWD 4-Door Wagon Automatic [Includes Standard Package (21)]	35,905	33,814
KD-/22	Outback Onyx Edition XT AWD 4-Door Wagon Automatic [Includes Power Moonroof + Multimedia Navigation System + Reverse Automatic Braking (22)]	37,750	35,353
KDK/32	Outback Limited XT AWD 4-Door Wagon Automatic [Includes Standard Package (32)]	38,755	36,391
KDL/41	Outback Touring XT AWD 4-Door Wagon Automatic [Includes Standard Package (41)]	40,705	38,181

FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
13	Blind Spot Detection & Rear Cross Traffic Alert + Keyless Access & Push Button Start + Hands-Free Power Rear Gate (Included with Model Price); on Premium with Standard Package (11)	$ 1,400	$ 1,167
15	Blind Spot Detection & Rear Cross Traffic Alert + Keyless Access & Push Button Start + Hands-Free Power Rear Gate + Power Moonroof + Multimedia Navigation System (Included with Model Price); on Premium with Standard Package (11)	2,995	2,497
22	Power Moonroof + Multimedia Navigation System + Reverse Automatic Braking (Included with Model Price); on Onyx Edition XT with Standard Package (21)	1,845	1,539
34	Power Moonroof + Heated Steering Wheel + Multimedia Navigation System + Driver Focus (Included with Model Price); on Limited Base with Standard Package (31)	2,045	1,705

VISIT US AT UBS4CARS.COM.

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2020 Subaru WRX

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	WRX SEDAN		
LUN/01	WRX Base AWD 4-Door Sedan Manual [Includes Standard Package (01)]	$ 28,395	$ 26,985
LUO/11	WRX Premium AWD 4-Door Sedan Manual [Includes Standard Package (11)]	30,695	29,108
LUO/12	WRX Premium AWD 4-Door Sedan Manual [Includes Performance Package (12)]	33,545	31,637
LUP/13	WRX Premium AWD 4-Door Sedan Automatic [Includes Standard Package (13)]	32,595	30,855
LUQ/21	WRX Limited AWD 4-Door Sedan Manual [Includes Standard Package (21)]	32,995	31,230
LUQ/22	WRX Limited AWD 4-Door Sedan Manual [Includes Navigation System + Audio with Harman Kardon Amplifier and Speakers + Blind Spot Detection/Rear Cross Traffoc Alert (22)]	35,095	33,093
LUR/23	WRX Limited AWD 4-Door Sedan Automatic [Includes Standard Package (23)]	34,895	32,976
LUR/24	WRX Limited AWD 4-Door Sedan Automatic [Includes Navigation System + Audio with Harman Kardon Amplifier and Speakers + Blind Spot Detection/Rear Cross Traffoc Alert + Reverse Auto Brake + High Beam Assist (24)]	37,295	35,105

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	WRX STI SEDAN		
LUS/02	WRX STI Base AWD 4-Door Sedan Manual [Includes Standard Package (02)]	37,895	36,020
LUS/03	WRX STI Base AWD 4-Door Sedan Manual [Includes Recaro Front Bucket Seats (03)]	40,145	38,016
LUV/21	WRX STI Limited AWD 4-Door Sedan Manual with Wing Spoiler [Includes Standard Package (21)]	42,595	40,391
LUW/21	WRX STI Limited AWD 4-Door Sedan Manual with Trunk Spoiler [Includes Standard Package (21)]	42,595	40,391

REMEMBER TO ASK ABOUT INCENTIVES.

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FACTORY INSTALLED OPTIONAL EQUIPMENT

MFG CODE		MFG RETAIL	UBS W'SALE
22	Navigation System + Audio with Harman Kardon Amplifier and Speakers + Blind Spot Detection/Rear Cross Traffoc Alert (Included with Model Price)] (N/A on WRX STI); on WRX Limited Manual with Standard Package (21)	$ 2,100	$ 1,863
24	Navigation System + Audio with Harman Kardon Amplifier and Speakers + Blind Spot Detection/Rear Cross Traffoc Alert + Reverse Auto Brake + High Beam Assist (Included with Model Price)] (N/A on WRX STI); on WRX Limited Automatic with Standard Package (23)	2,400	2,129
12	Performance Package (Included with Model Price)]; on WRX Base with Standard Package (11)	2,850	2,529
03	Recaro Front Bucket Seats (Included with Model Price)]; on STI Base with Standard Package (01)	2,250	1,996

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2020 TOYOTA

How to use the United Buying Service Price Book:

1. Offer the member or employee access to the **2020 UBS Price Book** which contains the most recent information for those models already in the marketplace and available through UBS. **UBS can assist with most models, and 2020 model introductions as they arrive at the UBS Affiliated Dealerships.** Be sure to call a UBS Representative if you are looking for a model introduced after publication as we are continually updating the UBS Price Book throughout the model year.

   Prices listed as **"MFG RETAIL"** are the Manufacturers Suggested Retail Price including freight. Those listed as ***"UBS W'SALE"** are the price of the car through UBS including freight, and any additional costs invoiced by the manufacturer.

   *Any rebates or incentives currently available from the manufacturer will lower the UBS discounted price even further. **Call UBS for more details on availability.**

2. Contact United Buying Service in one of the following ways to receive the information for contacting a UBS affiliated Dealer Representative:
   - By phone at **301-657-1920** in the DC/Metropolitan Area or **410-792-9070** in Baltimore
   - Online at ubs4cars.com, click on "Request a Purchase Certificate"

3. Contact the UBS dealer representative using the information provided on the Purchase Certificate to ensure you receive the full United Buying Service discounted price.

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2020 Toyota 4Runner

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	4-RUNNER 2WD		
8642	4Runner SR5 Base 2WD 4-Door Sport Utility Vehicle	$ 37,140	$ 35,432
8646	4Runner SR5 Premium 2WD 4-Door Sport Utility Vehicle	40,335	38,460
8648	4Runner Limited 2WD 4-Door Sport Utility Vehicle	46,005	43,746
8649	4Runner Nightshade 2WD 4-Door Sport Utility Vehicle	47,745	45,362
	4-RUNNER 4WD		
8664	4Runner SR5 Base 4WD 4-Door Sport Utility Vehicle	39,015	37,210
8666	4Runner SR5 Premium 4WD 4-Door Sport Utility Vehicle	42,210	40,220
8668	4Runner Limited 4WD 4-Door Sport Utility Vehicle	48,040	45,638
8669	4Runner Nightshade 4WD 4-Door Sport Utility Vehicle	49,780	47,254
8670	4Runner TRD Off-Road Base 4WD 4-Door Sport Utility Vehicle	40,860	38,942
8672	4Runner TRD Off-Road Premium 4WD 4-Door Sport Utility Vehicle	43,590	41,501
- - - -	4Runner Venture Special Edition 4WD 4-Door Sport Utility Vehicle	45,404	43,189
QB/QC/	**Keep It Wild Savings**; on SR5 Base and TRD Off-Road Base	- 500	- 435
QD	On SR5 Premium and TRD Off-Road Premium	- 750	- 435
	On Limited	- 1,000	- 653

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
A6	Ashtray (Port Installed)	$ 29	$ 19
D8	Ball Mount Kit (Port Installed)	60	40
5A	Cargo Cover (Port Installed)	179	129
CD	Cargo Deck, Sliding Rear Includes Under Floor Storage Bin	350	312
D2	Cargo Divider (Port Installed) [Requires Sliding Rear Cargo Deck (CD)]	149	90
C1	Cargo Mat, Carpeted (Port Installed)	10	60
GN	Cargo Net (Port Installed) [Included with Preferred Accessory Package (Z1)]	49	35

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
9G	Cargo Organizer (Port Installed)	$ 49	$ 30
C7	Convenience Package Includes Chrome Exhaust Tip (E5), Roof Rack Crossbars (3T) and Alloy Wheel Locks (WL) (Port Installed) (N/A on Nightshade or Venture Special Edition); on SR5, Limited and TRD Off-Road	355	215
3T	Crossbars, Roof Rack (Port Installed) [Included with Convenience Package (C7) and Wilderness Package (81)]	185	110
V1	Dashcam (Port Installed)	499	385
D5	Door Edge Guards (Port Installed)	79	49
7R	Emergency Assistance Kit (Port Installed)	59	45
6P	Exhaust System, Black Chrome TRD Performance; on Venture and TRD Off-Road	799	610
E5	Exhaust System, Chrome (Port Installed) [Included with Convenience Package (C7)]	90	55
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Liner & Cargo Tray Package, All-Weather (Port Installed)	269	165
C9	Floor Mat Package, Four Season Includes Floor Liner & Cargo Tray Package (2T) and Carpeted Cargo Mat and Floor Mats & Cargo Mat Package (CF) (Port Installed) (N/A on TRD Off-Road or Venture Special Edition); on SR5, Limited and Nightshade	438	270
CF	Floor Mats & Cargo Mat Package Includes Carpeted Floor and Cargo Mat Set (N/A on Venture Special Edition or TRD Off-Road); on SR5, Limited and Venture Special Edition.	269	165
HP	Hood Protector (Port Installed)	165	110
MR	Moonroof, Power Glass (N/A on SR5 Base, Limited or TRD Off-Road Base); on SR5 Premium, Venture Special Edition and TRD Off-Road Premium	630	560
MF	Mud Guards, Front and Rear (Port Installed) (N/A on SR5, Nightshade, Venture Special Edition or TRD Off-Road); on Limited	129	80
3P	Paint Protection Film (Port Installed) [N/A with Hood Protector (HP)]	395	219
- - -	Paint, Barcelona Red Metallic (3R3), Classic Silver Metallic (1F7), Magnetic Grey Metallic (1G3), Midnight Black Metallic (218), Nautical Blue Metallic (8S6) or Super White (040)	N/C	N/C
070	Paint, Blizzard Pearl; on Limited and Nightshade	425	378
Z1	Preferred Accessory Package Includes Floor Liner & Cargo Tray Package (2T) and Alloy Wheel Locks (WL) (Port Installed) (N/A on TRD Off-Road); on SR5, Limited, Nightshade and Venture Special Edition	398	250
EE	Radio, Entune Premium Audio with Navigation & App Suite Includes Navigation System, Gracenote Database with Playlist & Album Art, HD Radio with AM/FM Cache, HD Predictive Traffic & Doppler Weather Overlay, Entune App Suite Smartphone Interface with Real-Time Fuel Prices, Sports, Stocks, Traffic and Weather Information and Split Screen Capability Touch Screen (N/A on SR5 Premium, Limited, Nightshade, Venture Special Edition or TRD Off-Road Premium); on SR5 Base and TRD Off-Road Base	1,585	1,411
R6	Running Boards (Port Installed)	599	359
KG	Running Boards, Automatic (N/A on SR5, Venture Special Edition or TRD Off-Road); on Limited and Nightshade	1,500	1,336
KH	Running Boards, Rigid; on SR5, Venture Special Edition and TRD Off-Road	345	307
TH/TI/TS	Seat, 50/50 Split Fold Flat Third Row Includes Sliding Center Row Seat with Walk-In Device (N/A on Venture Special Edition or TRD Off-Road); on SR5 Base (Fabric-Trimmed)	805	716
	On SR5 Premium (Softex-Trimmed)	1,085	965
	On Limited and Nightshade (Leather-Trimmed)	1,365	1,214
SO	Skid Plate, TRD Front (Port Installed) (N/A on Nightshade or Venture Special Edition); on SR5, Limited and TRD Off-Road	350	275
KD	Suspension, Kinetic Dynamic (N/A on SR5, Limited or Nightshade); on Venture Special Edition and TRD Off-Road	1,750	1,558
U7	Tablet Holder, Universal (Port Installed)	99	75
82	TRD Performance Package Includes TRD Front Skid Plate (S0) and TRD Gray Alloy Wheels (L3) (Port Installed) (N/A on Limited, Nightshade or Venture Special Edition); on SR5 and TRD Off-Road	1,700	1,244
R2	Tube Step, Predator (Port Installed); on SR5, Venture Special Edition and TRD Off-Road	649	479
WL	Wheel Locks, Alloy (Port Installed) [Included with Convenience Package (C7) and Preferred Accessory Package (Z1)]	80	50
L3	Wheels, 17" TRD Gray with Wheel Locks (Port Installed) (N/A on Limited, Nightshade or Venture Special Edition); on SR5 and TRD Off-Road	1,350	969
81	Wilderness Package Includes Floor Liner & Cargo Tray Package (2T) and Roof Rack Crossbars (3T) (Port Installed) (N/A on Venture Special Edition)	454	275

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2020 Toyota Avalon

To Calculate the UBS Price:
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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.
(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
3544	Avalon XLE Base FWD 4-Door Sedan	$ 36,755	$ 34,231
3504	Avalon XLE Hybrid FWD 4-Door Sedan	37,805	35,296
3547	Avalon XSE Base FWD 4-Door Sedan	39,255	36,296
3507	Avalon XSE Hybrid FWD 4-Door Sedan	40,305	37,614
3557	Avalon TRD FWD 4-Door Sedan	43,255	40,327
3554	Avalon Limited Base FWD 4-Door Sedan	43,055	40,145
3514	Avalon Limited Hybrid FWD 4-Door Sedan	44,105	41,099
3548	Avalon Touring FWD 4-Door Sedan	43,455	40,509

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
EF	Bumper Applique, Rear (Port Installed) [Included with Preferred Accessory Package (Z6) and Protection Package (Q2)]	69	39
9G	Cargo Organizer (Port Installed)	49	30
D5	Door Edge Guards (Port Installed)	140	85
G4	Door Sills, Illuminated (Port Installed) [Included with Protection Package (Q2)]	379	250
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Mats, All Weather Front and Rear Includes Cargo Tray (Port Installed)	259	159
CF	Floor Mats, Carpeted Front and Rear Includes Cargo Mat [Included with Preferred Accessory Package (Z6) (Port Installed)	259	159
	HAVE YOU CALLED UBS?		
C8	Four Season Floor Mat Package Includes All-Weather and Premium Carpeted Front and Rear Floor Mats, and Cargo Mat (Port Installed)	428	264
BM	Moldings, Bodyside (Port Installed) [Included with Protection Package (Q2)]	209	125

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FACTORY AND PORT INSTALLED OPTIONAL EQUIPMENT *(Continued)*

MFG CODE		MFG RETAIL	UBS W'SALE
MR	Moonroof Package Includes Power Glass Moonroof & Slidig Sun Shade, and Qi Wireless Capability Electronic Device Charging (Standard XSE, TRD, Limited and Touring); on XLE	$ 1,000	$ 890
3P	Paint Protection Film (Port Installed)	395	219
- - -	Paint, Wind Chill Pearl, Ruby Red Flare or Supersonic Red	425	378
	REMEMBER TO ASK ABOUT INCENTIVES.		
Z6	Preferred Accessory Package Includes Rear Bumper Applique (EF), Cargo Net (GN) and Carpeted Front and Rear Floor Mats (CF)	377	228
Q2	Protection Package Includes Rear Bumper Applique (EF), Illuminated Door Sills (G4) and Bodyside Moldings (BM) (Port Installed)	657	414
EJ	Radio System, Premium JBL Audio with Clari-Fi & Dynamic Navigation (Standard on Limited and Touring); on XLE	1,720	1,531
	On XSE and TRD	1,760	1,566
AT	Safety Package, Advanced Includes Bird's Eye View Camera & Intelligent Clearance Sonar with Rear Cross Traffic Braking (N/A on XLE, XSE or TRD); on Touring and Limited	1,150	1,024
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks (Port Installed)	80	50

Understanding the difference

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What to do

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2020 Toyota Camry

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
2532	Camry LE Base FWD 4-Door Sedan Automatic	$ 25,795	$ 24,463
2559	Camry LE Hybrid FWD 4-Door Sedan Automatic	29,205	27,785
2536	Camry Nightshade FWD 4-Door Sedan Automatic	27,695	26,099
2546	Camry SE Base FWD 4-Door Sedan Automatic	26,995	25,451
2561	Camry SE Hybrid FWD 4-Door Sedan Automatic	30,905	29,381
2540	Camry XLE Base FWD 4-Door Sedan Automatic	30,280	28,503
2554	Camry XLE V6 FWD 4-DI4oor Sedan Automatic	35,405	33,264
2560	Camry XLE Hybrid FWD 4-Door Sedan Automatic	33,505	31,825
2549	Camry TRD FWD 4-DI4oor Sedan Automatic	31,995	30,098
2548	Camry XSE Base FWD 4-Door Sedan Automatic	30,830	29,013
2550	Camry XSE V6 FWD 4-Door Sedan Automatic	35,955	33,774

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
S5	Accessory Appearance Package Includes Rear Bumper Applique (EF) Door Sill Protectors (GO) and Lower Rocker Applique (74) (Port Installed); on SE Base, SE Hybrid, Nightshade, XSE Base and XSE V6	$ 343	$ 209
A6	Ashtray (Port Installed)	29	19
UP	Audio Package Includes Qi-Compatible Wireless Smartphone Charging and Autio Plus; on LE Base and SE Base also Includes Dual-Zone Automatic Air Conditioning	965	859
	On LE Hybrid and SE Hybrid	790	704
BO	Blackout Package Includes Rear Bumper Applique (EF), Lower Rocker Applique (74) and Blackout Emblem Overlays (3J); on SE Base, SE Hybrid, and XSE Base XSE Hybrid	328	178
BD	Blind-Spot Monitor Includes Rear Cross-Traffic Alert; on LE and SE	600	534
EF	Bumper Applique, Rear (Port Installed) [Included with Protection Package (Q1), Protection Pkge (Q2), Accessory Appearance Package (S5), Preferred Accessory Package (Z6) and Blackout Package (BO)]	69	39

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
GE	Cargo Net, Hide Away (Port Installed) [Included with Preferred Accessory Package (Z4) and Preferred Accessory Package (Z6)]	$ 49	$ 35
9G	Cargo Tote (Port Installed)	49	30
CP	Convenience Package Includes Auto Dimming Inside Rearview Mirror and HomeLink Universal Transceiver; on LE Base and SE Base also Includes Push Button Engine Start and Illuminated Keyless Remote Control Entry System with Smart Key	715	637
	On LE Hybrid	415	369
	On SE Hybrid	300	268
D5	Door Edge Guards (Port Installed) [Included with Protection Package (Q1)]	129	85
G0	Door Sill Protectors (Port Installed) [Included with Accessory Appearance Package (S5) and Protection Package (Q2)]	199	120
G4	Door Sills, Illuminated (Port Installed); on XSE, XLE and TRD	299	219
DA	Driver Assist Package Includes Bird's Eye View Camera; on XLE Base, XLE Hybrid and XSE Base also Includes Color Head-Up Instrument Display	2,375	2,115
	On XLE V6 and XSE V6	1,750	1,558
3J	Emblem Overlays, Blackout [Included with Blackout Package (BO)]; on LE Hybrid, SE Base, SE Hybrid, XSE Base, XSE V6 and XLE Hybrid	129	89
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed) [Included with Preferred Accessory Package (Z4)]	30	20
C8	Floor Mat Package, Four-Season Includes Carpeted Cargo Mat, Carpeted Front and Rear Floor Mats (CF) and All-Weather Front and Rear Floor Mats (Port Installed) (N/A on TRD)	428	264
2T	Floor Mats, All-Weather Front and Rear Includes Cargo Tray (Port Installed)	259	159
CF	Floor Mats, Carpeted Front and Rear Includes Carpeted Cargo Mat (Port Installed) [Included with Preferred Accessory Package (Z4), Preferred Accessory Package (Z6) and Protection Package (Q1)]	259	159
HL	Mirror, Homelink; on L, LE Base, LE Hybrid, SE Base, SE Hybrid, Nightshade, XSE Base. XSE V6 and TRD	175	120
PR	Moonroof, Panoramic Power Glass; on XLE Base and XSE Base	1,060	943
SR	Moonroof, Power Tilt/Slide; on LE Base, LE Hybrid, SE Base and SE Hybrid	900	802
	On XLE Hybrid	860	765
MF	Mud Guards, Front and Rear (Port Installed)	129	80
NL	Navigation Package Includes Premium JBL Audio System with Clari-Fi & Dynamic Navigation; on XLE Base, XLE Hybrid and XSE Base	1,810	1,611
	On XLE V6 and XSE V6	1,040	926
3P	Paint Protection Film (Port Installed)	395	219
- - -	Paint, Two-Tone Blue Streak Metallic/Midnight Black Metallic (2QQ), Celestial Silver Metallic/Midnight Black Metallic (2PT) or Wind Chill Pearl/Midnight Black Metallic (2PS); On XSE and TRD	500	446
- - -	Paint, Wind Chill Pearl, Ruby Red Flare Pearl or Supersonic Red; on LE Base, LE Hybrid, SE Base, SE Hybrid, XLE Base, XLE V6, XLE Hybrid, XSE Base, XSE V6 and TRD	425	378
Z4	Preferred Accessory Package Includes Carpeted Cargo Mat, Hide Away Cargo Net (GE), First Aid Kit (3Z) and Carpeted Front and Rear Floor Mats (CF) (Port Installed) [N/A with Preferred Accessory Package (Z6) or Protection Package (Q1)]	338	214
Z6	Preferred Accessory Package Includes Rear Bumper Applique (EF), Carpeted Cargo Mat, Hide Away Cargo Net (GE), Carpeted Front and Rear Floor Mats (CF) and Lower Rocker Applique (74) (Port Installed) [N/A with Preferred Accessory Package (Z4) or Protection Package (Q1)]; on SE Base, SE Hybrid, Nightshade, XSE Base and XSE V6	403	198
Q2	Protection Package Includes Rear Bumper Applique (EF) and Door Sill Protectors (GO) (Port Installed) [N/A with Illuminated Door Sills (G4)]	268	159
Q1	Protection Package Includes Rear Bumper Applique (EF), Carpeted Cargo Mat, Door Edge Guards (D5) and Carpeted Front and Rear Floor Mats (CF) (Port Installed) [N/A with Preferred Accessory Package (Z4) or Preferred Accessory Package (Z6)]	328	198
74	Rocker Applique, Lower (Port Installed) [Included with Preferred Accessory Package (Z6) and Accessory Appearance Package (S5)]	75	50
RF	Spoiler, Rear (Port Installed); on LE and XLE	199	140
U7	Tablet Holder, Universal	99	75
WL	Wheel Locks, Alloy (Port Installed)	75	50

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2020 Toyota Corolla Hatchback

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	COROLLA HATCHBACK		
6273	Corolla SE FWD 5-Door Hatchback Manual	$ 21,245	$ 19,822
6272	Corolla SE FWD 5-Door Hatchback Automatic	22,345	20,862
6275	Corolla XSE FWD 5-Door Hatchback Manual	24,195	22,609
6274	Corolla XSE FWD 5-Door Hatchback Automatic	25,295	23,649
6276	Corolla Nightshade FWD 5-Door Hatchback Automatic	23,245	21,712

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Air Filter, TRD (Port Installed)	$ 79	$ 55
- - -	Applique, Black Lower Rocker (Port Installed)	74	50
- - -	Ashtray (Port Installed)	26	16
- - -	Blackout Package Includes Blackout Emblem Overlays, Lower Rocker Applique and Rear Bumper Protector (Port Installed)	293	198
- - -	Bumper Protector, Rear (Port Installed)	89	59
- - -	Cargo Net, Spider (Port Installed)	40	25
	DO YOU HAVE A UBS PURCHASE CERTIFICATE?		
- - -	Cargo Tote (Port Installed)	49	30
- - -	Carpet Mat Package Includes Carpeted Front and Rear Floor Mats and Carpeted Trunk Mat (Port Installed)	249	153
- - -	Cross Bars, Removable (Port Installed)	299	235
- - -	Door Edge Guards (Port Installed)	125	85
- - -	Door Sill Protectors (Port Installed)	165	115
- - -	Emblem Overlays, Blackout (N/A on Nightshade)	129	89
- - -	Emergency Assistance Kit (Port Installed)	59	45
- - -	First Aid Kit (Port Installed)	30	20
- - -	Floor Liner Package, All-Weather Includes All-Weather Floor Liners and Cargo Tray (Port Installed)	249	153

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Floor Liner Package, Four Season Includes All-Weather Floor Liners, Carpet Floor Mats and Carpet Cargo Mat (Port Installed)	$ 418	$ 258
- - -	Headlights, Adaptive; on XSE	415	369
- - -	Mirror, Frameless Homelink (Port Installed)	175	120
- - -	Moldings, Bodyside (Port Installed) [Included with Protection Package 1 (Q2)]	239	155
- - -	Mud Guards (Port Installed)	129	80
- - -	Paint Protection Film (Port Installed)	395	218
- - -	Paint, Blizzard Pearl (N/A on Nightshade)	425	378
- - -	Paint, Blizzard Pearl, Galactic Aqual Mica, Smoke Paprika Metallic, Oxide Bronze or Blue Flame (N/A on Nightshade); on SE and XSE	N/C	N/C
- - -	Paint, Classic Silver Metallic or Midnight Black Metallic	N/C	N/C
- - -	Paint, Super White; on Nightshade	N/C	N/C
	VISIT US AT UBS4CARS.COM.		
- - -	Preferred Package Includes Blind Spot Monitor and Audio Plus Stereo System with HD Radio (N/A on SE Manual, XSE or Nightshade); on SE Automatic	1,350	1,202
- - -	Preferred Package Includes Wireless Charging System, Premium Audio with Dynamic Navigation and JBL with Clari-Fi, 8-Speakers Including Subwoofer and Amplifier, 8" Touch Screen, HD Radio, USB Media Port, Two USB Charge Ports, Dynamic Navigation with up to 3-Year Trial, Dynamic POI Search and Dynamic Voice (N/A on SE, XSE Manual or Nightshade); on XSE Automatic	1,600	1,424
- - -	Protection Package Incudes Rear Bumper Protector (EF), Cargo Net (GN) and Carpet Mat Package (CF) (Port Installed)	378	237
- - -	Protection Package, Body Incudes Bodyside Moldings (BM), Door Sill Protectors (GO) and Rear Bumper Protector (EF) (Port Installed)	493	329
- - -	Roof, Black; on SE and XSE	500	446
- - -	Spoiler, Rear (Port Installed)	375	260
- - -	Tablet Holder, Universal (Port Installed)	99	75
- - -	Wheel Locks, Alloy (Port Installed)	65	40

Understanding the difference

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What to do

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2020 Toyota Corolla Sedan

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MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	COROLLA SEDAN		
1832	Corolla L FWD 4-Door Sedan Automatic	$ 20,555	$ 19,553
1852	Corolla LE Base FWD 4-Door Sedan Automatic	21,055	19,589
1882	Corolla LE Hybrid FWD 4-Door Sedan Automatic	24,055	22,471
1863	Corolla SE FWD 4-Door Sedan Manual	23,705	22,143
1864	Corolla SE FWD 4-Door Sedan Automatic	23,005	21,482
1856	Corolla XLE FWD 4-Door Sedan Automatic	25,005	23,367
1866	Corolla XSE FWD 4-Door Sedan Automatic	26,505	24,788

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
- -	Advanced Lighting Package Includes Adaptive Front Lighting System and Ambient Lighting (N/A on L, LE or SE); on XLE and XSE	$ 450	$ 401
- -	Air Filter, TRD (Port Installed) (N/A on L, LE or XLE); on SE and XSE	79	55
- - -	Ashtray (Port Installed)	26	16
- - -	Bumper Protector, Rear (Port Installed) [Included with Protection Package (Z5) and Protection Package (Q2)]	79	49
- - -	Cargo Net (Port Installed) [Included with Protection Package (Z5)]	49	32
	DO YOU HAVE A UBS PURCHASE CERTIFICATE?		
- - -	Cargo Tote (Port Installed)	49	30
- - -	Carpet Mat Package Includes Carpeted Front and Rear Floor Mats and Carpeted Cargo Mat (Port Installed) [Included with Protection Package (Z5)]	249	150
- - -	Connectivity Package and JBL Audio Includes Audio Plus and JBL with Clari-Fi; on SE Automatic	1,415	1,258
	On XLE and XSE	1,715	1,527
- - -	Connectivity Package Includes Audio Plus with Touch-Screen; on SE Automatic	815	724
- - -	Convenience Package (N/A on L, SE, XSE or XLE); on LE Base	1,150	1,023
- - -	Door Edge Guards (Port Installed)	125	85

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Door Sill Protectors (Port Installed) [Included with Protection Package (Q2)]	$ 179	$ 125
- - -	Emblem Overlays, Blackout	139	95
- - -	Emergency Assistance Kit (Port Installed)	59	45
- - -	First Aid Kit (Port Installed)	30	20
- - -	Floor Liner Package, All-Weather Includes All-Weather Front and Rear Floor Liner and Cargo Tray (Port Installed)	249	150
- - -	Floor Liner/Mat Package, Four Season Includes Carpeted Cargo Mat, All Weather Floor Liner and Carpeted Front and Rear Floor Mats (Port Installed)	418	255
- - -	Mirror, Frameless Homelink (Port Installed)	175	120
- - -	Moldings, Bodyside (Port Installed) [Included with Protection Package 1 (Q2)]	209	125
- - -	Mud Guards (Port Installed)	129	80
- - -	Paint Protection Film (Port Installed)	395	218
- - -	Paint, Barcelona Red Metallic (3R3), Blue Print (8X8) or Blizzard Pearl (070) (N/A on L)	N/C	N/C
- - -	Paint, Blizzard Pearl (N/A on L); on LE, SE, XLE and XSE	395	352
	VISIT US AT UBS4CARS.COM.		
- - -	Paint, Blue Crush Metallic (N/A on L, LE or XLE); on SE and XSE	N/C	N/C
- - -	Paint, Blue Super White (040), Classic Silver Metallic (1F7), Celestite Gray Metallic (1K3) or Black Sand Pearl (209)	N/C	N/C
- - -	Premium Package Includes Smart Key System on Front Doors and Trunk with Push Button Start, Remote Keyless Entry System with Lock, Panic, and Trunk-Release Functions, Blind Spot Warning Indicators on Color-Keyed Heated Power Outside Mirrors and Power Tilt/Slide Moonroof with Sliding Sunshade (N/A on L, LE Hybrid, SE Manual, XLE or XSE); on LE Base also Includes 16" Alloy Wheels with P205/55R16 Tires	2,000	1,779
	On SE Automatic.	1,500	1,336
- - -	Protection Package Incudes Rear Bumper Protector (EF), Cargo Net (GN) and Carpet Mat Package (CF) (Port Installed)	377	231
- - -	Protection Package, Body Incudes Bodyside Moldings (BM), Door Sill Protectors (GO) and Rear Bumper Protector (EF) (Port Installed)	467	299
- - -	Tablet Holder, Universal (Port Installed)	99	75
- - -	Wheel Locks, Alloy (Port Installed)	67	40

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What to do

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- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

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2020 Toyota Prius Liftback

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	PRIUS FWD LIFTBACK *(Effective Date: 08/23/19)*		
1221	Prius L Eco FWD 5-Door Liftback	$ 25,155	$ 24,663
1223	Prius LE Eco FWD 5-Door Liftback	26,365	25,834
1225	Prius XLE FWD 5-Door Liftback	29,205	28,320
1227	Prius Limited FWD 5-Door Liftback	33,330	32,278
	PRIUS AWD LIFTBACK *(Effective Date: 08/23/19)*		
1263	Prius LE AWD-e 5-Door Liftback	$ 27,765	$ 27,190
1265	Prius XLE AWD-e 5-Door Liftback	30,205	29,280

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
EF	Bumper Applique, Rear (Port Installed) [Included with Preferred Accessory Package (Z5)]	$ 69	$ 45
3Y	Bumper Protector, Rear (Port Installed) [Included with Protection Package (Q2)]	79	49
GN	Cargo Net, Envelope (Port Installed) [Included with Preferred Accessory Package (Z5)]	49	35
CF	Carpet Mat Package, Includes Carpeted Cargo Mat and Carpeted Floor Mats (Port Installed)	259	159
CP	Convenience Package, Premium Includes Power Tilt/Slide Moonroof with Sliding Sunshade, 15" Titanium-Finished Alloy Wheels and P195/65R-15 Tires (N/A on L, LE or XLE AWD); on XLE FWD and Limited	515	459
3T	Crossbars (Port Installed)	299	235
D5	Door Edge Guards (Port Installed) [Included with Protection Package (Q2)]	125	75
G4	Door Sills, Illuminated (Port Installed) (N/A on L or LE); on XLE and Limited	299	225
7R	Emergency Assistance Kit (Port Installed)	59	45
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Liner Package, All-Weather Includes Cargo Tray and All-Weather Floor Mats (Port Installed)	259	159
C8	Floor Liner/Mat Package, Four Seasons Includes Carpeted Cargo Mat, All Weather Floor Liners and Carpeted Floor Mats (Port Installed)	428	364
GM	Mirror, Automatic Day/Night Inside Rearview with Homelink Garage Door Opener (Port Installed) (N/A on L or LE); on XLE and Limited	259	159

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
BM	Molding, Bodyside (Port Installed) [Included with Protection Package (Q2)]	$ 289	$ 199
BM	Moldings, Bodyside (Port Installed)	289	199
B4	Moldings, Side Splitter/Rocker (Port Installed)	299	239
3P	Paint Protection Film (Port Installed)	395	219
- - -	Paint, Classic Silver Metallic, Electronic Storm Blue, Magnetic Gray Metallic, Midnight Black Metallic or Sea Glass Pearl	N/C	N/C
- - -	Paint, Pearl Blizzard (070) or Hypersonic Red (3T7)	425	378
Z5	Preferred Accessory Package Includes Rear Bumper Applique (EF), Carpet Mat Package (CF) and Cargo Net (GN) (Port Installed)	377	239
Q2	Protection Package #2 Includes Rear Bumper Protector (3Y), Door Edge Guards (D5) and Bodyside Moldings (BM) (Port Installed)	493	323
Q3	Protection Package #3 Includes Rear Bumper Applique (EF), Door Edge Guards (D5) and Bodyside Moldings (BM) (Port Installed)	483	319
V5	Security System, VIP RS3200 (Port Installed)	359	240
U7	Tablet Holder, Universal (Port Installed)	99	75
AT	Technology Package, Advanced (N/A on L, LE or Limited); on XLE	800	712
W7	Wheel Inserts, Blackout (Port Installed) (N/A on L or LE); on XLE and Limited	299	209
WL	Wheel Locks, Alloy (Port Installed)	65	40
L2	Wheels, 15" 10-Spoke Alloy (N/A on XLE or Limited); on L and LE	899	669

DO YOU HAVE A UBS PURCHASE CERTIFICATE?

Understanding the difference

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What to do

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2020 Toyota Rav4

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options. (Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	RAV4 FWD *(Effective Date: 08/23/19)*		
4430	RAV4 LE FWD 4-Door Sport Utility Vehicle	$ 26,970	$ 25,901
4440	RAV4 XLE Base FWD 4-Door Sport Utility Vehicle	28,265	27,141
4477	RAV4 XLE Premium FWD 4-Door Sport Utility Vehicle	30,970	29,722
4450	RAV4 Limited FWD 4-Door Sport Utility Vehicle	35,500	34,042
	RAV4 AWD *(Effective Date: 08/23/19)*		
4432	RAV4 LE AWD 4-Door Sport Utility Vehicle	28,370	27,237
4445	RAV4 XLE Base AWD 4-Door Sport Utility Vehicle	29,665	28,476
4478	RAV4 XLE Premium AWD 4-Door Sport Utility Vehicle	32,370	31,058
4446	RAV4 Adventure AWD 4-Door Sport Utility Vehicle	34,075	32,684
4452	RAV4 Limited AWD 4-Door Sport Utility Vehicle	36,900	35,377
4448	RAV4 TRD Off-Raod AWD 4-Door Sport Utility Vehicle	36,300	34,806

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	RAV4 HYBRID AWD *(Effective Date: 08/23/19)*		
4435	RAV4 LE Hybrid AWD 4-Door Sport Utility Vehicle	29,220	29,082
4444	RAV4 XLE Hybrid AWD 4-Door Sport Utility Vehicle	30,515	30,324
4456	RAV4 XSE Hybrid AWD 4-Door Sport Utility Vehicle	35,170	34,790
4454	RAV4 Limited Hybrid AWD 4-Door Sport Utility Vehicle	37,750	37,262

FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
BD	Blind Spot Monitor with Rear Cross-Traffic Alert; on LE	$ 590	$ 526
TC	Cargo Area Cover, Rear; on LE	90	80
GN	Cargo Net, Spider (Port Installed)	59	39
CF	Carpet Mat Package Includes Carpeted Cargo Mat and Carpeted Floor Mats (Port Installed); on LE, XLE, XSE, Adventure and Limited	269	165

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
CP	Convenience Package Includes Height Adjustable Power Liftgate with Jam Protection and Power Tilt/Slide Moonroof with One Touch Open/Close; on XLE Base and Adventure	$ 1,265	$ 1,126
D5	Door Edge Guards (Port Installed)	140	85
D9	Door Sill Protectors (Port Installed)	199	139
3J	Emblem Overlay, Blackout (Port Installed); on LE, XLE, XSE and Limited	129	89
	On Adventure and TRD Off-Road	65	40
3Z	First Aid Kit (Port Installed)	30	20
2T	Floor Liner Package, All-Weather Includes All-Weather Floor Liners and Cargo Tray (Port Installed) (N/A on FWD); on AWD	269	165
LN	Fog Lights, LED High Performance (Port Installed) (N/A on LE or TRD Off-Road)	169	115
GD	Mirror, Frameless Automatic Day/Night Inside Rearview Mirror with Garage Door Opener (Port Installed); on LE, XLE, XSE and TRD Off-Road	175	120
BM	Moldings, Bodyside (Port Installed)	209	125
MF	Mud Guards (Port Installed)	129	80
3P	Paint Protection Film (Port Installed)	395	219
- - -	Paint, Blizzard Pearl or Ruby Flare Pearl	425	378
- - -	Paint, Blue Flame, Blueprint, Lunar Rock, Midnight Black Metallic, Silver Sky Metallic or Super White	N/C	N/C
- - -	Paint, Two Tone; on Adventure and TRD Off-Road	500	446
Q2	Protection Package Includes Alloy Wheel Locks (WL), Mud Guards (MF), Door Edge Guards (D5) and Bodyside Moldings (BM) (Port Installed); on XLE Base, XLE Premium, Limited, Adventure, XSE and TRD Off-Road	543	330
EJ	Radio, Audio Plus and JBL; on XLE Premium	1,570	1,398
ED	Radio, Audio Plus; on XLE Base	990	882
EN	Radio, Premium Audio with Dynamic Navigation and JBL with Clari-Fi; on Adventure, XSE Hybrid and TRD Off-Road	1,620	1,441
3T	Roof Rack Crossbars (Port Installed)	315	210
RB	Running Boards (Port Installed)	549	399
SR	Sunroof, Panoramic; on XSE Hybrid and Limited	200	178
U7	Tablet Holder, Universal (Port Installed)	99	75
AT	Technology Package, Advanced Includes Front and Rear Parking Assist with Automatid Braking, Qi-Compatible Wireless Smartphone Charging with Charge Indicator Light (N/A on LE or XLE Base); on XLE Premium and Adventure also Includes Digital Rearview Mirror with HomeLink and Universal Transceiver	1,265	1,125
	On Limited also Includes Smart Key System on All Doors and Liftgate, Hands-Free Power Liftgate with Jam Protection, Birds Eye View Camera with Perimeter Scan and Overhead 360 Degree View in Low-Speed Drive and Reverse Curb View	1,025	912
	On XSE Hybrid	640	569
	On TRD Off-Road also Includes Birds Eye View Camera with Perimeter Scan and Overhead 360 Degree View in Low-Speed Drive and Reverse Curb View and Digital Rearview Mirror with HomeLink Universal Transceiver	1,950	1,735
CY	Weather Package Includes Heated Steering Wheel and Rain-Sensing Variable Intermittent Windshield Wipers with De-Icer Function; on XLE Base also Includes Leather Trimmed Steering Wheel and Heated Front Seats	925	824
	On XLE Premium also Includes Leather Trimmed Steering Wheel, Heated Front Seats, 8-Way Power Adjustable Driver's Seat with 2-Position Memory and Lumbar Support	1,075	957
	On XSE	375	335
	On Adventure, Limited and TRD Off-Road also Includes Perforated Heated and Ventilated Front Bucket Seats	1,015	903
WL	Wheel Locks, Alloy or Black (N/A on LE)	65	40

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2020 Toyota Sequoia

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	SEQUOIA 2WD *(Effective Date: 08/23/19)*		
7917	Sequoia SR5 5.7L 2WD 4-Door Sport Utility Vehicle	$ 51,300	$ 48,143
7921	Sequoia TRD Sport 8-Passenger 2WD 4-Door Sport Utility Vehicle	54,015	50,677
7927	Sequoia Limited 5.7L 2WD 4-Door Sport Utility Vehicle	60,310	56,464
7931	Sequoia Platinum 5.7L 2WD 4-Door Sport Utility Vehicle	67,340	62,925

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	SEQUOIA 4WD *(Effective Date: 08/23/19)*		
7919	Sequoia SR5 5.7L 4WD 4-Door Sport Utility Vehicle	54,525	51,238
7922	Sequoia TRD Sport 8-Passenger 4WD 4-Door Sport Utility Vehicle	57,240	53,642
7929	Sequoia Limited 5.7L 4WD 4-Door Sport Utility Vehicle	63,535	59,427
7933	Sequoia Platinum 5.7L 4WD 4-Door Sport Utility Vehicle	70,565	65,889

FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
BD	Audio & Convenience Package, Premium JBL (N/A on SR5, TRD Sport or Platinum); on Limited	$ 1065	$ 947
5A	Cargo Cover (Port Installed)	245	155
C5	Cargo Mat, All-Weather (Port Installed)	100	60
C4	Cargo Mat, Carpeted (Port Installed) [Included with Carpet Mat Package (CF)] (N/A on TRD Sport); on SR5, Limited and Platinum	269	165
GN	Cargo Net, Envelope (Port Installed) [Included with Preferred Accessory Package (Z1)]	49	35
CF	Carpet Mat Package Includes Carpeted Front and Rear Floor Mats, Carpeted Cargo Cargo Mat (C4) and Door Sill Protectors (D9) (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	379	235
D9	Door Sill Protectors (Port Installed) [Included with All-Weather Floor Liner Package (2T) and Carpet Mat Package (CF)] (N/A on TRD Sport); on SR5, Limited and Platinum	55	35
7R	Emergency Assistance Kit (Port Installed)	59	45
EY	Entertainment System, Blu-Ray Rear Seat Includes 2-Wireless Headphones, 115 Volt Power Outlet, Rear Audio Controls and Remote Control (N/A on SR5 or TRD Sport) (Standard on Platinum); on Limited	1,920	1,708
3Z	First Aid Kit (Port Installed) [Included with Preferred Accessory Package (Z1)]	30	20

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
2T	Floor Liner Package, All-Weather Includes All-Weather Cargo Mat, Door Sill Protectors (D9) and All-Weather Front and Rear Floor Mats (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	$ 373	$ 229
C9	Floor Liners, All-Weather (Port Installed) (N/A on SR5, Limited or Platinum); on TRD Sport.	218	134
C8	Floor Mat Package, Four Season Includes Carpet Mat Package (CF) and All-Weather Floor Liner Package (C9) (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	597	369
C1	Floor Mat, Third Row (Port Installed)	55	35
V2	Glass Breakage Sensor (Port Installed)	299	180
WH	Headphones, Wireless (N/A on SR5 or TRD Sport); on Limited and Platinum	95	65
HP	Hood Protector (Port Installed)	165	110
3P	Paint Protection Film [N/A with Hood Protector (HP)]	395	219
070	Paint, Blizzard Pearl (N/A on SR5, TRD Sport or Limited); on Platinum	425	378
- - -	Paint, Celestial Silver Metallic, Magnetic Gray Metallic, Midnight Black Metallic, Shoreline Blue Pearl or Sizzling Crimson Mica	N/C	N/C
040	Paint, Super White (N/A on Platinum); on SR5, TRD Sport and Limited	N/C	N/C
	VISIT US AT UBS4CARS.COM.		
Z1	Preferred Accessory Package Includes Carpet Mat Package (CF), First Aid Kit (3Z) and Envelope Cargo Net (GN) (Port Installed) (N/A on TRD Sport); on SR5, Limited and Platinum	458	290
PM/PP	Premium Package Includes Automatic Day/Night Inside Rearview Mirror with Compass & HomeLink Garage Door Opener, Premium Audio System with Dynamic Navigation, 10-Way Power Driver's Seat Adjuster, 4-Way Power Passenger's Seat Adjuster, Leather Seat Trim, Power Split Folding Third Row Seat and Heated Front Seats (N/A on Limited or Platinum); on SR5 and TRD Sport	4,325	3,850
BU	Seats, 7-Passenger with Second Row Captain's Chairs (N/A on SR5) (Standard on TRD Sport and Platinum); on Limited	300	268
S0	Skid Plate, Front (Port Installed)	425	265
U7	Tablet Holder, Universal (Port Installed)	99	75
WL	Wheel Locks, Alloy (Port Installed)	80	50
WK	Wheel Locks, Black [Included with 18"Wheel Package (88)] (N/A on TRD Pro, Limited or Platinum); on SR5	80	50
LH	Wheel Lugs, Black [Included with 18"Wheel Package (88)] (N/A on TRD Pro, Limited or Platinum); on SR5	80	55
88	Wheel Package, 18" Includes Forged Matte Black Wheels, Black Lug Nuts (LH) and Black Wheel Locks (WK) (N/A on TRD Sport, Limited or Platinum); on SR5	1,995	1,230

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What to do

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2020 Toyota Sienna

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	SIENNA FWD		
5328	Sienna L FWD 4-Door Passenger Van with 7-Passenger Seating	$ 32,685	$ 30,930
5338	Sienna LE Base FWD 4-Door Passenger Van with 8-Passenger Seating	35,505	33,592
5337	Sienna LE Mobility FWD 4-Door Passenger Van with 7-Passenger Seating	35,515	33,599
5335	Sienna LE Auto Access FWD 4-Door Passenger Van with 7-Passenger Seating	41,430	39,172
5342	Sienna SE Base FWD 4-Door Passenger Van with 8-Passenger Seating	38,835	36,730
5343	Sienna SE Premium FWD 4-Door Passenger Van with 8-Passenger Seating	44,930	42,415
5348	Sienna XLE Base FWD 4-Door Passenger Van with 8-Passenger Seating	38,835	36,542
5345	Sienna XLE Auto Access FWD 4-Door Passenger Van with 7-Passenger Seating	44,970	42,227
5349	Sienna XLE Premium FWD 4-Door Passenger Van with 8-Passenger Seating	42,525	39,979
5356	Sienna Limited Base FWD 4-Door Passenger Van with 7-Passenger Seating	45,580	42,791
5357	Sienna Limited Premium FWD 4-Door Passenger Van with 7-Passenger Seating	49,100	46,035

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	SIENNA AWD		
5366	Sienna LE Base AWD 4-Door 7-Passenger Van	38,045	35,990
5352	Sienna SE Base AWD 4-Door 7-Passenger Van	40,340	38,153
5353	Sienna SE Premium AWD 4-Door 7-Passenger Van	46,435	43,806
5376	Sienna XLE Base AWD 4-Door 7-Passenger Van	41,265	38,821
5377	Sienna XLE Premium AWD 4-Door 7-Passenger Van	44,955	42,215
5386	Sienna Limited Base AWD 4-Door 7-Passenger Van	46,940	44,043
5387	Sienna Limited Premium AWD 4-Door 7-Passenger Van	50,460	47,280

FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
A6	Ashtray/Coin Holder (Port Installed)	$ 29	$ 19

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FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
Q5	Cargo Management Package Includes Cargo Organizer (9H), Roof Rack Crossbars (3T) and Envelope Style Cargo Net (GN)	$ 473	$ 290
GN	Cargo Net, Envelope Style (Port Installed)	49	35
9H	Cargo Organizer (Port Installed)	239	145
9G	Cargo Tote (Port Installed)	49	30
2T	Carpet Mat Package Includes Carpeted Floor Mats and Door Sill Protectors (D9).	239	155
D5	Door Edge Guards (Port Installed)	79	49
D9	Door Sill Protectors	40	25
7R	Emergency Assistance Kit (Port Installed)	59	45
EY	Entertainment Package (N/A on L, LE, SE, XLE Base, XLE Premium or Limited); on XLE Auto Access	2,380	2,122
3Z	First Aid Kit (Port Installed)	30	20
2L	Floor Liner Package, All-Weather Includes Cargo Liner (Port Installed)	298	205
2T	Floor Liner Package, All-Weather Includes Door Sill Protectors (D9) (Port Installed)	239	155
C8	Floor Liner/Mat Package, Four Seasons (N/A on LE Auto Access, LE Mobility or XLE Auto Access)	438	285
LL	LE Preferred Package Includes Blind Spot Monitor with Rear Cross Traffic Alert, Smart Key System with Push Button Start and Remote Illuminated Entry; on LE Base	955	851
BM	Moldings, Lower Door (Port Installed)	209	125
MR	Moonroof, Power Glass with Power Tilt & Slide [Included with Preferred Package (EW)] (N/A on L, LE or Limited) (Standard on SE Premium and XLE); on SE Base	850	757
MF	Mud Guards (Port Installed)	149	100
EX	Navigation Package (N/A on L, LE, SE, XLE Premium or Limited); on XLE Base and XLE Auto Access	1,410	1,254
BK	Nightshade Edition Includes Black Sport Mesh Front Grille, Door Handles, Wheels, Spoiler, Outside Mirror Caps and Toyotya Emblem; on SE	700	625
M4	Outdoor Package (N/A on L, LE Auto Access or XLE Auto Access)	473	315
3P	Paint Protection Film (Port Installed)	395	219
070	Paint, Blizzard Pearl (N/A on L, LE or SE); on XLE and Limited	395	352
Z1	Preferred Accessory Package Includes Carpeted Floor Mats, Door Sill Protectors (D9), Envelope Style Cargo Net (GN) and First Aid Kit (3Z) and (Port Installed) (N/A on LE Mobility)	318	210
Z3	Preferred Accessory Plus Package Includes Carpeted Floor Mats, Door Sill Protectors (D9), Envelope Style Cargo Net (GN) and Roof Rack Crossbars (3T) (Port Installed) (N/A on L)	473	300
Q2	Protection Package Includes Door Edge Guards (D5), Mudguards (MF), Alloy Wheel Locks (WL) and Lower Door Moldings (BM) (N/A on LE Mobility)	502	314
WH	Radio Equipment, 2- Additional Wireless Headphones (Port Installed) (N/A on L or LE); on SE, XLE and Limited	100	70
3T	Roof Rack Crossbars (Port Installed) (N/A on L)	185	110
EW	SE Preferred Package Includes Blind Spot Monitor with Rear Cross-Traffic Alert, Rear Parking Assist Sonar, Smart Key System with Push Button Start and Remote Illuminated Entry, Chrome Outside Door Handles with Touch Sensor Lock/Unlock, Power Tilt Slide Moonroof (MR), Driver's Easy Speak and Premium Audio with Dynamic Navigation System; on SE Base	3,815	3,395
U7	Tablet Holder, Universal (Port Installed)	99	75
DH	Towing Hitch Receiver	840	655
WL	Wheel Locks, Alloy (Port Installed)	65	40
WK	Wheel Locks, Black (Port Installed)	65	40

What to do

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- Make an appointment with the UBS trained Sales Representative, and enjoy your new vehicle.

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2020 Toyota Tacoma

To Calculate the UBS Price:

UBS W'Sale Price already includes destination/freight, factory invoiced advertising, handling charges, pre-negotiated profit structure and fuel.

Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL (Includes Freight)	UBS W'SALE (Includes Freight)
	TACOMA 2-WHEEL DRIVE ACCESS CAB *(Effective Date: 08/23/19)*		
7162	Tacoma SR 2.7L 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	$ 27,170	$ 26,753
7164	Tacoma SR 3.5L 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	29,430	28,936
7122	Tacoma SR5 2.7L 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	28,945	28,466
7126	Tacoma SR5 3.5L 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	32,090	31,505
7128	Tacoma TRD Sport 2WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	33,865	33,218
	TACOMA 4-WHEEL DRIVE ACCESS CAB *(Effective Date: 08/23/19)*		
7514	Tacoma SR 2.7L 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	30,245	29,723
7552	Tacoma SR 3.5L 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	32,895	32,285
7516	Tacoma SR5 2.7L 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	32,020	31,438
7558	Tacoma SR5 3.5L 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	35,430	34,732
7559	Tacoma TRD Sport 4WD 4-Door Access Cab Pick-Up with 6' Bed Manual	35,840	35,127
7560	Tacoma TRD Sport 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	37,150	36,391
7562	Tacoma TRD Off-Road 4WD 4-Door Access Cab Pick-Up with 6' Bed Automatic	37,150	36,391

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	TACOMA 2-WHEEL DRIVE DOUBLE CAB *(Effective Date: 08/23/19)*		
7186	Tacoma SR 2.7L 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	28,000	27,247
7185	Tacoma SR5 2.7L 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	29,835	28,998
7146	Tacoma SR5 3.5L 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	33,235	32,244
7170	Tacoma SR5 3.5L 2WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	33,735	32,720
7182	Tacoma Limited 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	39,910	38,616
7148	Tacoma TRD Sport 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	35,120	34,043
7172	Tacoma TRD Sport 2WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	35,620	34,521
7150	Tacoma TRD Off-Road 2WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	35,120	34,042

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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TACOMA 4-WHEEL DRIVE DOUBLE CAB *(Effective Date: 08/23/19)*		
7594	Tacoma SR 3.5L 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	$ 33,435	$ 32,435
7540	Tacoma SR5 3.5L 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	36,310	35,178
7570	Tacoma SR5 3.5L 4WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	36,810	35,655
7582	Tacoma Limited 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	42,985	41,549
7543	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 5' Bed Manual	36,455	35,315
7542	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 5' Bed Automaic	38,085	36,871
7566	Tacoma TRD Sport 4WD 4-Door Double Cab Pick-Up with 6' Bed Automaic	38,695	37,456
7545	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 5' Bed Manual	36,455	35,315
7544	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 5' Bed Automatic	38,085	36,871
7568	Tacoma TRD Off-Road 4WD 4-Door Double Cab Pick-Up with 6' Bed Automatic	38,695	37,455

Understanding the difference

- UBS Base Price already includes destination/freight, factory invoiced advertising, handling charges and fuel.
- For additional savings, manufacturer rebates and incentives will be deducted from the UBS published price.

What to do

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SAVE WITH UBS

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2020 Toyota Tundra

To Calculate the UBS Price:

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Take the complete UBS W'Sale Price and add the W'Sale Price for the desired factory options.

(Taxes and tags will be charged for the jurisdiction where you register your vehicle.)

MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	TUNDRA 2-WHEEL DRIVE CREWMAX *(Effective Date: 08/23/19)*		
8261	Tundra SR5 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	$ 39,365	$ 37,696
8272	Tundra Limited 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	45,580	43,609
8275	Tundra Platinum 5.7L 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	50,220	47,943
8276	Tundra 1794 Edition 2WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	50,220	47,943
	TUNDRA 4-WHEEL DRIVE CREWMAX *(Effective Date: 08/23/19)*		
8361	Tundra SR5 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	42,345	40,602
8372	Tundra Limited 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	48,630	46,458
8375	Tundra Platinum 5.7L 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	53,270	50,793
8376	Tundra 1794 Edition 4WD 4-Door CrewMax Pick-Up with 5 1/2 Ft Bed	53,270	50,793

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	TUNDRA 2-WHEEL DRIVE DOUBLE CAB *(Effective Date: 08/23/19)*		
8242	Tundra SR 5.7L 2WD 4-Door Double Cab Pickup with 6 1/2 Ft Bed	35,020	33,620
8245	Tundra SR 5.7L 2WD 4-Door Double Cab Pickup with 8 Ft Bed	35,350	33,936
8241	Tundra SR5 5.7L 2WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	36,690	35,211
8246	Tundra SR5 5.7L 2WD 4-Door Double Cab Pick-Up with 8 Ft Bed	37,020	35,485
8252	Tundra Limited 2WD 4-Door Double Cab Pickup with 6 1/2 Ft Bed	43,715	41,907
	TUNDRA 4-WHEEL DRIVE DOUBLE CAB *(Effective Date: 08/23/19)*		
8342	Tundra SR 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	38,340	36,528
8345	Tundra SR 5.7L V8 4WD 4-Door Double Cab Pick-Up with 8 Ft Bed	38,400	35,810
8341	Tundra SR5 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	39,740	38,119
8346	Tundra SR5 5.7L V8 4WD 4-Door Double Cab Pick-Up with 8 Ft Bed	40,070	38,433
8352	Tundra Limited 5.7L V8 4WD 4-Door Double Cab Pick-Up with 6 1/2 Ft Bed	46,765	44,716

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2020 Toyota Yaris

To Calculate the UBS Price:
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MFG CODE	MODELS	MFG RETAIL	UBS W'SALE (Includes Freight)
	YARIS SEDAN		
6267	Yaris L FWD 4-Door Sedan Manual	$ 16,605	$ 16,546
6266	Yaris L FWD 4-Door Sedan Automatic	17,705	17,613
6263	Yaris LE FWD 4-Door Sedan Manual	17,605	17,535
6262	Yaris LE FWD 4-Door Sedan Automatic	18,705	18,623
6268	Yaris XLE FWD 4-Door Sedan Automatic	19,705	19,612

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	YARIS LIFTBACK		
1466	Yaris LE FWD 5-Door Liftback Automatic	18,705	18,623
1467	Yaris XLE FWD 5-Door Liftback Automatic	19,705	19,612

FACTORY INSTALLED OPTIONAL EQUIPMENT ***(See the UBS Sales Representative for Equipment Application/Restriction and Availability.)***

MFG CODE		MFG RETAIL	UBS W'SALE
- - -	Armrest, Center	$ 195	$ 145
- - -	Cargo Net, Envelope Style	45	29
- - -	Cargo Tote (Port Installed)	48	29
- -	Coin Holder/Ashtray Cup	17	13

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- - -	Door Sill Protectors	150	100
- - -	Emergency Assistance Kit	59	42
- - -	First Aid Kit	29	18
- - -	Mud Guards, Rear	105	70
- - -	Navigation System Upgrade	399	299
- - -	Spoiler, Rear	375	275
- - -	Tablet Holder, Universal	79	59
- - -	Trunk Mat, Carpet	75	49
- - -	Wheel Locks, Alloy	65	40

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United Buying Service —

The following Price Guide will help you determine the cost of your new vehicle and the savings you can expect by using United Buying Service.

- United Buying Service's pre-negotiated price includes freight and other costs to the dealer. Manufacturers incentives and rebates ***will further reduce*** your final cost.
- Call United Buying Service or visit ubs4cars.com to ensure you receive the benefits of using UBS and a Purchase Certificate.
- With United Buying Service you will work with dedicated advisors and trained sales personnel at the UBS affiliated dealership to help you get the vehicle you want at the right price.
- Be sure to call our UBS advisors today. We are happy to help you get started.

With over 45 years in the local auto market, UBS is the reliable, simple, and affordable way to buy your next automobile.

United Buying Service

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Email: ubs@ubs4cars.com ▪ Office Hours: 9am – 5pm, Monday – Friday

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